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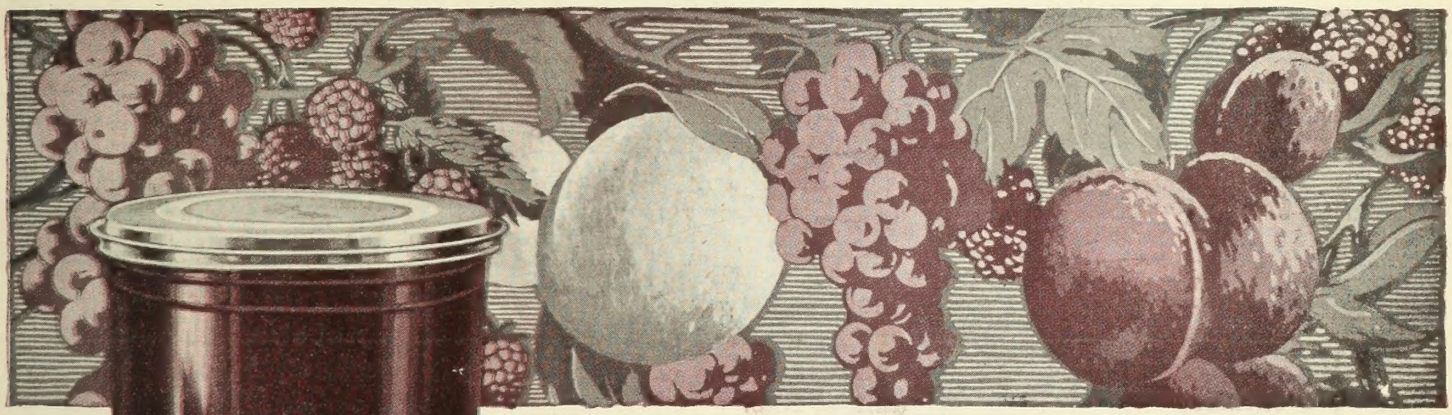
CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI PUBLICATION OFFICE: TORONTO, ONT., JANUARY 6, 1922 No. 1

Welch's



Quality Jams

Absolutely Pure

The fruits stated on the label—and no others

This is the Welch idea of "absolutely pure." Welch Jams contain only the fruits named on the label, and pure sugar. They are absolutely pure in every meaning of the words.

When you taste Welch's Jams, you recognize the finer flavor. The taste of the fruit is more distinct, more delicate. The jam is smooth and free from lumps. Only the best of fruits are selected by Welch. And the Welch process retains their flavor.

Welch's Grapelade, for example, is pure grape, pure sugar and nothing else. The grapes are finest, purple-ripe Concords. Whole grapes are used, with all their juice and richness. All seeds, skins and acid crystals are removed, leaving 100 per cent. pure, rich, edible jam.

Welch Quality Jams include Grapelade, Plumlade, Peachlade, Rasberilade, Cherrilade, Strawberrilade, Grape Currantlade, Marmalade. All are packed in 15 ounce glass jars and standard 4 pound tins. They retail at reasonable prices with a liberal profit to the retailer. Your wholesaler can supply you.

Permit Est. 272

The Welch Co., Limited, St. Catharines, Ontario

NUCOA

"A Wholesome Delicious Spread for Bread"

A Market as big as 27,000,000 Daily Meal-Times

ORDER NUCOA FROM YOUR JOBBER

The Jobbers Listed Below Have Just Received a Fresh Shipment of Nucoa and are Ready to Promptly Supply Your Needs:

BRITISH COLUMBIA:
Vancouver—Urquhart & Company, Limited, 98 Powell St.

MANITOBA:
Winnipeg—A. H. McIntosh Company, 648 Mulvey Avenue.

ONTARIO:

Hamilton—Fearman Bros., Limited.

Toronto—Canadian Packing Co., Limited.

Peterborough—Canadian Packing Company, Ltd.

QUEBEC:

Montreal— Canadian Packing Co., Limited.

Hull—Canadian Packing Company, Ltd.

We shall be glad to make exclusive jobbing connections in territory now open

NUCOA SELLS readily to all classes of people. While its price is a moderate one, its pure wholesomeness and delicious flavor has earned it a place *three times a day* on the tables of rich and poor alike.

Use Nucoa in your own household. Find out how good it is and you can sell it better. It is the aristocrat of spreads for bread. It is made wholly of sweet nut oils and pure pasteurized milk. It is absolutely free from animal fats.

The call for Nucoa is the steady, every-day kind—the sort of demand which grocers like. Nucoa has been, and will continue to be, well advertised. Nucoa advertisements are now appearing in the leading newspapers from coast to coast. Every sale of Nucoa brings you a good margin of profit and Nucoa will bring customers to your store from a dozen blocks around.

The distinctive high-quality of Nucoa and its long-keeping qualities protects every grocer against loss from spoilage, but to make your assurance doubly sure, *we guarantee Nucoa to stay sweet until the last morsel is consumed.* This guarantee is absolute and unconditional.

If Nucoa is not already in your stock, you should communicate with your jobber without delay.

NUCOA
NUT MARGARINE
OLEOMARGARINE
THE NUCOA COMPANY
WE BRAND THIS PRODUCT OLEOMARGARINE TO COMPLY WITH THE LAW, BUT IT IS ABSOLUTELY FREE FROM ANIMAL FATS.

THE NUCOA COMPANY

NUCOA BUILDING
Fourth Avenue at 23rd Street
NEW YORK CITY

THE "QUALITY" THAT SELLS

CLARK'S
Prepared Foods

Corned Peef
Roast Beef
English Brawn
Irish Stew
Ox Tongue
Lunch Tongue

Pork and Beans
Soups (13 kinds)
Potted Meats
Cambridge Sausage
Veal Loaf
Beef Loaf

Tongue, Ham and Veal, Canadian Boiled Dinner, Sliced Smoked Beef

Tomato Ketchup, Peanut Butter, Table Syrup

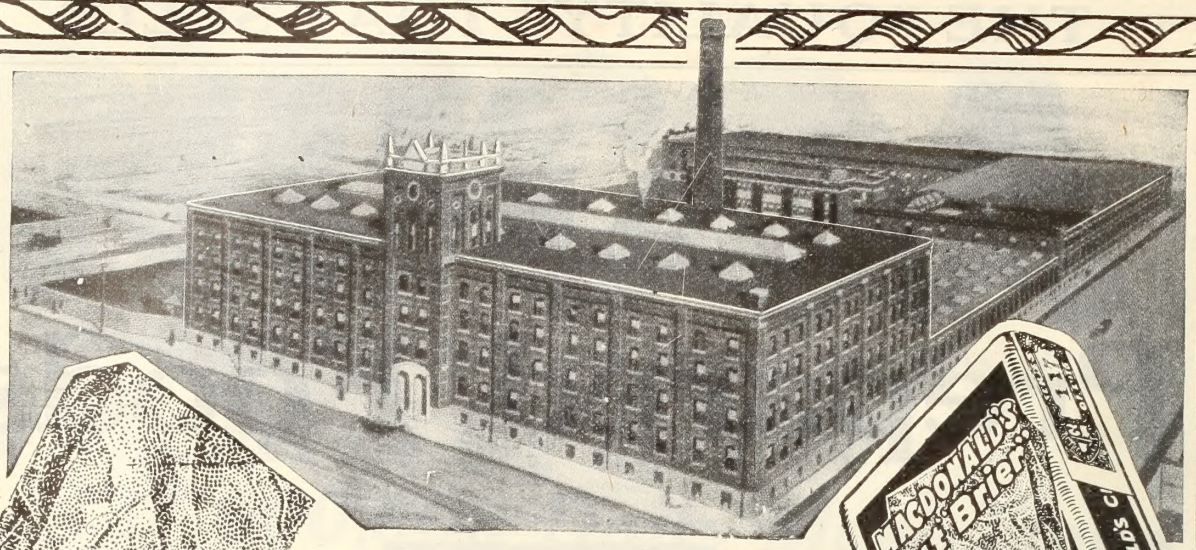
Spaghetti with Tomato Sauce and Cheese

And other good things

Made in Canada---By a Strictly Canadian Company

Sell Clark's—Make Satisfied Customers—Increase Your Business

W. CLARK, LIMITED
Montreal



The Sweet "Buy and Buy"

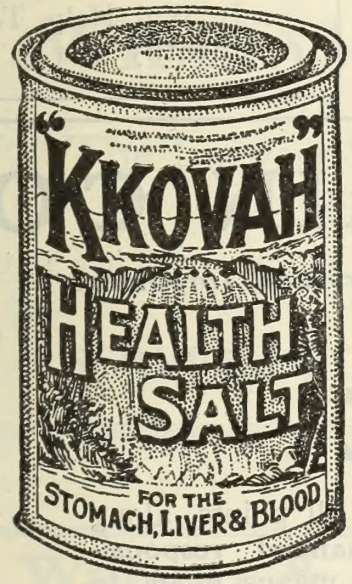
It is as music to the MACDONALD dealer's ears that the demand is becoming more and more insistent for the tobacco with a heart. Men are buying MACDONALD'S because they know it is good tobacco and because it is the best value for the money. The MACDONALD demand is permanent—assured. The advertising appearing everywhere is constantly creating new users of MACDONALD'S. You can turn their steps to *your* store by keeping the MACDONALD Brand well displayed, and always in stock. And you couldn't find any other line so profitable for you to push as "the tobacco with a heart."

The Tobacco with a heart

MACDONALD'S

"KKOVAH"
HEALTH SALT

Why be troubled with substitutes when you can get supplies of KKOVAH?



The following statements of fact concerning KKOVAH Health Salt may interest you:

1. It is admittedly a real seller.
2. It is known from Coast to Coast.
3. It has been before the public for over THIRTY years.
4. It is manufactured with the most scrupulous care and exactitude.
5. It has won many Gold Medals and Certificates of Merit, in various parts of the British Empire.

MANUFACTURED BY

SUTCLIFFE & BINGHAM LTD.

Toronto, Ont. Manchester, Eng.

DISTRIBUTED IN CANADA BY

LANGLEY, HARRIS & COMPANY, LIMITED

Winnipeg TORONTO Montreal

From whom prices and particulars can be obtained

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers Agents'
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

The advertiser would like to know where you saw his ad.—tell him.

S. G. Freeze & Co.
Wholesale Grocery Brokers and Manufacturers' Agents
806 Herald Building,
Calgary, Canada.

Say You Saw It In Canadian Grocer, It Will Help To Identify You

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

CAN GIVE YOU

SERVICE

and by **service** we mean we give our principal's account **preferred attention** in every respect; **we** have a **sales organization** second to none; **exceptional warehouse accommodation** at all points, along with the **financial responsibility** which means much to the **manufacturer** who wants some guarantee of **stability** from their representatives.

THE NATIONAL BROKERS

HEAD OFFICE:
WINNIPEG, MAN.

Branches: REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER, MONTREAL.
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

WILLIAMS STORAGE LIMITED

W. R. WILLIAMS, PRESIDENT AND MANAGER

The Largest Storage, Distributing and Forwarding House in Western Canada

Concrete and Steam-Heated Warehouses - Excellent Track Facilities

LOW INSURANCE

"SERVICE" is Our Motto - WINNIPEG

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

Now is the Time to Buy—don't wait.

Consult these Advertising Pages.

Our Advertisers will *save* you Money—buy now.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Personal Marketing Service

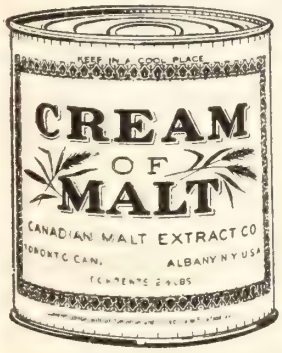
The **"House of Scott-Bathgate"** offers manufacturers who are desirous of successfully placing their products in the rich Western field a personal selling organization with an 18-year-old reputation for producing big results.

We have successfully placed such products as Christie's Biscuits, Robertson's Confectionery and Hungerford & Smith's Fountain Supplies and we can do the same for yours. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg



Are You Getting Your Share of Business and Large Profits Selling Cream Of Malt & Hops?

WE HAVE, after several years, devoted to research and experiment, succeeded in producing a pure barley malt extract that stands to-day in a class by itself. Our Cream of Malt is guaranteed not to weigh under 120 degrees. Fear not to sell this brand.

It is a big repeater, none better for home brew. Ask your jobber or write us direct.

CANADIAN MALT EXTRACT CO.
16 Pearl St., Toronto, Ont.

Goods well advertised and well displayed are easiest sold. Advertised to ½ million buyers weekly. Codville Co. Ltd.

6

Storage and Distribution

Winnipeg

Insurance 30c

We operate the largest fleet of motor trucks in

Western Canada

Supplemented with a team service, which enables us to give a fast and dependable service.

Communicate with our Traffic Department for rates, etc.

The City Dray Company

LIMITED

Frost and Wood Building,
Cor. Pacific and Princess Streets.

Track P. 18 **Winnipeg**

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

R. C. Blackburn & Co.
MANUFACTURERS' AGENTS AND MERCHANDISE BROKERS
60 Front St. West
TORONTO

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

The advertiser would like to know where you saw his ad.—tell him.

J. R. Wilson & Company
BROKERS
EXPORTERS IMPORTERS
Dried Fruits--Food Products
27 Wellington Street, East
TORONTO, CANADA

George G. Yorke
40 Adelaide Street West, TORONTO
Agent for -
Joseph Travers & Sons Ltd.
London Eng.
The largest and oldest Wholesale Grocers in the Empire.

MONEY-SAVING INFORMATION

"The most useful information contained in any paper I get"—so a Western banker writes in to-day's mail, renewing his subscription for FINANCIAL POST.
"Very often," his letter goes on to say, "I am called on to suggest investments for small amounts, sometimes as low as a few hundreds, and I find your Investors' Inquiry Service a reliable partner to consult. If every investor knew there was such service at his call it would surely lessen the losses of many of these people."
The Investors' Inquiry Service fills just that need. Unless you are perfectly sure of your investments write us before you buy.
It costs Financial Post subscribers nothing to be sure before placing hard-earned savings in stocks that may never have a chance of paying dividends.
Trained service men will give you the benefit of keen analysis based on the facts behind the securities you are considering. This is one of many features enjoyed by our readers.

THE FINANCIAL POST, 143 University Ave., Toronto, Can.
Send me for one year (52 issues) The Financial Post. I attached $5.00. Commence at once.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs
Pois et Feves
Produits Alimentaires
Importers & Exporters
Peas and Beans
Food Products
ST. NICHOLAS BUILDING, MONTREAL

Italian & European Importing Co.
78 Crescent St., Montreal.
Importers of
Italian Nougat Italian Macaroons
Italian Perfumes
Agents Required

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL.
Established 1876
Telephone Main 1581.

The Advertisers would like to know where you saw their advertisements–tell them.

Sole distributors for Crow's Nest Territory B. C.

The Western Canada Wholesale Company, Ltd.
Fernie, B. C.

COSTA Brand Superfine Olive Oil is of the very finest produced and may be used for every purpose. Its excellent flavor and taste make it a universal favorite.

Importers
Amoroso & Malagodi Co., Limited
119 & 121 St. Henri St., Montreal

"Saxonia Brand Fruits"

Packed in half and one-pound packages.

PRESERVERS OF

Candied, Glace, Crystallized and Drained, Citron, Lemon, and Orange Peels, Pineapple, Ginger, Assorted Fruits, Bigarreaux Cherries, Maraschino Cherries, etc.

Saxonia Fruit Preserving Co., Ltd.
Factory
First Avenue and Ernest St., Montreal, Que.

Sole Agents for Canada
The John T. McBride Co., Limited
189 St. James Street, Montreal, Canada

52 dividends a year —*to retail merchants*

a book that tells you what YOU can make on fruit.

"In oranges and lemons the minimum turnover is one turnover each week. No merchant should ever carry these fruits for more than seven days. By doing this he will side-step . . . ."

This is part of a paragraph showing the clear, simple way in which the important problem of turnover and many others are discussed in the new book for retailers published by the California Fruit Growers Exchange.

The book is "chuck full" and brimming over with ideas and information which will help you handle fruit more profitably. It discusses such things as correct margins, price, window trimming, dealer service helps, advertising, and the growing and packing of oranges and lemons.

Every word in the book is worth a careful reading both by you and by your assistants. Then you'll want to keep it for reference. It's one of the most valuable books we know of for retailers.

* * * *

There's a copy for you if you don't wait too long. It's FREE. Sign and send in the attached coupon NOW. There may not be enough books for *everybody* who wants one.

California Fruit Growers Exchange
Los Angeles, California

California Fruit Growers Exchange,
Dealer Service Department,
Los Angeles, California.

Send me a copy of your free book, "52 Dividends a Year to Retail Merchants."

Name.....

Address.....

City..... Province.....

TETLEY'S TEA

Makes good tea a certainty

Packed in England

An Important Announcement

Tetley's Tea has come back to Canada! From now on we will have a big stock of Tetley's Golden Tips and India and Ceylon Sunflower Teas.

Both of these teas were big sellers and there is an immediate sale for them now. We are prepared to fill your orders.

Tetley's Teas are selected from the finest leaves of the tea plant and are blended carefully from a blending experience extending over a period of 100 years. Their clear deep color and fragrant full-bodied flavor are appreciated by all tea drinkers. The cup value is unexcelled.

Tetley's will prove a quick seller! Order to-day!

KNOWLER & MACAULAY, Ltd.
VANCOUVER
Selling Agents for
British Columbia

MASON & HICKEY
Head Office, WINNIPEG, MANITOBA
Selling Agents for
Manitoba, Saskatchewan and Alberta

Why not sell your old ice-box?—And install a Eureka Refrigerator for next Summer's business, and by doing so forget all your refrigeration worries and troubles.

Eureka Refrigerators are the Best! They do their work in the most efficient manner and will

SAVE YOUR MONEY!
and
INCREASE YOUR PROFITS!

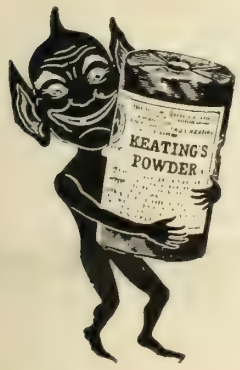
The longer you do without the Eureka, the longer you are doing without larger profits. Do not delay—Place your order now and we can give you the Best of Service together with a Refrigerator that will work most economically and efficiently, and at the same time eliminate your Refrigeration worries.

Popular Models always in stock. Write for free illustrated literature.

EUREKA REFRIGERATOR COMPANY LIMITED

Head Office and Factories **Owen Sound, Ont.**

Insect Pests are Universal



KEATING'S

is the World-Wide Insecticide

Generations of use in every part of the globe have proved its efficacy—no insect can live, once it comes into proper contact with Keating's, and as even the most careful home cannot escape insect pests, such as

Flies	**Ants**	**Cockroaches**
Fleas	**Wasps**	**Bugs**
Mosquitoes	**Beetles**	**Moths**

it is an article in constant demand, and, once used, its merits ensure repeat sales and steady, profitable trade.

Made by THOMAS KEATING, London, England. Established 1788.

Sole Agents for Canada:

Harold F. Ritchie & Co. Limited
10 McCaul Street, Toronto

HURRY!

We knew this book by Paul Findlay would go over big with the retail grocers of America. But we hardly expected the deluge of requests that has flooded this office. From every corner of the country—and Canada, too—have come letters of enthusiastic and grateful response.

"A great book—one of the best I ever read on the subject of profits and pricing," says the head of a large store in Chicago. "It certainly gives the right dope on the selling game," comments another large operator in Los Angeles. While a small grocer 'way up in Vermont voices the sentiment of grocers the nation over when he says: "Paul Findlay is certainly the goods plus 100%—anything he writes is worth reading."

Only a small quantity of the first edition is left—but we'll promise to send you a copy by return post if you write at once. The quicker you get this profit-book and study its principles and price-tables the brighter your bank-balance will be in 1922. Write now! California Prune and Apricot Growers Inc., 199 Market Street, San Jose, California. An association of 11,000 growers.

Sainsbury Bros., Canadian Representatives

SUNSWEET
CALIFORNIA'S NATURE-FLAVORED
PRUNES

"TRADE ELASTICA MARK Is One of My Most Profitable Sellers"

"UNTIL recently I had never regarded Paint and Varnish as a practical proposition for the General Store. I suppose, like most General merchants, I looked upon it as something outside my field but the 'ELASTICA' proposition was so attractive that I thought it worth a trial at least.

"And Elastica proved itself. So much so that I am now firmly convinced of its value and look upon it as one of the most easy to sell and most profitable lines on my shelves."

It is easy to understand why General Merchants enthuse over Elastica. A complete line of paints, varnishes, stains and enamels, it enables them to give every customer the right product for every painting or varnishing purpose. It brings them a share of a demand that is logically theirs and assures a satisfied customer every time.

Every progressive General Merchant should investigate the Elastica offer. Detailed information will be sent on request.

"Save the surface and you save all" *Paint & Varnish*

INTERNATIONAL VARNISH CO. LIMITED.

Montreal Winnipeg TORONTO Halifax Vancouver

DOES IT PAY TO TAKE CHANCES?

"Fifty Dollars and costs for selling adulterated maple syrup" sang out the court and the unsuspecting grocer walked away "a sadder and a wiser man." Does it pay to take these chances by buying your Maple Syrup and Maple Sugar from sources that you are not absolutely sure of? Press reports on convictions of Canadian grocers who unsuspectingly sold adulterated maple products prove that it doesn't. Don't leave yourself open to fines—order your maple products from reliable sources. United Maple Products, "Rock Maple" brand Maple Syrup and Maple Sugar are made under the most hygienic conditions and are guaranteed by us to be absolutely pure and unadulterated and to comply in every way with Canada's pure food law. Send us your next order for Maple Products. Our guarantee protects you.

Ask for "Rock Maple" Brand

After operating 27 years under the name of Macdonald Bros. we have expanded our company, taking in as partners many of the largest maple sugar producers in Quebec and renaming the company—

UNITED MAPLE PRODUCTS LIMITED

GRANBY, QUEBEC, CANADA

Producers, Packers and Exporters of Pure Maple Products.

STOCK TAKING ON FEBRUARY 1ST.

THREE HUNDRED THOUSAND DOLLARS WORTH OF GOOD VALUES. "AT SPECIAL PRICES"

This is not a "splash" advertisement, but a genuine stock reducing campaign. There is surely something you need. Why not buy at the lowest price, without sacrificing quality?

"This is Our 14th Annual Sale and A Great One Too"

LOT NO. 1 — CANNED GOODS

A very special Value in Salmon and Sardines.

50,000 cases Vegetables:—Tomatoes, Corn, Peas, Beans, Succotash, Beets, Okra, Spinach, Asparagus.

10,000 cases Fruits:—Strawberries, Raspberries, Apples, Pears, Peaches, Pineapples, Cherries, Plums, Blueberries, Pears, Apricots.

LOT NO. 2 — 15,000 BOXES DRIED FRUITS

Currants, Seeded, Seedless, Sultanas, Valencias, Muscatels, Table Raisins, Prunes, Figs, Peels, Dates, Evaporated Apples, Peaches, Apricots, Pears.

LOT NO. 3 — 2,000 CHESTS TEA

Japan, China Greens, Ceylon Greens, Black Ceylons, Blended Ceylons, Pure Indians, Black, China Blacks.

"We have some surprising values just now."

LOT NO. 4 — 10,000 CASES CANNED FISH

Red Sockeyes, Red Spring Pink and Chum Salmon in 48-1 lb. tall and 96-½ lb. flat.
Canadian and Imported Sardines: in ¼ and ½ American and European Styles.
Lobster in 48-1 lb. flat, 96-½ lb. and 96-¼ lb. Shrimps, Herrings.

"We have the lowest prices in Sockeye Salmon."

We have great Bargains in Canned Tomatoes, Corn, Plums, Peaches and Pears.

"ASK FOR OUR PRICES"

THEY ARE WELL WORTH WHILE

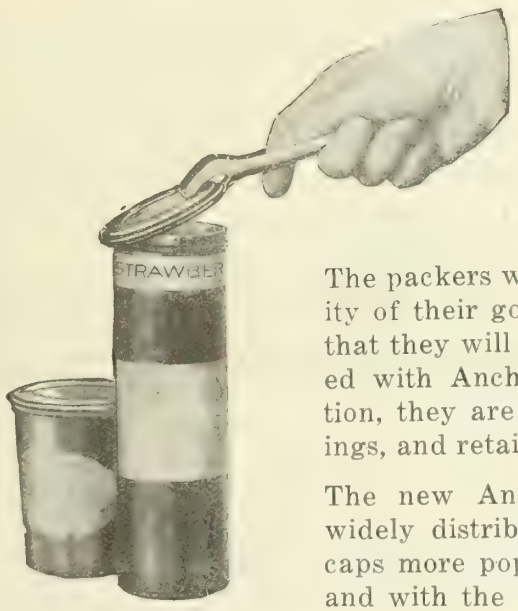
LAPORTE MARTIN LIMITEE

Importers and Manufacturers, Groceries and Provisions.

584 St. Paul West - - Montreal

We cordially invite you to visit our new Offices, Warehouses and Cold Storage.
The finest and largest organization in Canada, in the grocery field.

Packers of Foodstuffs



The packers who want to guarantee the quality of their goods must be absolutely certain that they will be kept air tight. Goods sealed with Anchor Caps give you this protection, they are unaffected by their surroundings, and retain their fine flavor, indefinitely.

The new Anchor Opener, which is being widely distributed is making these sanitary caps more popular than ever with the trade and with the housewife.

We would be glad to co-operate with you on any problems you have in connection with the packing of foodstuffs.

Anchor Cap & Closure Corporation

275 Wallace Avenue, Toronto.

Announcement!

We take pleasure in announcing to the trade the organization of the

United Food Products Limited

Capitalization $2,000,000

Head Office - - - Hamilton, Ont.

Our Company, which is an amalgamation of a number of specially selected Ontario Factories will manufacture and sell direct to the dealer a comprehensive line of Grocery Sundries, such as High Grade Canned Fruits and Vegetables, Jams, Jellies, Glassed Fruits, Pickles, Catsup, Mincemeat, moist and condensed, Peanut Butter, Bottled Olives, Cherries, Shredded Cocoanut, Candied Peel, Jelly Powders, Flavoring Extracts, Fountain Fruits, etc.

Our policy will be to produce only the highest grade of merchandise; our lines not competing with ordinary brands but establishing and maintaining a quality standard of their own equal or superior to the best imported goods.

Backing up these quality products will be an adequate advertising appropriation to make known to the general public their excellence. We mean to make the name of our goods stand in the minds of Canadian people for "Quality and Economy"—but Quality first.

In the next issue of this paper we will discuss the matter of sales policy and our methods of distribution which will materially cut the cost of these articles to the retailer and consumer.

Our Representative will shortly have the pleasure of calling upon you

United Food Products Limited

Head Office - Hamilton, Ont.

RESOLVED!

THAT—

Because it is advertised from Coast to Coast and practically **sells itself** —

Because it is clean on my shelves and brings me a quick and profitable return —

Because it is guaranteed—my money is always protected and my profit insured —

I WILL ALWAYS STOCK—

"SALADA"

"THE DELICIOUS TEA"

MAKE THIS RESOLUTION NOW, AND ENSURE A PROSPEROUS NEW YEAR.

Packed in
1 Gal.
1/2 ..
1/4 ..
1/8 ..

Inquiries Solicited

Aboosamra Kouri

CANADA'S LARGEST IMPORTER OF ITALIAN & SPANISH PRODUCTS

Now is the season to sell these high-class products. Send your orders for any of the following lines:

OLIVE OIL	PISTACHIO NUTS	IMPORTED RICE
OLIVES	TOMATO PASTE	GENUINE CAVIAR
SALAD OILS	ITALIAN CHEESE	IMPORTED FRUITS
BLACK OLIVES	SALTED ANCHOVIES	QUEEN OLIVES
	MANZANILLA OLIVES	

The best house in Canada to purchase Italian and Spanish products from. We guarantee the goods to be first-class quality. Representatives wanted for Winnipeg, Vancouver and Halifax.

ABOOSAMRA KOURI

41-43 BOOSECOURS ST., MONTREAL

"Member Audit Bureau Circulations"
"Member Associated Business Papers"
"Member of Canadian National Newspapers and Periodicals Association"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXVI TORONTO, JANUARY 6, 1921 No. 1

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P. A. CRANE, News Editor.
H. A. WEBB, Associate Editor, Montreal.

H. V. STODDARD, Montreal Representative.
C. M. MUTCH, Toronto and Hamilton Representative.
J. C. BELL, Ontario Representative.
E. H. HAWKINS, Western Representative, Winnipeg.
R. A. HUNTER, Vancouver Representative.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone 1004. Toronto, 143-153 University Avenue, Telephone Adelaide 5740. Winnipeg, Room 901, Confederation Life Bldg., Main Street, Telephone A. 8778. Vancouver, 314 Carter-Cotton Bldg., 198 Hastings St. W., Telephone Seymour 4337.

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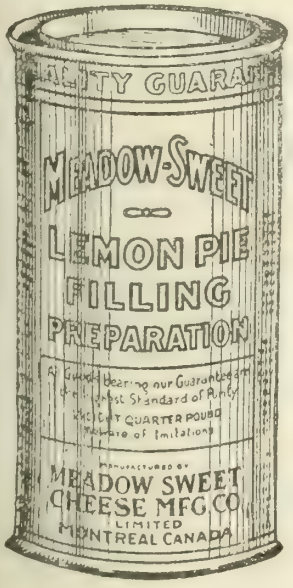

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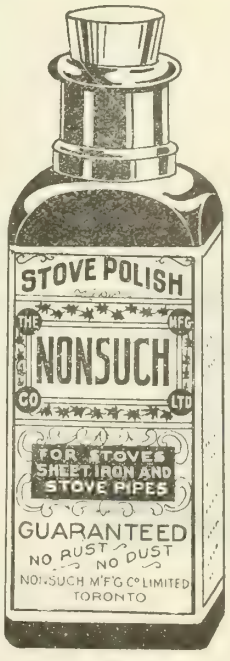
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CANADIAN GROCER

VOL. XXXVI. TORONTO, JANUARY 6, 1922 No. 1

Will Not Enforce Labelling Clause Now

Dominion Food Inspector Dagar States That Clause of Food And Drug Act, Relating to The Statement on the Label of Packaged Articles of the Weight, Measure or Number, Will Not Be Enforced For The Time Being

ACCORDING to a government order some time ago, section (f) of the misbranding clause of the Food and Drug Act, came into force on January first, of the New Year. This clause which is given complete on this page refers to goods put up in package form by manufacturers or producers. In effect it calls for statement on each package, the name of the contents, the weight, measure or number. Where the package and contents weigh less than two ounces, this subsection of the misbranding clause does not apply.

Discussing the enforcement of this clause with Dominion Food Inspector Dagar, in Toronto, Mr. Dagar told Canadian Grocer that he had received intimation from Ottawa, that the part of the clause referring to, and insisting on the weight, measure or number, being stated on the label of a packaged article, will not be enforced for a period of three months, but that part of the clause relating to placing of the name of the manufacturer or producer and likewise of the contents, must be on the label. Of course this latter feature of the regulation is in almost every instance already observed.

Want Postponement

Recently representations were made to Ottawa by the Canadian Wholesale Grocers' Association to have the law apply only to manufacturers on the first of January 1922. Then in six months time make it effective in the wholesale grocery trade and one year hence it would come into force with the retail trade. With both wholesalers and retailers having to follow and adhere to this regulation in the sale of packaged or canned goods, a great hardship will be placed on the trade, Secretary A. C. Pyke of the Wholesale Grocers' Association, told a representative of Canadian Grocer the other day. "It is practically impossible for the wholesalers and retailers to observe this law commencing the first of January 1922," Mr. Pyke added. "The manufacturer can if he so desires turn out his goods right up to the last day of 1921, in the way that he has been doing, without any regard to this clause. Then on the first day of the New Year he commences to observe the regulations. But in the case of the wholesaler and the retailer it is different. Warerooms and shelves are stocked with goods made in 1921, and the inconvenience and hardship of a strict enforcement of the Act is at once apparent. The postponement of the Act insofar as the wholesale and retail trades are concerned is the only practical way of meeting the difficulty and confusion, that is bound to follow, if a strict observance of the law be insisted upon. Permitting time for the wholesaler and retailer to dispose of his stocks that do not measure up to the law is the only logical way and the suggestion of the Wholesale Grocers' Association was to extend the time six months for the wholesale trade and one year for the retailers. This would result in a working out of the Act that will cause no hardship to any section of business." However it appears that the government is only withholding the enforcement of the law in this one respect for three months.

Want Reasonable Time

W. C. Miller, secretary of the Retail Merchants' Association, in discussing the enforcement of the Act with a representative of Canadian Grocer heartily approved of the suggestion of the wholesalers' Association to postpone the enforcement of the section in regard to labelling, as far as wholesale and retail trades are concerned. It is the only way, he stated, whereby the retailer will have a reasonable opportunity to get rid of his stock, that has not been put up in strict accordance with the regulations of the clause. Mr. Miller believed that the government would not enforce the Act to the annoyance of the retailer, nor make it unnecessarily burdensome to him in his business. It would not have been reasonable to expect the grocer to shove his stock on hand, aside, in order that he might adhere religiously to the demands of this clause.

WHAT THE CLAUSE SAYS IN REGARD TO LABELLING

Food shall be deemed to be misbranded within the meaning of this Act:

(f) If in package form, sealed by the manufacturer or producer, and bearing his name and address, the contents of each package are not conspicuously and correctly stated within limits of variability to be fixed by regulations as in this Act provided, in terms of weight, measure or number, upon the outside of the package; provided that this subsection shall not apply to packages the weight of which including the package and contents is under two ounces; provided also that nothing in this section shall be taken to require the statement of weight, measure or number upon containers or packages of standard size as provided by orders of the Governor in Council under the Meat and Canned Foods Act, and provided further that the Governor in Council may make regulations deferring the operation of this subsection in whole or in part for such period as he may prescribe, up to the first day of July, 1923.

Methodist Minister Denounces Punch Boards and Refers to Article in Canadian Grocer

Declares That a Merchant Recently Informed Him That a Customer Was So Fascinated With Board, That He Spent His Money On It to the Neglect of His Grocery Account

THE FACT that recently Canadian Grocer dealt with the subject of operating punch boards in grocery and other stores, has led to a free discussion of the question in different towns. Canadian Grocer pointed out that it was contrary to the Criminal Code to operate these boards, that they were gambling devices, and consequently unlawful. The conviction in York County of a number of persons for operating the same bore out the assertion of their illegal nature.

From Peterborough, Ont., where a number of these boards are said to be found in a good many grocery and confectionery stores comes the report that the pastor of one of the Methodist churches there, both in his church, and in a letter to the editor of the Peterborough paper, decries the operations of these boards.

Rev. C. E. Ross, pastor of Mark Street Methodist Church, Peterborough, Ont., in declaring the punch board, "a subtle, flagrant, fascinating gambling device," refers to the article in Canadian Grocer on this question, in substantiation of the illegal nature of these boards.

Conducting a Lottery

"In the first place," he states, "punch boards under the law, are alleged to be devices used for conducting a lottery, and a lottery is the distribution of prizes, not for merit, but by chance, that is playing games of hazard for stakes, or using the punch board by hazard for chocolates. This is gambling.

"Again, let us look at this device," Rev. Mr. Ross goes on to say in his criticism of the boards. "It has 250 holes. You pay ten cents for each punch. You receive a five-cent chocolate bar anyway, and you have the 'chance' of drawing a box of chocolates worth $1.50. But on that board with its 250 holes at ten cents a punch, $25.00 is spent, and there is absolutely no return value for $12.50, of that money. And then there is besides this $12.50 the usual profit on the chocolate bars.

"But this is not the worst feature of the device. There is the fascination. No boy will give ten cents for a single chocolate bar when he can buy it for five cents. He punches that board because he hopes to get something for nothing. He is trying to win a $1.50 box of chocolates for ten cents, and that is gambling. And he will spend two dollars, to win the box. Can we hope to lead our boys and girls into noble, useful, independent citizenship while they face on every side devices and contrivances which ever tend to lower their moral manhood and womanhood?

"Nor is this all. I have called attention to the fascinating influence of the punch board. What a man sees with his eyes he is likely to believe. Now, I was a casual observer a few evenings ago as to how this device works, and saw a young fellow punch the board nearly a dozen times in about fifteen minutes; this was the admission made by the owner of the board. That young man seemed to have no control of his money or of his will, and it was wonderful how quickly a dollar was spent.

Neglects Grocery Bills

"A merchant informs us that sometimes a man with a family is so fascinated with the device that he will punch the board when he cannot pay for his groceries. I may also say that I have consulted several men who are operating these boards in their business, and they freely admit that the punch board is a gambling device, but 'others are operating them."

Grocers Who Are Honored at The Municipal Polls

Results of the polling on the second of January in the Municipal elections throughout Ontario, show several grocers elected to positions either as chief magistrate or on the council.

Howard Cane of Wm. Cane & Sons, Newmarket, Ont., has been elected mayor of Newmarket.

A Colbeck, Brantford, Ont., was elected to the Board of Education.

George Hancock of Hancock & Co., Galt, Ont., was re-elected a member of the Public Utilities Commission.

George R. Bradley, of Bradley & Sons, grocers at St. Catharines, Ont., was elected to the aldermanic board of that city.

C. S. Butler was elected an alderman in St. Thomas, Ont.

Wm. Stephens, Guelph, Ont., was re-elected alderman for a three year term.

W. T. Harris of the W. T. Harris, Co., Ltd., Owen Sound, was elected Mayor of that town.

Alderman James Davison was elected Mayor of Sault Ste. Marie, Ont.

Chas. S. Brown, proprietor of Brown's grocery and bakery, Hagersville, Ont., has been elected reeve of Hagersville, by acclamation. Mr. Brown served three years as councillor, and now has been honored with the chief municipal position in his town, without the necessity of an election. Mr. Brown has conducted a grocery in Hagersville for the past ten years, and a few months ago purchased a bakery which he is working in connection with his store.

Harry Ranahan has been re-elected by acclamation as a member of the Separate School board at London, Ont.

C. Fraser was elected to the aldermanic board in Windsor, Ont., also A. J. McTavish.

P. McCallum, soap manufacturer at Almonte, Ont., and W. W. West, general merchants, were the only ones who qualified in Almonte, Ont. This will necessitate a new nomination which is set for January 6.

John H. Atwood was elected councillor in Bridgeburg, Ont.

G. D. Atkinson, flour and feed merchant, was elected councillor in Cornwall, Ont.

E. C. Metcalf of the E. C. Metcalf Canning Co., Deseronto, was elected reeve. Leo Therien was elected councillor.

David Mackay was elected to the council of Dunnville, Ont.

Arthur Raines was elected reeve of Essex, Ont.

Leroy Thompson, Merritton, Ont., was elected to the town council.

W. W. Logan of W. W. Logan & Co., Parkhill, Ont., was elected Mayor.

J. P. Duff was elected councillor in Pembroke, Ont.

Frederick Newman was elected Mayor of Picton.

Frank H. Brown was elected councillor in Port Hope, Ont.

Geo. P. Carduo was elected councillor in Seaforth, Ont.

Witnesses From Canada Will Be Heard In This Case

New York, Dec. 31.—A number of Canadian witnesses, it is stated, will be heard in the suit of the Nemours Trading Co., of New York, against the St. Lawrence Sugar Refineries Company of Montreal.

The case is an outcome of the sugar shortage of two years ago. The original complainant was the Muller Fox Brokerage Company, but the claim was assigned to the Nemours Trading Company. The claim is for $2,388,064 damages for an alleged breach of contract in failure to deliver 13,500 tons of granulated sugar between the months of January and July, 1920, inclusive.

The persons who are to be examined in Canada, according to the list submitted in court, are: Sir Charles B. Gordon and J. W. McConnell of Montreal; Sir George E. Foster, Col. John G. Foster, Michael J. Cullen and William White, of Ottawa, and Arthur C. Pyke and Hugh Blain of Toronto.

Keeps A Record of Customers

G. O. Werrett, Grocer in Simcoe, Ont., Has Novel Method, Whereby He Keeps in Close Touch With The Buying of His Customers, Classifying His Trade as Steady Customers, Occasional Customers and Customers Whose Trade is Falling Off—Another Merchant Has Card Index For Customers

GEORGE O. WERRET, Simcoe, Ont., believes in using every legitimate selling effort for the promotion of sales in his store. As has previously been written in Canadian Grocer, Mr. Werret seeks to increase his turnover by getting behind new lines that are of reputable quality, introducing and selling them in novel ways.

He likes to keep in close touch with his customers too, and with that end in view, he has devised a novel method of doing so. He wants to know and to have readily accessible a list of those customers who are steady shoppers at his store, the ones who give part of their trade to him, and the people whose trade is falling. He keeps account of all these people in this way. He has a map of the town, with the streets all outlined, and the houses thereon numbered. He knows the street address of every customer, or in fact of practically every householder in the town. His steady customers are marked on this map with black pins. White pins designate the people who are periodical buyers in his store, who divide their trade with some other merchants, and red pins stamp the customers who, Mr. Werrett finds, are not buying as much in his store as they were at one time. Needless to say, Mr. Werrett endeavors to have as few red pins as possible, but where they do exist, it is his endeavor to ascertain the reason for the customer's smaller buying, and finding it out, endeavor to regain the lost trade, with service and value that cannot, he declares, be excelled.

Make the White Ones Black

Service, quality and personal interest in their buying, are also his strong points in his effort to transform the white pins into black ones. He has been trying this method now for some months past, and believes that it is one of the best ways of maintaining and increasing his trade. "Customers," he states, "appreciate the interest you take in them, and even prospective or occasional customers will in most instances, be attracted by the personal interest you show in their buying. A retail grocer must strive at all times to retain his old customers, and to get a new one once in them and even prospective or occasional customers will in most instances person is bad policy, and will drive the customer elsewhere the next time. The only way to hold old customers, is to give them all the best possible treatment. I consider every person who comes into the store a customer, and is therefore entitled to prompt and cheerful attention. The steady customers are the cultivated ones, but an occasional buyer in the store can be cultivated and turned into a steady one."

This Merchant Has Card Index

In this connection the experience of another merchant in Western Canada is also interesting. He does not keep a map of his town, but he has a card index giving him a complete record of all his customers. He declares that it has been to his advantage to know every customer, their more or less regular requirements, the number in the family, their peculiar tastes and other little things that he believes are aids to him selling them. He points out that some of the customers may trade at his store for a few months, and then quietly begin to do their trading elsewhere. The merchant does not always notice this, or even if he does, he does not give it serious thought. If however, he has an accurate card index of his customers, divided into three classes, designated as in Mr. Werrett's scheme, he will study his business much more closely.

There is only one way to get accurate information in regards to the prospects as relating to prices and market conditions. And that is to go to the primary sources and study conditions there, based on crops, transportation, labor, etc. In next week's issue, the principal grocery commodities will be discussed from these angles. Be sure and thoroughly read this issue. It will assist you to line up your business for 1922.

Have Many Advantages

From the experience of these merchants, it would seem that the advantages of such schemes are many. The merchant goes over his cards or his map every month, and makes a memo whether the customer is going from one class to another. When going over the list of regular customers should he come across one card that represents a regular customer who has suddenly disappeared from the store, if he is a good business man it will hurt him to take a card out of the regular customer class and place it among the graveyard of cards that represent lost customers. He will fight to keep customers. He will want to find out why such a customer quit buying at his store—and before numbering such a name among the lost customers he will call that customer on the telephone or perhaps make a personal call at the home to find out why the customer is no longer a customer of his.

Then, too, he will take pride in keeping the number of lost customers as low as possible. He will want to keep his list of regular customers as large as possible, and he will want to transfer once-in-a-while buyers into the list of regular customers as quickly as possible.

Will Rejuvenate the Store

The mere fact that he is keeping such a system will rejuvenate the entire store. The clerks will be more careful in waiting on trade because they will not want to be responsible for the loss of customers.

At the end of the year, when the merchant looks over his plan, he will either be pleased or disappointed, for the card index or the map will be a real indication of his business ability. If he is losing more customers than he is gaining, then it is time to turn the business over to someone else, unless he brings about some radical changes in the conduct of his business.

GROWING DEMAND IN JAPAN FOR CANADIAN GOODS

Trade Commissioner A. E. Bryan, of Yokohama, reports that there is a growing market in Japan for Canadian flour, which would compare favorably with Australian and United States flour in quality and price. The usual quality of Canadian flour is too high to compete with the softer products of the Western States. Flour is chiefly used in Japan to make a kind of macaroni, which is substituted for rice, when the price of the latter is too high or there is a shortage of it. The flour required for this purpose is preferably made from soft wheat, first of all because it is cheaper, and secondly, because it is easier to work up or knead.

A Coupon Fiend

The bandits rushed into the cigar store, felled the clerk with black-jacks and ransacked the place.

Then they leaned against the counter and waited for the clerk to regain consciousness. Presently the clerk regained his senses. He peered up at the bandits and demanded, "Well, what are you waiting for?"

The head bandit looked down at him in scorn.

"Coupons," he replied with a sneer.

Retailer Holds Important Post in New Cabinet

The Appointment of a Merchant in the Person of Hon. J. A. Robb in the Cabinet of the New Parliment of Canada is Generally Looked Upon With Approval by Retailers Throughout the Dominion—Hon. W. S. Fielding Again Finance Minister

Hon. J. A. Robb,

Minister of Trade and Commerce.

Retail merchants through E. M. Tromern, the Dominion secretary of the Retail Merchants' Association of Canada, have expressed satisfaction at the appointment of the Hon. J. A. Robb, as Minister of Trade and Commerce, and likewise of the appointment of the Hon. Jacques Bureau as Minister of Customs and Excise. The Dominion Executive of the retailers asked for the appointment of a business man to the position of the Minister of Trade and Commerce. Hon. Mr. Robb is a merchant in his own riding, that of Chateauguay—Huntingdon, Que., following the business of flour and feed merchant in the town of Valleyfield, Que. He was first elected to the house of Commons in 1908, and was also elected in 1911, 1917 and 1921. He was chosen Chief Opposition Whip at the first session of the last parliament. He was Mayor of Valleyfield from 1906 until 1910.

Hon. W. S. Fielding

Minister of Finance.

The New Finance Minister also occupied this post in the Laurier administration. His parliamentary career both in the provincial parliament of Nova Scotia, and also in the Dominion Government has been a long and eventful one. Hon. Mr. Fielding introduced the preference tariff to the House of Commons at the session of 1897, and moved resolutions during the session of 1898, amending it so as to make it an Imperial British preference.

He was one of the Canadian delegates to the Colonial conference in London in June and July 1902, and was one of the plenipotentiaries of His Majesty for the negotiation of the Franco-Canadian Commercial treaty in 1907.

The veteran minister conducted tariff negotiations with the United States government in 1910, and was one of the commissioners on the proposed reciprocity arrangement in 1911. He was at different times Managing Editor of the Halifax Chronicle and the Montreal Daily Telegraph.

Hon. H. S. Beland.

Minister of Soldiers' Re-establishment and Minister in Charge of Public Health

Dr. Beland was appointed to the positions of Postmaster-General, August, 1911, resigning with the Laurier Government October 6, 1911.

Hon. Dr. Beland first entered Quebec Provincial politics in 1897, when he was elected to the Legislative Assembly. He was again elected in 1900, entering the Federal field in 1902, when he was returned to the House of Commons in a by-election in Beauce constituency, following the appointment of Hon. Joseph Godbout to the Senate. He has been re-elected at each general elction sinc that time.

Dr. Beland was in Belgium on the outbreak of the great war, and served as a doctor in the Belgian army until captured by the Germans. Subsequently he was released and returned to Canada. The member for Beauce was born at Louiseville, Que., October 11, 1869, and was educated at Three Rivers College and Laval University. He was Mayor of St. Joseph, Quebec, in 1910.

Quebec Butchers Join Ranks of the R. M. A.

Quebec—Following a detailed account of the work of the Retail Merchants' Association of Canada by J. A. Landriault recently, given to the butchers of Quebec who held the meetings, the latter joined the ranks of the association. Joseph Cauchon presided. Besides Mr. Landriault the delegation from the R. M. A. of Canada to the meeting comprised Joseph Savard, J. A. Giguere, and Jules Gauvin.

Mr. Landriault who lives in Ottawa, is in the city and district organizing the retail merchants of Quebec. He intends to call a general meeting of the association sometime in January. This will be attended by prominent members from Montreal.

GENERAL MANAGER IS GIVEN A BANQUET

District General Manager A. A. Haisman, of the Swift Canadian Co., who has been away from his office through illness, during the last two months, was tendered a dinner at the King Edward Hotel, Toronto, on the occasion of his return to business. His co-workers to the number of forty-two, joined in the reception.

Showing the attractive interior of the store of C. R. Parker in Sault Ste. Marie, Ont., where interior displays are a big selling factor in increasing turnover.

A Large Volume With a Small Staff

C. R. Parker, at Sault Ste. Marie, Ont., Has an Annual Turnover of Over Two Hundred Thousand Dollars And Employs Only One Clerk And a Bookkeeper in Addition to Himself—Display is of Paramount Importance

By Special Correspondent Canadian Grocer

SAULT STE. MARIE.—With one clerk and himself, C. R. Parker of this city has an annual turnover in his grocery business of over two hundred thousand dollars. His office staff consists of one bookkeeper, and his delivery staff of two men with trucks. One would almost have to see the store arrangement of Mr. Parker at 344 Queen street east to realize how he has gotten away with such a volume of business with such limited help. Mr. Parker himself states that he doubts if there is a retail grocer in the Dominion coming anywhere near his record.

An Electrica'ly Heated Store

There are two features of the Parker store, one, the display feature, more or less developed by all good salesmen, and the second, possibly the only one of its kind in Canada, but which Mr. Parker states has contributed in large measure to the success of his interior economy. That is an electrically heated store.

"I find," stated Mr. Parker, "that heating by electricity gives me almost a dust-proof store, and the resultant cleanliness helps to make the display more striking. It gives a uniform temperature, which is especially important in the storage cellars. Once I put away a stock of fruits and vegetables in the fall, and I usually put in about 15 carloads, they need not be touched, turned, or sorted over during the winter. They are as good in April as they were when first put away. There is no destroying overheat from a furnace, and the attendance of a cellar man is dispensed with. The saving in this regard makes up for the increased cost of electric heating, while it is hard to figure the saving in the storage as a result of an even temperature being maintained."

Disp'ay is Very Important

The display features of the Parker store are the result of long study, and are combined with economical arrangements for the handling of goods to the customer. On either side of the store, there are 100 feet of shelving, right up to the ceiling. In front of the shelves, from front to rear are counter showcases, with glass tops, while under are 72 bins. In the bins, everything is kept, from washing soda to the finest of ground coffee. Mr. Parker makes it a point to keep the shelves stocked all the time, and whether it be fruits, pickles, or canned goods, the containers are three and four deep on each shelf. The fanciest stocks are placed well in front, and a neat panel containing all the extracts, breaks the line of glassware from the tinned goods. On either side for the full 100 feet, there is a solid bank of attractive and uniformly placed stock on the shelves.

In the rear, from which all the delivery emanates, the shelves contain, in proper places, everything there is in the front. Time and labor are thus saved in filling orders for delivery. The floor space is economically utilized. At intervals, special lines of the most seasonable stuff, possibly foreign fruits, are built up into attractive pyramids. A customer cannot emerge from either door, without being met with a very strikingly arranged pyramid of choice delectables.

Uses Three Windows

On a frontage of 27½ feet, Mr. Parker has three window displays. The stock is

(Continued on Page 27)

"Fall Short Of Public Demand"

"The One Line Store, the Specialized Grocery, Is Best Able to Give the Service if the Merchant Is a Trained Man," Says T. F. McDowell, One of the Oldest Grocers in Vancouver — Mr. McDowell Makes Some Comment on Present Conditions in the Trade, Its Faults and Its Needs

By Staff Correspondent Canadian Grocer

VANCOUVER, B. C., Jan. 3.—T. F. McDowell is one of the oldest grocers in Vancouver. He was instrumental in organizing the first grocers' association in the City, and has the proud record of having attended and taken a part in every convention of retailers in British Columbia since conventions were first held. Mr. McDowell has weathered previous times of depression, has seen the city grow up around his store, and has made his business grow with it. He had, ten years ago, the kind of store that is considered absolutely up-to-date today, and as fast as any new good thing is devised to help grocery merchandising, Mr. McDowell will most likely be among the first to instal it.

There are probably many clerks and proprietors who will be interested in Mr. McDowell's views of merchandising. For those who are in the grocery business, and taking it seriously, especially the younger grocer, Mr. McDowell presented a few merchandising truths to a Canadian Grocer representative recently.

T. F. McDOWELL

Vancouver, B. C., for many years in the grocery business in that city.

Word "Service" is Overworked

"If there is one word that is used most frequently and practised least it is that overworked word called 'Service,' said this merchant. "Who is to blame for the abuse of this word? We see on the doors and windows of numerous concerns the words 'Quality and Service' and the advertising pages of our papers fairly bristle with a repetition of the slogan. The use of the word Service implies that the merchant has a greater interest in his customer than the margin between what he pays and what he charges. The old school of apprenticeship, with a term in most cases of seven years taught us service. The very meaning of the word apprenticeship is—the service or condition of an apprentice. Assuming that service is one of the important things that a merchant must be prepared to give to the community in exchange for profit, let me ask you a question—can you take blood out of a stone?

"Can the public receive service from a man who steps off a farm, or out of some other line of work. I say that an untrained man cannot give service, and the public must be served.

Are Not Students of Trade

"The Doctor must pass the strictest examinations before he can serve the public. The locomotive engineer must serve his time and pass his examinations before he can serve the public. Even the plumber must have his work passed upon by competent officials before the public can be served by his installations. Other examples could be named by the score. Yet—when it comes to 'shops' and 'retailing' we have such a conglomerate mass of untrained individuals trying a chance at it, hit or miss, that the situation is fast becoming intolerable. The public must be served. As a trade are we measuring up? If we do not we cannot continue to collect the profit that goes for service rendered.

"There are far too few real merchants —real students of their business and the public's requirements. Our towns and villages are overcrowded with those who fall short of what the public demands in the way of service. The result is becoming more serious every week.

Business Becoming Centralized

"What is the result? Simply that the business is being drawn to central points where it is under one trained control. A system of a few large stores managed by men who know their business. These stores give a service: yes—but a service backed up by a system. They throw out a wide influence and teach the public that the big stores know best what service the public wants, and they know best how to supply it.

"Personally, I feel that the one line store, the specialized grocer, butcher, clothier, dry goodsman, etc., are able to give the best service if they are trained men, but all that is needed to throw all the business into the large departmental stores, where each department is presided over by an expert in that line, is for the present system of indiscriminate entry to any retail business, to be continued. The grocery business is probably in the worst way of any. So many foods are improperly handled, carelessly selected, and mistakenly priced. The public is not served.

Must Know His Costs

"To serve the public as a bricklayer, that man must receive enough wages to maintain his strength at least, else he cannot continue to serve. To serve the public as a retailer, the merchant must recover the cost of his merchandise and the cost of rendering the service otherwise he cannot continue in business to serve further. He must therefor know what his cost of service amounts to, and when he is getting it, and when he is not. A school of Commerce is the most desirable institution to train a merchant, but failing that, there are many text books to help the student in his study of the economics of his trade, besides the modern business paper such as the one in your hand."

Public Will Want Service

"Speaking of the service grocer in these troublous times," Mr. McDowell says: "We have of late been passing through a period of abnormal conditions. Our customers are at a loss to understand why the service cannot sell at the same price as the non-service grocer. We ask ourselves, 'How long will this condition exist?' The answer is, 'Just as long as the public demand it.' It is my conviction that when the prices of most groceries have become more stable, when speculative stocks are entirely off the market, and they are pretty well cleaned up now, the public will again demand service. Be prepared to give trained service.

"The novelty of carrying home all the purchases has worn off the most desirable trade now. Retailers who have maintained their business on a quality service basis will again enjoy the patronage. In the meantime lose no opportunity to show that what you have to sell is service as well as merchandise. The merchant who is standing four-square for the kind of evolution in distribution is apt now to waver.

"He sees his goods displayed, his service equipment maintained, and his sales slow. Now is the time he needs a good mental balance. He is tempted to emulate his competitor who has, in tune

Showing the attractive interior of T. F. McDowell's store in Vancouver, B. C. Mr. McDowell's business has grown with the city and he has been alive to all ideas that have meant progress in merchandising.

with a temporary whim of the public, cut out all his service and is selling on price only. Don't do it.

"In my twenty years experience in British Columbia I know that the people in the Canadian West want service and are willing to pay for it, when conditions warrant spending. Learn to serve the people well and be assured that the public must be served and he who serves the public well will be repaid in proportion."

A LARGE VOLUME WITH A SMALL STAFF

(Continued from page 25)

changed in each, once per week, the centre window being held for fancy goods, and fruits. With the three window arrangement, the owner states that window dressing is comparatively easy, as compared with one large window, with which he associates endless turmoil and work. The arrangement of two doors also works out well in busy periods.

The appearance of the interior of the store is still further improved, front and rear, by scenic effects. Over the three windows, in the alcove formed, there are painted nature pictures, forest and stream effect, while the same effects have been worked out around the raised office in the rear. These are regarded by Mr. Parker as small matters in themselves, but fitting in tremendously with the general layout and color of his interior.

Mr. Parker has found one specialty to have helped him greatly to develop business. In his earlier 'prentice days, he made a study of tea and coffee blending, and his knowledge in this connection has proved a valuable asset in business in these lines. He declares that it pays to have such a hobby in the grocery business, as he has received orders from many outside points for his coffee.

"There are few stores which cannot be laid out similarly to this," declared Mr. Parker as he surveyed his interior. "It is true I have secured good equipment, meat slicers and grinders, and heating apparatus, but the return has meant a wonderful economy in the conduct of the business."

Incidentally, Mr. Parker's one bookkeeper happens to be Mrs. Parker, who before her marriage, had an excellent training and experience in the grocery business. It has been team work with Mr. and Mrs. Parker, and their store shows their success.

What is the matter with sugar? The weakness in the raw market resulted in the last day of the o'd year showing a reduction in the price of Canadian refined What is in store during 1922? The sugar situation will be discussed in the Price Number, which, by the way, is next week's issue.

Stylish Separation

Mrs. Styles—"I see by this paper that a woman in a Western town has hit upon a novel plan of obtaining a separation from her husband without going to the expense of court proceedings."

Mr. Styles—"That's interesting. What has she done?"

Mrs. Styles—"Why, she sent her husband out to match a piece of dress-goods and told him not to return until he had matched it. He's still out."

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada

Published Every Friday by

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MONTREAL TORONTO WINNIPEG VANCOUVER

Vol. XXXVI. JANUARY 6, 1922. No. 1.

Still Going Strong

WITH THIS issue of Canadian Grocer commences the thirty-sixth year of its publication. It is the first paper started by Colonel John Bayne Maclean in 1886. To-day the list of publications includes sixteen altogether.

During all these years, there are still subscribers who have been constant readers for the entire thirty-five years. Many others have been readers for thirty, twenty-five and twenty years. The experience these merchants have had is undoubtedly invaluable and the stories they could tell of the development of the grocery business would indeed be interesting to present day readers. Canadian Grocer would be glad to hear from all old subscribers and new ones too.

Keeping Record of Customers

ON ANOTHER page in this issue of Canadian Grocer will be found a story of the experience of two merchants who have well defined plans to keep them in close touch with the buying of their customers. One has a map of his town, with the houses all numbered. These he has classified, marking with colored pins his steady customers, his occasional ones, and the customers whose trade for some reason or other is going elsewhere. The other merchant makes the same classification but uses a card index.

These retailers have found such systems to work admirably in the promotion and general welfare of their business. Schemes of this kind act as an incentive for a merchant and his staff to do their level best at all times. The retailer and his clerks will see to it that his merchandise is right, of the proper quality, and his service of the best that can be given. Any merchant should find such plans valuable aids in his business, assisting him to look after his customers better than in any other way. It will always be his idea to have as few customers whose trade is falling as possible, and it should be his endeavor to make the occasional customer a steady one. It should, in fact, be his aim to have only blank cards in the section for the patron whose trade is showing a decrease.

Service The Selling Talk

THE CHAIN stores, mail order or catalogue houses, all make a feature of price in promoting sales. Price is their strongest selling talk, and in this respect it has not the advantages of the regular legitimate retail merchant. Service and quality are the powerful levers of the man who is still carrying on his grocery business in the old way of extending credit and giving delivery. While not so much in the past few months as previously, because of declining markets, the mail order houses have constituted a more or less serious problem to the retailer in the small town. In a somewhat lessened degree the independent merchants in the cities have been confronted with the price competition of chain stores.

The independent stores, providing the service to the public that they do, have, at times, found it difficult to compete with the "chains" in the matter of price. But price should not be the main selling talk with the legitimate stores. Service, quality, and personal interest in the customer, are sales stimulants that have their advantage over a slight price consideration. The retailer will do well to consider this point in his selling talks, and make the unexcelled service and accommodation he is giving his trade, the feature of his store, thereby possessing advantages that are not with the "chains" nor the mail order houses.

Getting More Honest

AT A MEETING of the Public Service Commission in Toronto the other day, the statement was made that very few people who purchased goods on credit proved dishonest. People are becoming more honest, one of the commissioners was heard to remark. The experience of a number of merchants who carry on an extensive credit trade declares that the amount of loss from uncollected accounts is a minimum. They have no hesitation in stating that the credit way of doing business when judicially handled does not mean loss. Credit is often a service extended to customers whose trade is almost as good as cash. They pay weekly, fortnightly or sometimes monthly, but their reputations in the community must be such that there can be no risk in allowing them this time in which to meet their obligations.

It is just as well for the grocer at all times, of course, to consider well to whom he gives credit, and at the beginning of another year he must weigh advisedly just whom he is going to permit to do business in his store in this way. He has for his guidance, his experience of the past year, and it will be his best informant as to just how far he can go in this regard. Be sure of the integrity and honesty of the people to whom credit is given. It is never well to allow the account to grow to a large amount. See to it, that payments are arranged periodically, and always have your collections in a healthy condition.

What Salary Should This Grocer Take?

Merchant Doing a Business in The Past Year Approximating $75,000 Asks What Salary Should He Take Out of The Business For Himself—The Wage Burden Now on This Business is 7.38 Per Cent., Without Any Salary For The Proprietor.

By HENRY JOHNSON, Jr.

THE STORY that runs through this letter might be entitled: "After Fifty Years." Surely the title would fit it, for it runs back to 1870 or '71. Does it show that some grocers are awakening to some of the real facts of business? I hope so.

December 14, 1921.

Dear Mr. Johnson.—I have been associated with my brother in the grocery business for ffty years. During most of that time I have had charge of the business end, that is, the buying, bookkeeping, collections, settlements, etc., while he devoted his time mainly to selling. After this long and harmonious association, my brother has passed to his reward, and I am left in full charge of the business. During 1919 and 1920 we did a business of $135,000 a year, but because of price depreciation and greatly decreased buying power among our customers, I do not expect our sales for 1921 to exceed $75,000. To do this business I am now paying $4,500 per year in wages, and $20 per week for delivery, not counting salary for myself. My question is: What amount would I be justified to charge for my services? I might say the business is fairly prosperous, but it keeps me constantly on the job to keep it so. If you deem this worthy of an answer in the Canadian Grocer, I will be pleased to have your best judgment on the matter.

Yours very truly,

With present wage-expenditure of $4,500, plus $1,040 for delivery, or total of $5,540, the wages burden on $75,000 is 7.38 per cent. plus. The addition of $2,000 a year for the venerable proprietor will bring it up above 10 per cent on sales. That is rather high, though not beyond reason. It is justified for two or three good reasons. First, it is there already, anyway, since the boss has lived out of the business whether he has taken salary or not, and probably he has required nearly $2,000 to live. Second, the business is now reduced to $75,000, and is passing through the needful readjustment, so the present is an abnormal time.

To get the right angle on this, note that if the business were now running at the rate of $135,000, the total wages, adding $2,000 for the boss, would equal only 5.63 per cent on sales. That would be very moderate indeed. So I feel that the boss should draw down between $166.66 and $175 each month for himself.

Let us try to get the right slant on this matter of readjustment values. Everywhere I find men seeking eagerly for the answer to the question: "When is business coming back?" Examination shows that they expect to have prices come back, too. I have not wanted to try to encourage the idea such questioning connotes. For I feel, first, that nobody knows how soon complete recovery is due; second, that a return to high prices is not at all desirable.

The high prices of 1919-1920 were not normal. The easy selling of 1919-20 was in no way good for us. It was a spree and sprees are proverbially bad for everybody. Such conditions made us soft, lazy, unenterprising. They made us impatient of old fashioned work and endeavor. We shall be the better for a return to the really normal condition of eating bread in the sweat of our faces.

Let us learn from history, which shows that after every war we have had a spree of high prices, followed by a long time of recovery. As Puck used to say: "One trouble about having a run for your money is that it is such a long walk back." From 1814 to about 1844 was a time of almost steadily lowering values, following the disturbance of war. From 1869 to about 1898 was another similar period, following war. Why not from 1920 to 1950? Considering that this last war has involved all humanity on a scale never approached before, thirty years for recovery seems short enough to look into the future.

But The World Will Do Business

But because there is before us a long time of declining values, let us not think it will be necessarily an unprofitable time. Men made money—lots of it—between 1814 and 1844, and between 1869 and 1898. They will make it between 1920 and 1950. And they will make it by becoming better merchants—Oh, vastly better!—than they were in 1919, believe me.

Now, therefore, my friend's expenditure for wages need not continue at the rate of $5,500 a year if his business remains at or around $75,000. No; he can readjust that expense, too. Money buys more, is worth more, less of it is required for given needs. Hence, salaries are readjusted with other commodities.

This being a time of readjustment and we having before us the prospect of fitting ourselves into new conditions, it is entirely probable that your business will regain its former volume. Then your wages expense will be reduced by the increased volume. Then you will be entitled to draw not $2,000, but more like $3,000 for your own salary.

That others are puzzled to know how to meet altered conditions can be seen from this letter:

> "I have been in business here nine years, and have done a credit and delivery business, but am thinking about changing into a cash and delivery about the first of the year. What would you advise? I live in a town of about 1,000, a strictly farming town, but collections are rotten and business is not as good as it could be. I have three competitors, one of them on a thirty day credit and ten days' grace, or account is dropped. The other two are the same as I. Could you tell me anything that would help me to decide? Ask me some questions. I don't know what to tell you, but could answer to beat the band. I am just now not exactly satisfied the way my business is going but don't know what is the best move to make. Would certainly appreciate any advice. I have asked several merchants who have changed over and where the towns and conditions are the same; and they all say it is tough for a while or at first, and takes a good deal of backbone, but not one said he would go back, so there is that much in favor of a change."

Backbone Needed Everywhere.

Every move requires backbone—to change or remain unchanged. It gets back to the man every time. That is why it is hard to advise in a case like this. All over there are men who have changed to cash and made a go of it. But there are plenty of others who have stayed right as they were and made an equal success.

Business nowhere is "as good as it could be." Maybe it never is exactly that. But plenty of men are making money now. My own conviction is that changes of a radical character should be gone about very carefully. A good way is to ascertain just what proportion of your business is done on credit now. Then analyze the kind of people who owe you. If the proportion of your business that is credit is large and if the credit customers are good, substantial people, you should go very slow indeed in making a change.

Investigate first what it will mean to you in immediate loss of trade to change. Look into the actual losses you sustain through giving credit. Recall that the past three years have been easy years—up to last year, that is, that you have get soft thereby. Look into all factors to see whether you want to put your "backbone" against the trying time of transition. Then you can decide intelligently.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Quebec

A. C. Cavanagh, the grocery buyer and store manager of Goodwin's Ltd., Grocery Department returned last week on the S. S. Melita from Liverpool. Mr. Cavanagh was in England, Ireland and France on a buying trip for his department. He reports that Europe is looking for lower prices in grocery lines early in the new year and all buying is done with that in view.

Napoleon Masson, retail grocer of St. Jerome, Quebec, was in Montreal early this week on business.

G. G. Shortt, advertising manager of Acadia Sugar Refining Co. Limited, Montreal, spent the Christmas and New Year holidays at his home in Halifax, Nova Scotia.

P. P. Peterson, manager of Peterson Fruit Co., Montreal was out of the city over the New Year's Holiday.

Ontario

London grocers figured prominently in the big Masonic gathering on Wednesday evening when officers for the coming year were installed, including, Ald. John T. May as I. P. M. of Kilwinning lodge, Edwin Smith, I. P. M. of St Johns 209a, and T. A. Rowat, treasurer, Paul Doig as Junior Deacon of St. Johns No. 20, and Harry Langford as Junior warden of Acacia Lodge No. 580.

The Commercial Travelers' Association of Canada held their second annual banquet at the King Edward Hotel, Toronto, the other evening, when there were over six hundred members present. Among the notable speakers on this occasion were His Honor, the Lieutenant-Governor of Ontario, S. R. Parsons, who has recently returned from the League of Nations' Conference at Geneva; Sir James Woods, Toronto; Rev. Dr. McNeill, Rev. Dr. Cody, Toronto, Chancellor McCrimmon, Toronto, and P. C. Larkin, Toronto.

John Drown has opened a new grocery store in Stratford, Ont.

Damage to the extent of $65,000 was done to the general store of T. A. Lyttle, in the village of Timiskaming in Northern Ontario. Two other stores were also burned. The origin of the fire is unknown.

The assets of the Eastern Ontario Milk Products Company, Limited, Gananoque, Ont., were sold by auction on Thursday, Jan. 5.

A Toronto woman discovered 15 specks of gold in the gizzard of her Christmas goose. The origin of the goose is now being traced.

W. George Gauley, general merchant at Vars, Ontario, passed away very suddenly at his home in Vars last week. He was ill only a few hours, his death being due to an attack of apoplexy.

Business Changes

F. W. King has commenced business at 180 Dundas St. West, Toronto.

Mrs. N. McKenna has opened a grocery store at 1591 Dundas St. West, Toronto.

W. Prentice is manager of the new Dominion Store at Princess and Barrie Streets, Kingston, Ont.

A Morris has recommenced business at 249 Ossington Ave, Toronto, Ont.

Jowitt & Read have opened a store with a stock at 299 Ossington Ave., Toronto.

Wm. Seymour, formerly with Arnold Bros., has opened a store at 345 St. Johns Rd., Toronto.

The Dominion Stores have opened a branch at 509 James Street North Hamilton. T. M. Bertrand is manager.

Geo. R. Thompson has commenced business at Weston Rd. & Dennis Avenue, Toronto.

W. McIlmurray has opened a grocery store at 1128 Dundas Street, W., Toronto.

FREIGHT REDUCTION IS VERY SLIGHT

The freight rate problem is undoubtedly a very important one for the manufacturer, wholesaler and retailer as far as costs are concerned to-day.

There was a 10 per cent. reduction on December 1, but as this was only 10 per cent. reduction from the last increase in December, 1920, manufacturers point out that it means very little difference. On a hundred pounds of anything it would scarcely be noticeable; even on carload quantities it is slight.

For instance, a manufacturer in Newmarket, Ont., who makes wooden pails points out to Canadian Grocer that whereas prior to the war the freight rate on a carload of candy or molasses pails from Newmarket to Toronto was $12.00, it gradually increased to $24.00. Since the reduction on December 1, the rate is $23.00, which means a reduction of only $1.00 on the car.

NEW PRESIDENT IS ELECTED FOR THE E. W. GILLETT CO.

Toronto, Jan. 3.—At the last annual meeting of stockholders of E. W. Gillett Co., Ltd., held in the offices of the company, Fraser avenue and Liberty street, Feb. 10, 1921, President Dobie tendered his resignation to become effective at the end of 1921. At a special meeting of the board of directors held in the company's offices a few days ago, the resignation was accepted. The present general manager, George H. Macfarlane, was elected president. He has been general manager for a number of years and has been connected with the business for nearly thirty years. At this meeting, Mr. Dobie was made honorary president.

GROCER IS HELD UP AND BOUND WHILE STORE IS ROBBED

Toronto.—On Thursday night of last week, Samuel Himelstein, grocer of 483 Church Street, and his messenger boy, Samuel White, were forced by armed men into the rear of the store, and bound hand and foot. The robbers then opened the cash register and took the contents amounting to about fifty dollars. The grocer was just preparing to close his store for the night.

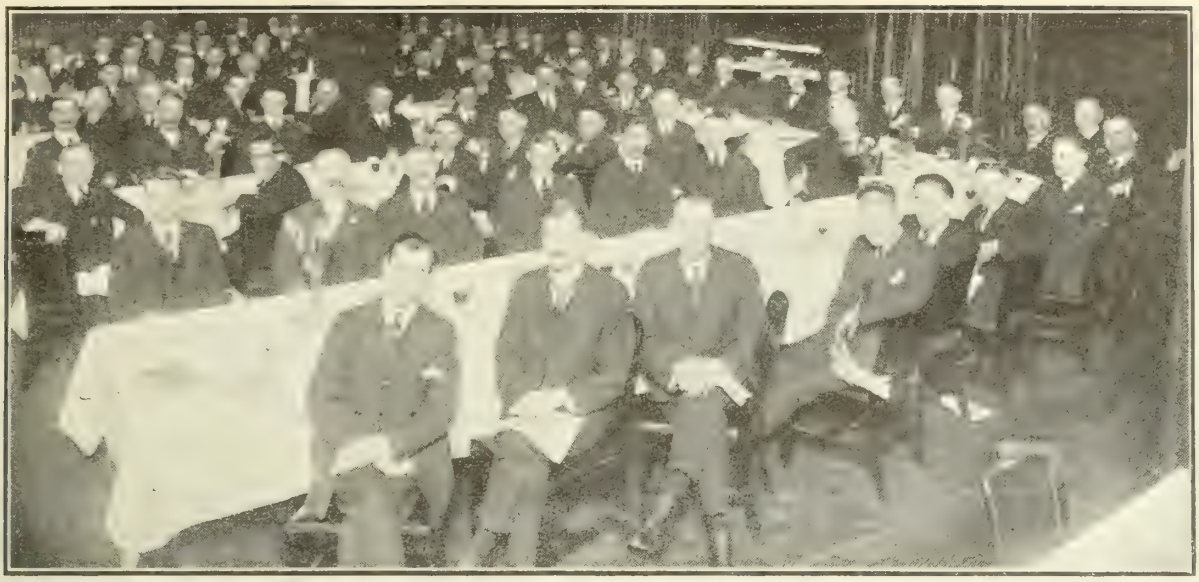
On Monday night of this week, Himelstein and his helper identified two men who were arrested on Delaware avenue, as the men who entered and robbed his store.

The commercial travelers of Kingston held their annual banquet in the Hotel Frontenac the other evening. The special speaker for the occasion was Hon. Duncan Marshall, M.P.P., Alberta Legislature. There were one hundred and fifty present. Mr. Marshall's subject was "Immigration and Agricultural Development."

New Goods

IN A NEW PACKAGE

Brodie and Harvie Co. Ltd., Montreal, are now packing pancake flour in a new twenty ounce cardboard package. The coloring is yellow with red letters. The name of the flour "Brodie's Self-Raising Buckwheat Flour" is unchanged. On the front of the package is a picture of a French chef carrying a plate of steaming pancakes.



Illustrating the gathering of the staff of H. P. Eckardt and Co., wholesale grocers, Toronto, at the annual dinner on Friday evening last.

Employees Of H. P. Eckardt & Co. Are Tendered A Banquet

Toronto, Jan. 4—(Special)—On Friday evening last as a happy conclusion to the business year, H. P. Eckardt & Co., tendered the men of their staff, a banquet at the Ontario Club. This annual gathering is one that takes place every year during the Christmas holiday. There were ninety in attendance, and altogether a very enjoyable evening was spent. Jules Brazil led in the merriment, contributing several songs and skits himself. Other vocalists who were heard in pleasing solos were Ernest A. Morgan and Arthur Craig, adding much to the pleasure of the evening.

Impromptu speeches and songs were the order of the evening, a large number of the organization being called upon to do something in the way of song or speech. Criticism of a good natured kind, was offered in the speeches of the managers of the various departments, one criticising the other in the friendliest of spirits. The singing of Auld Lang Syne and cheers for Mr. Eckhardt closed the happy occasion.

The ladies of the organization were entertained to a theatre party the same evening.

All grocers are fairly familiar with the depressed condition in the tea markets a year ago. At that time stocks were the largest in the history of the tea industry. To-day the situation is entirely reversed. Stocks are nearly two million pounds short. These points and others together with the prospects for tea prices in 1922 wi'l be discussed in next week's issue.

Flour and Grain Section Holds Annual Meeting

Toronto, Dec. 30.—The annual meeting of the Flour, Grain, Malt and Hop Section of the Toronto Board of Trade, was held the other day, when the Chairman, A. E. McCuaig, in his annual address, referred to the activities of the section during the past year, dealing with several questions of particular interest to the trade.

With regard to conditions which have prevailed during the past year, he stated that the year had been one of the most trying which the flour and grain trade had experienced for some time, due to the steady readjustment of values downward to something approaching normal.

The trade had suffered from excessive freight rates, which have had a decided tendency to curtail business, but it is confidently expected that, as a result of the reduction in rates which recently took place and a further reduction which is looked for in the near future, there will be a gradual improvement in business.

The following were elected as officers and committees for 1922: Chairman, A. E. McCuaig; Vice-chairman, D. Plewes; Secretary-Treasurer, F. D. Tolchard.

Executive committee: R. O. Braiden, D. O. Ellis, A. E. Flynn, H. H. Goode, F. W. Hay, S. Hisey, A. O. Hogg, W. C. Omand, M. A. Pollock, C. B. Watts.

Market Committee: D. Plewes, chairman; A. E. Flynn, A. E. McCuaig, M. A. Pollock.

Official caller: F. D. Tolchard.

Membership Committee: The members of the Executive Committee.

Floor committee: D. O. Ellis, T. F. Harcourt, A. O. Hogg, A. E. McCuaig, D. Plewes.

Successfully Closing a Sale In This Way

When a customer is thinking favorably about an article, before objections to purchase have time to creep in, definite steps toward closing the sale should be taken. The customer should be induced to agree that what has been said about the merchandise is true and this approval should be referred to in the closing. The advantage of immediate buying should be clearly shown. Decision should be simplified by confirming the choice of two articles and, if necessary, a summing up of the good points of the merchandise should be made.

If the customer still hesitates it may be well to suggest that a decision has been reached. This can be done by saying: "Will you take it or shall I send it?" "What else can I show you?" or other nice phrases which will show that you think the customer has decided to buy. Any method employed should be tactfully used so as to avoid any semblance of trying to force the purchase.

When a customer buys, for instance, a certain food product it is a certainty that she has in mind the preparation of a meal and the suggestion of some other line to go towards making an appetizing meal will be appreciated. Don't let your interest in her lag, serve her so that she will be glad to come back for future purchases. The impression your customer forms of your store will be largely formed by the attention of its salespeople. Finally, when the goods are delivered at the customer's home, see that they arrive in good order.

WESTERN CANADA NEWS

Western Firm Makes Article On Biscuit Prices Basis of Circular Letter

THE ARTICLE that appeared in Canadian Grocer recently on biscuit costs has been widely read and commented upon in all parts of the country. The Retail Merchants' Association in Winnipeg discussed it at one of their meetings and now that the holiday rush is over will likely go into this matter further.

One of the western Canadian biscuit manufacturers has made the article a basis for a circular letter sent out to salesmen and agencies, going into changes in prices they have made since 1915 and dealing with costs and profit margins.

The letter reads in part as follows:—

"In Canadian Grocer of December 2, is an article in reference to the present day price of biscuits as compared to 1914. The article evidently is the outcome of a merchant asking Canadian Grocer their opinion as to present day prices.

"From inquiries made from eastern manufacturers, Canadian Grocer arrives at the conclusion that a decline of only 10.29 per cent, has been made from the high peak of 1920, all of which perhaps is correct, if their information is correct. July, 1920 to December 1921. Standard Sodas decreased 34 per cent. from July, 1920 to December 1921.

"Please note the following:—

While the decrease from the high point on the above three items is only 27, 20 and 34 per cent. respectively, yet these same items—and this is where percentage can be and often is misleading—are, in the case of package goods only 45 per cent. higher than July, 1915; standard sodas 47 per cent. higher and bulk sweet biscuits 41 per cent. higher. This, as you must know, sounds quite different than were you to take the high peak of standard sodas at 124 per cent., deduct the decline of 34 per cent. and say they were still 90 per cent. higher than 1915.

"More than this, it is no secret that our profit for 1920 was only 1.007 cents per pound of biscuit sold and a decline of one cent. per pound on our 1920 production would have shown us an absolute loss.

"These figures are authentic and reliable. The year 1915 is taken as a basis, as no advances took place till well along in that year. In fact, if you remember, very sharp declines amounting almost to a panic took place the first year following the declaration of war."

	1915	1916	1917	1918	1919	1920	1921.
Soda Biscuits Pkgs., doz.,	0.95	1.20	1.20	1.45	1.50	1.75	1.50
Sweet Packages, doz.,	.95	1.20	1.35	1.50	1.50	1.75	1.50
Family Packages, doz.,	2.25	2.50	2.90	3.40	3.75	4.00	3.00
Standard Bulk Sodas, lb.,	.8½	.11	.13	.16	17½	19	12½
Arrowroot, lb.,	.17	.20	22	.25	.28	.32	.24
Assorted M. M. lb.,	.18	.22	.30	.35	.33	.40	.30
Cream Graham Sandwich, lb.,	.20	.22	.26	not made	.27	.36	.26
Social Tea, lb.,	.18	.20	.24	.28	.28	.34	.25
Cocoanut Bars, lb.,	.17	.19	.22	.25	.27	.32	.22

"Our prices to-day show a different answer and that you may be in a better position to discuss this question, with your trade here are our figures, as shown in the above.

"Bulk goods increased 93 per cent. from July, 1915 to July 1920. Package goods increased 80 per cent. from July, 1915 to July 1920. Standard Sodas increased 27 per cent. from July, 1915 to July 1920.

"Bulk goods decreased 27 per cent. from July, 1920 to December 1921. Package goods decreased 20 per cent. from

Western

T. H. Estabrooks, president of the T. H. Estabrooks Company, Limited, packers of Red Rose tea and coffee spent a few days in Winnipeg at the firm's branch office.

R. M. Gibson of Gibson-Paterson-Brown, Limited, Winnipeg, who has recently returned from a trip to the East has had an operation and we are pleased to state that he is able to resume his duties again.

C. F. Roland, manager of the Coca Cola Company, Winnipeg, is on a business trip to Atlanta.

Winnipeg Manager Of T. H. Estabrooks Co. Passes Away

George L. Palmer, manager of the T. H. Estabrooks Company, Limited, Red Rose tea and coffee, Winnipeg, for fourteen years, passed away on Monday, Dec. 26th. Mr. Palmer had been in failing health for some time, and although the end came very suddenly it was not unexpected. He was a man of sterling integrity and was favorably known to the grocery trade of Western Canada. He was with the Red Rose tea people for over 18 years and before coming to Winnipeg covered the province of New Brunswick in the interests of this firm. The funeral was held on Wednesday, the 28th of December in Elmwood cemetery. He was a member of the Masonic Order also of the Rotary Club. The pallbearers were: Lowell McQuarrie, W. J. Mundell, D. K. Mills, C. R. Harvey, C. C. Harvey and Alexander Jamieson. Mr. Palmer leaves a wife and two small children as well as his father and four brothers. Two brothers are in Palmer, Saskatchewan, while his father and the other two brothers reside in Prince Edward Island. Mr. Palmer was born in Freeland, P. E. I. in 1879.

This Week's Recipe

Club or Potted Cheese: Take one pound of cheese, remove the rind, cut in pieces and put through the meat grinder. To this add two level tablespoons of butter and either put through the grinder again or work together with a wooden spoon. Add one quarter cup cream and mix thoroughly. A little vinegar, mustard, salt and cayenne pepper added makes a well-flavored club cheese. Pack in small jars or shape in blocks and wrap in tin foil or paraffin paper.

Next week's is the annual Price Number...To get an accurate idea of the conditions that are likely to prevail in prices and markets during 1922, this issue should be thoroughly digested.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

MARKETS AT A GLANCE

THERE have been several interesting features in the markets during the week under review. Refined sugar showed two declines; starches, corn syrups and macaroni also show reduction.

In the raw sugar market there was a more active buying movement with prices fairly steady at last week's basis of 1.75c c & f, New York. This steadiness was influenced largely by sales to the United Kingdom of new crop Cuban sugars at 1.70c to 1.80c f.o.b., Cuba. There is also said to be buying on the same basis to the Far East, notably Japan. However, at the moment no estimate of the quantity disposed of in Europe and Oriental markets has yet been heard, but the purchases are believed to have been on an extensive scale.

Canadian refined sugar showed two reductions during the week making a total decline of 60c per cwt. and bringing the Montreal basis to $6.90 per cwt. for standard granulated sugar.

In keeping with the replacement costs of raw material and the lower cost of manufacturing, starches and corn syrups show substantial declines.

Teas and coffees continue to show an upward movement at primary sources but there is little change in the spot situation. Canned goods, rices, cereals and package cereals generally continue to show a firmness. Spot supplies of spices are very low which together with a strong primary market has resulted in the spot situation being considerably firmer, notably on peppers, cassia and ginger.

Some manufacturers have announced their quotations on vinegar for the coming season which indicate a shade easier price.

QUEBEC MARKETS

MONTREAL, Jan. 4.—The grocery market is quiet after the holiday season but much attention is attracted to the two declines that came in sugar. The molasses market is weak at the present basis and corn syrups have declined in price. Starches are also reduced. Canned goods hold firm and are expected to remain so. The cereal market is steady and quiet for the time being. The rice market is steady and it is interesting to watch what the next turn in the market will be. If Indian rice comes on the market it will likely be weak but if it does not it will without doubt go much higher. The coffee market is steady. The fruit and vegetable market is quiet after a good movement and in some cases the supply of oranges and grapefruit is cleaned out entirely. Higher prices are expected in some vegetables but potatoes remain easy. Prunes and raisins are expected to go higher. The nut market rules easier but some higher prices are quoted on the better grades of peanuts.

CANNED GOODS STEADY

Montreal.

CANNED GOODS—The market for canned goods is steady both in prices and in buying. No changes are looked for and wholesalers express determination to avoid any recurrence of the unprofitable price cutting that occurred last year. The canned goods market may be expected to stand fairly steady for some time.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	4 25	
Asparagus, imported (2½s)	6 00	
Beans, golden wax	2 00	2 05
Do., Refugee	2 10	2 15
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.		1 50
Succotash, 2 lb., doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 55	1 60
Do., 2s		1 45
Do., 2½s.	1 80	1 85
Do., gallons		6 25
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.		5 00
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s		3 25
Do. Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80

CANNED FRUITS

Apricots, 2½-lb. tins		4 50
Apples, 2½s, doz.	1 60	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals. doz.		18 50
Cherries, red, pitted, heavy syrup, doz., 1		3 20
Do., 2½		3 50
Do., 2	2 75	3 10
Gooseberries, 2s, heavy syrup, doz.		2 75
California Peaches—		
1s		2 90
2s		3 25
2½s		4 40
Peaches, heavy syrup—		
2-lb.		2 40
Pears, 1s, Keiffer		2 30
Do., 2-lb.	2 45	3 10
Greengage Plums, heavy syrup	2 65	2 75
Lombard plums, heavy syrup, 2-lb.		2 40
JAMS—		
Strawberry, 16-oz.		3 75
Raspberry, 16-oz.		3 75
Black currant, 16-oz.		3 80
Orange marmalade		4 65

CEREALS UNCHANGED

Montreal.

CEREALS—The cereal market is quiet and prices are fully maintained. Buying has been limited due to the holiday season, but the whole situation shows a firm tone.

CEREALS—		
Rolled oats, bag	3 15	3 25
Oatmeal		3 75
Pearl Hominy		3 25
Corn meal	2 75	2 80
Graham Flour, 98 lbs.		7.65
New Buckwheat Flour		6 75
Pot Barley		4 00
Pearl Barley		4 90
Beans, Ont.		3.50
Do., Can.		3 30
Lima beans		0 06
White beans		0 06
Green peas, dried	0 03	0 05¾
Split peas		0 07½

RAISINS LIKELY HIGHER

Montreal.

DRIED FRUITS—The dried fruit market in general is firm after a good trade during the past few weeks. California raisins are expected to advance slightly on account of carrying charges. As for Turkish raisins any difference in price can be traced to exchange rates between Turkey and London which fluctuate. Prunes are strengthening up to an advance and may be expected to be quoted higher almost any time. The balancing up of Canadian funds in New York tends to ease off some prices in fruits imported from United States to some extent but is so small as to be unnoticeable. The difference however will be felt in that where heretofore a strong market has been stimulated to an advance in Canada by the increasing exchange rates, the present decline will tend to balance up the difference and make the market more steady.

DRIED FRUITS—		
Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)		0 16
Peaches (fancy)		0 28
Do., (choice)		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon		0 28
Orange		0 28
Citron		0 44
Raisins (seeded)—		
Valencias	0 20	0 21
Sultana, unbleached		0 20½
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown		0 21
Fancy Seeded (bulk)	0 18	0 19
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.		0 24
Do., 16 oz.		0 26
California Seedless, in bulk		0 23
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, Excelsior (36 10s), pkg.		5 00
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 75
Loose	0 10	0 12
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼'s, lb., 7 crown		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, 5 crown, 10 pounds	0 24	0 26
Do., 12 ounce packages		0 25
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), mats.		0 09
Do., Turkish, 3 crown, lb.		0 22
Do., 5 crown, lb.		0 28
Do., 7 crown lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 32
30-40s		0 18½
40-50s		0 16½
50-60s		0 14
60-70s		0 12½
70-80s		0 11½
80-90s		0 11
90-100s		0 10

SIXTY CENTS OFF SUGAR

Montreal

SUGAR—The sugar market has taken two drops during the past week making a total decline of 60c. per cwt. on granulated and brings the price down to $6.90 wholesale. The sugar market has been weak with prices of raw down to a record low level. Even at the present basis the market shows weakness and some retail grocers of the city are selling sugar at 7c. per lb. Just where this sugar is coming from has not yet been ascertained, and it is doubtful whether American sugar is coming across the border or not. By figures it seems improbable that anyone would import granulated at the present level but still someone is finding it profitable, either as an advertising scheme or by buying it cheaper than the market price on Canadian refined. If the present basis of raws is maintained it is not improbable that lower prices on granulated sugar will be quoted in Canada.

SUGAR—	
Granulated sugar, per cwt.	6 90
Do., barrels	6 95
Granulated, gunnies, 20-5	7 30
Do., cases, 20 5-lb. cartons	7 50
Do., gunnies, 10-10	7 40
Do., cases, 50 2-lb. cartons	7 65
Yellow, light, per cwt.	6 50

CORN SYRUPS LOWER

Montreal.

MOLASSES—There is no change in the molasses market this week but a weak tone is evident. Corn syrups have been reduced and the 2-lb. tins packed 24 to the case are selling at $3.75 per case. The white syrup is now quoted at a differential of 50 cents over the yellow corn syrup, making the price for the 2-lb. tin $4.25 per case. The price per barrel of the yellow syrup remains at 5½ cents.

MOLASSES—	
Puncheons, Island of Montreal	0 73
Barrels	0 76
Half barrels	0 78
Puncheons, outside of Montreal	0 70
Fancy molasses in tins (ginger bread)	
No. 2, 2 doz. per case	4 20
No. 3, 2 doz.	4 50
5-lb. tins	8 95
10-lb. tins, per case	8 60
CORN SYRUPS—	
Barrels, about 700 lbs.	0 05½
Half barrels, about 350 lbs.	0 05¾
Quarter barrels, about 175 lbs.	0 06¼
2 gals., 25-lb. pails, each	2 00
3 gals., 38½-lb. pails, each	2 85
5 gal. 5-lb. pails, each	4 50
5-lb. tins, per case	4 20
10-lb. tins, per case	4 00
24 2-lb. tins	3 75
WHITE CORN SYRUP—	
24 2-lb. tins	4 25
12 5-lb. tins	4 70
6 10-lb. tins	4 50

RICE MARKET QUIET

Montreal.

RICE—The rice market has been quiet during the past few weeks but maintains its strength. Buying is limited, but the presence of European buyers in the American market has added to the strength of rice. There are no changes in this market.

RICE—		
Carolina, extra fancy		0 09
Do., fancy)		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Rangoon, B. per cwt.		5 75
Texas rice		0 05½
Tapioca, per lb. (seed)	0 07½	0 08½
Do., (pearl)	0 07½	0 08½
Do., (flake)	0 07½	0 08½
Honduras		0 07
Siam		0 14½

TEA PRICES STEADY

Montreal.

TEA—No change has occurred in the tea market. Prices are steady. Japans are quite firm at their present basis and wholesalers are not looking for any change in the near future.

Ceylon and Indians—		
Pekoes	0 38	0 44
Broken Pekoes	0 40	0 48
Broken orange pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60

Above retail prices range of quotations to the retail trade.

Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

PEANUT PRICES STRONGER

Montreal.

NUTS—The nut market is quiet after the holiday trade. Prices in the shell are easier almost throughout, but the peanut market shows a little reaction with a slight advance in the primary market on the better grades. This has not yet affected local prices. Walnuts are in better supply and some relaxation in quotations is noted. Shelled nuts however maintain fully their prices.

NUTS—		
Almonds, Tarragona, per lb.	0 22	0 24
Do., shelled	0 46	0 48
Valencia shelled almonds	0 48	0 50
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily), per lb.		0 16
Brazils, shelled		0 38
Do., Barcelona		0 15½
Peanuts, Jumbo		0 18
Do., shelled, No. 1 Spanish		0 11½
Do., salted red		0 18
Do., shelled, No. 1 Virginia		0 13½
Peanuts (salted)—		
Fancy wholes, per lb.		0 36
Fancy splits, per lb.		0 31
Pecans, shelled	1 00	1 50
Walnuts Grenoble, in shell		0 33
Walnuts, Marbot	0 26	0 28
Do. new Naples		0 26
Bordeau shelled		0 80
Do., Chilean, bags, per lb.		0 40
Do., Bordeaux shelled		0 90

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

MACARONI REDUCED

Montreal.

PACKAGE GOODS—The feature of the package goods market is the reduction in the price of starches. Laundry starch is now quoted at 7 cents in bulk. Package starches are quoted at 9¼ cents for enamel laundry starch and $3.80 per case for celluloid starch packed 45 to the case. Prepared corn starch is reduced ½ cent per lb. and corn starch in packages is reduced ½c. per lb. Refined potato flour in 1-lb. packages is quoted at 14½c. per lb. These reductions come as the result of a general reduction in the cost of producing these lines. In this the lower exchange rate plays some part, but the main cause is easier prices in primary cost. Catelli's macaroni is reduced. The price in bulk, boxes of 20 lbs. is now $1.85, a reduction of 30c.

PACKAGE GOODS—		
Breakfast food, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 78
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3 doz. case	3 40	3 55
Cornmeal, yellow, 24s		3 75
Rolled oats, 20's		2 85
Rolled oats, 18's		5 00
Aluminum package, 20's		2 00
Oatmeal, fine cut, 20 pkgs		6 10
Puffed Rice		5 50
Puffed Wheat		5 70
Farina, case, 24s		4 40
Hominy, pearl or gran., 2 doz.		2 55
Scotch Health Bran (20 pkgs), case		3 00
Pancake flour, self-raising, doz.		3 50
Wheat Food, 18-1½s		1 50
Porridge wheat 36s, case		3 25
Do., 20s, case		6 40
Self-raising flour (3-lb. pkg.) doz.		6 50
Do., (6 lb. pkg.) doz.		2 25
Do., buckwheat flour, per doz.		4 40
Corn starch (prepared)		1 50
Corn starch, 1 lb. pkgs.		0 09
Potato flour		0 07½
Flour, tapioca	0 15	0 14½
Puffed rice pancake flour		0 16
Shredded Krumbles, 36s		2 90
Shredded wheat		4 35
Cooked Bran, 12s		4 45
Enamel Laundry Starch, 40 pkgs. case		2 25
Celluloid starch, 45 pkgs., case		0 09¼
Malt Breakfast Food (36 pkgs.)		3 80
Quaker Two-Minute Oat Food		9 60
Macaroni, Quaker		1 80
Spaghetti, Quaker		2 25
Kraft Canadian Cheese loaf, lb.		2 25
Kraft Swiss loaf		0 30

SPICES UNCHANGED

Montreal

SPICES—There is no change in the spice market. Buying is light since nearly all the retailers have their supplies on hand. Some changes that occur in primary markets are so slight and so temporary that they do not affect wholesale prices.

SPICES—		
Allspice	0 18	0 20
Cassia, pure	0 25	0 26
Cocoanut, 20 lb. pails, per lb.		0 30
Do., sweetened, lb., packages		0 39
Chicory (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 32
Pure, ground		0 35
Cream of Tartar (French pure)	0 44	0 60
Do., American high test	0 65	0 80
Whole cloves		0 45

Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs whole—		
Do., 64, lb.		0 30
Do., 80, lb.		0 28
Do., 100, lb.		0 25
Do., ground, 1-lb. tins		0 30
Pepper, black		0 24
Do., white		0 32
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00

BIG DEMAND FOR ORANGES

Montreal

FRUIT—There is little change in the fruit market. Oranges are steady in price with a little strength after a brisk holiday season. Retailers' supplies were low and in some cases last minute orders cleaned up the wholesale's supplies. The demand for grapefruit has also shown improvement. Apples are unchanged.

APPLES—

Wealthy, per barrel	5 00	7 00
Hampers, per bushel	1 50	2 00
Baldwins	7 00	8 00
Fameuse	7 00	10 00
Boxes, 175s, 216s	3 25	3 50
Bananas (as to grade) bunch	6 00	7 25
Lemons, 300-360s		3 50
Grape fruit, Porto Rico	3 50	3 75
California navels		7 00
Do., Blood Oranges, half boxes		3 75
Malaga grapes, kegs	9 50	9 00
Tokay grapes, per crate		4 50
Blue and green grapes, per bas.	0 40	0 50

VEGETABLE MARKET FIRMER

Montreal.

VEGETABLES—The vegetable market is quiet with no change in prices. The tendency is stronger in most lines and dealers are looking for a shortage in cabbages, carrots, turnips and some of the smaller vegetables. Potatoes are easy and onions maintain their high prices.

VEGETABLES—

Cabbage, local, per bbl.	2 50	3 00
Carrots, new, per bag	0 75	1 00
Celery, imported, 4-doz. crate		5 50
Horseradish lb.		0 60
Mint		0 60
Mushrooms, lb.		1 00
Oyster plant, per doz.		1 50
Parsnips, bag		1 00
Peppers, green ,doz.		0 50
New potatoes, Mont. (90-lb. bag)	1 40	1 90
Do., sweet, hamper		3 25
Spanish onions, per case		5 75
Turnips, per bag	0 75	1 00
Red onions, per crate	5 50	6 50
Texas Onions, per crate		3 50
Yellow onions, per cwt.		6 00
Cranberries, barrel		25 00

ONTARIO MARKETS

TORONTO, Jan. 4.—Business in wholesale circles has the usual after holiday dullness but all report an active business previous to the holidays and the majority are carrying over a very small stock of Christmas lines. The feature in the markets is the two declines coming during the week in refined sugar. Starches and corn syrups are also lower while biscuits and macaroni show substantial declines. Canned goods and cereals continue to rule steady to firm. Teas hold a strong position and are likely to continue to show an upward movement, since the world supply of practically all grades and varieties is far below normal. There is little change in the spot situation on dried fruits, coffees and spices but primary markets are holding strong at the advanced prices. Flour is steady but there is a shortage on millfeeds under higher prices. Vinegar prices are announced for 1922 and show a reduction of approximately two cents per gallon as compared with last year.

BEAN MARKET QUIET

Toronto.

BEANS.—At the present time the demand for beans is light but with the ending of the holiday trade, the prospects for a greater demand look promising. In the meantime the market is quiet with quotations unchanged. Ontario hand picked are quoted at $3.25 to $3.50 per bushel, No. 1, at $2.90 to $3.15 per bushel. California limas are quoted at 9½c per lb. in bag lots and a half cent higher in smaller lots.

BEANS—

Ontario hand picked, per bushel	3 25	3 50
Do., No. 1 lb. pickers, per bushel	2 90	3 15
Cal. Limas, per lb.	0 09½	0 10

CANNED GOODS STEADY

Toronto.

CANNED GOODS.—The market generally continues with a firm tone but no important changes developed during the week.

CANNED GOODS

Sockeye 1s, doz.		5 60
Do., ½s, doz.		3 25
Alaska red, 1s		4 25
Cohoe 1s, doz.		2 90
Do., ½s, doz.		1 90
Pinks, 1s doz.		1 45
Lobster, ½-lb., doz.	3 75	4 15
Do., 1-8-lb. tins	2 50	2 75
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	
Canned Vegetables —		
Tomatoes, 2½s, doz.		1 75
Do., Gal. No. 10 tins, doz.	5 95	6 25
Peas, standard, doz.		1 75
Do., Early June	2 00	2 15
Do., Sweet Wrinkle		2 40
Do., Extra Sifted		3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 15
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.		6 60
Canadian corn	1 40	1 50
Pumpkins, 2½s, doz.	1 50	1 60
Do., gal., No. 10 tins, doz.	5 15	5 25
Spinach, 2s, doz.		1 60
Pineapples, sliced, 2s, doz.	3 40	4 25
Do., shredded, 2s, doz.	4 75	5 25
Do., sliced 2½s, doz.		4 25
Apples, gal., doz.		5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.		3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Do. Green Gage	3 25	3 40
Cherries, pitted H.S.		4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
Jams—		
Black currants, 12 oz., doz.	3 00	3 75
Do., 16 oz., doz.	3 50	4 65
Do., 4s., each	0 85	1 07
Strawberry, 12 oz., doz.	3 25	3 75
Do., 16 oz., doz.	3 25	4 65
Do., 4s, tins	0 95	1 04
Raspberry, 12 oz., doz.	2 40	3 75
Do., 16 oz., doz.	3 25	4 65
Do., 4s, tins	0 85	0 97

COFFEE HOLDS STRONG

Toronto

COFFEE.—Primary markets continue to show a steady upward movement but the spot situation in unchanged insofar as the quotations to the retail trade is concerned.

COFFEE—

Java, Private Estate	0 51	0 53
Begotas, lb.		0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.		0 35
Mocha, lb.	0 52	0 55
Rio, lb.	0 22	0 24
Santos		0 35

ENGLISH MARROWFATS SCARCE

Toronto.

CEREALS.—The market generally is steady to firm with no changes in quotations to note. Rolled oats are still being quoted by wholesalers at a lower price than some manufacturers. English marrowfat green peas are very scarce and the few supplies available are held firmly at 11c per lb.

CEREALS—

Barley, pearl, 98s		5 50
Buckwheat flour, 98s		4 50
Barley, pot, 98s		3 90
Barley Flour, 98s		6 25
Cornmeal, golden, 98s		2 40
Oatmeal, 98s		4 30
Corn flour, 98s		2 75
Rye flour		3 25
Rolled oats, 90s		2 95
Rolled wheat, barrel		6 00
Cracked wheat, bag		5 25
Breakfast food, 98s		4 75
Rice flour, 100 lbs.		10 00
Flaxseed, 98s		7 00
Peas, split, per bag		6 50
Marrowfat Green peas, Ont.	7 75	8 50
Do., English, per lb.		11 00
Graham flour, 98s		3 25
Whole wheat flour		3 85
Wheat kernels, 8s		5 00
Farina, 98s		5 35
Lentils, Red, lb.	0 18½	0 19¾

HONEY IN DEMAND

Toronto.

HONEY.—The market shows no change as compared with a week ago. There is a good demand but some dealers still complain about the poor quality that is arriving in some shipments. This they claim, is accounted for by the fact that many producers are now cleaning up their production and are working in all grades. Quotations remain unchanged.

HONEY—

5-pound tins, per lb.		0 16½
10-lb. tins, per lb.		0 15½
60-lb. tins, per lb.		0 15
Comb, per doz	3 75	4 50

STARCH PRICES LOWER

Toronto.

PACKAGE GOODS.—Manufacturers report a much better demand for pancake flour this season than last year. Lower prices may have had something to do with it as prices are now around 40c per doz. less than a year ago which makes this line a 15c one against 20c retail a year ago. The market situation for package cereals is unchanged. All starches both culinary and laundry are down ½c per lb.

PACKAGE GOODS—

Rolled Oats, 20s, round, case		5 00
Do., 18s, case		2 00
Do., 20s, square case		5 00
Do., Aluminum Prem., 20s		6 10
Corn Flakes 36s, case		3 10
Porridge Wheat, 36s, reg., case		6 00
Do., 20s, family, case		6 80
Package peas, per doz.		0 90

Cornstarch, No. 1, lb. carton		0 09
Do., No. 2, lb. cartons		0 07½
Laundry starch		0 07
Do., in 1-lb. cartons		0 07¾
Do., in 6-lb. cartons		0 10¾
Do., in 6-lb. tin canisters		0 14½
Celluloid starch, case		3 80
Potato flour, 1-lb.		0 14½
Fine oatmeal, 20s		**5 75**
Cornmeal, 24s		2 30
Farina, 24s		3 25
Barley, 24s		2 75
Buckwheat flour, 24s		2 70
Self-rising pancake flour, 18s		3 85
F. S. Hominy gran. case		**3 00**
Do., pearl, case		3 00
Scotch pearl barley case		2 70
Puffed rice pancake flour, 24s		2 85

PRUNES FIRMLY HELD

Toronto.

DRIED FRUITS.—The dried fruit market is showing signs for stronger tendencies during the coming few months. Prunes in primary sources are firmly held since the advance of a week ago, and there are still strong indications for another half cent advance in the near future. Raisins are strong in California with a shortage on offerings on the Thompson seedless varieties. It is claimed that this grade is being held for special purposes, such as the five-cent package. Apricots and peaches continue firm due to the shortage of the last season's crop. It is likely that the demand in the spring months will further strengthen the market on these last two lines.

DRIED FRUITS—		
Citron caps, 12-lb. boxes, lb		0 46
Lemon caps, 12 lb. boxes, lb.		0 29
Orange caps, 12 lb. boxes, lb.		0 31
Mixed containing 4½ lb. lemon, per lb.		**0 35**
Drained Peel, mixed, cut ready for use, in No. 1's cartons, 8 4½ lb. orange, 3 lb. citron caps, 8 dozen per case, per dozen.		4 50
Currants—		
Greek Filliatras, cases	0 13½	0 14
Do., Patras	0 16½	0 17
Do., Vostizza		
Dates—		
Excelsior, pkgs, 3 doz. in case		**5 50**
Dromedary, 3 doz. to case		7 50
Fard, per lb.		0 26
Hallowee dates, per lb.		0 14½
Do., half cases, lb.		0 15½
Do., Sair		0 13
Prunes—		
30-40s, 25s		**0 19**
40-50s, 25s		**0 16½**
50-60s, 25s		0 14½
60-70s, 25s.		0 13½
70-80s, 25s		0 11¾
80-90s, 25s.		0 11¼
Raisins—		
California, Sultanas, lb.		**0 21**
Do., 15 oz. pkts.		0 22½
Seedless, 15-oz. packets		0 26
Do., 11-oz. packets		0 21
Seeded, 15-oz. packets	0 20½	0 21
Thompsons, seedless		0 24
Valencia, Spanish		**0 28½**
Clusters, boxes, 20 1-lb. pkg.		**6 65**
Smyrna Sultanas		0 23½
Muscat, 25 lb. box		0 19
Evaporated apples		0 17½
Figs—		
Smyrna, bags, approx. 28 lbs.		0 14½
Do., 60-lb. bag		0 11¾
Layer, 1 Crown		0 30
Layer, 5 Crown		0 30
Layer, 7 Crown	0 33½	0 36
Pulled, 10 lb. box, per lb.		0 34
Pulled, 1-lb. box, each		0 20
Do., 2-lb. box, each		0 36
Mats	0 09	0 09½
Peaches—		
Choice		0 20
Standard		0 18½
Apricots—		
Choice		0 32
Standard		0 28

SUGAR DROPS 60 CENTS

Toronto.

SUGAR.—Refined sugar made two declines during the week, totaling 60c, making standard granulated sugar $6.90 Montreal basis and $7.24 Toronto. The raw market continues to show weakness and sales have been made on the new crop at $1.75 c. & f. New York.

SUGAR—	
St. Lawrence, extra gran., cwt.	7 24
Atlantic, extra gran.	7 24
Acadia Sugar Refinery, exx. gran.	7 24
Dom. Sugar Refinery, ex. gran.	7 05
Canada Refinery, gran.	7 24

Differentials: Granulated, advance over basis 50-lb. sacks, 25c; barrels, 5c; gunnies, 5-20, 40c gunnies, 10 10s, 50s; cartons, 20-5s, 60c.

CORN SYRUPS LOWER

Toronto

SYRUPS.—A reduction is announced on both yellow and white corn syrups. The reductions on yellow amount to 25c on 2's, 40c on 5's, and 50c on 10's, per case. The reductions on white on all size tins is 10c greater than on yellow. Feed molasses is slightly advanced as follows: in 10 barrel lots, 27c per gal., and in 5 barrel lots 28c per gal.

SYRUPS—	
Corn Syrup—	
Barrels, about 700 lbs., yellow	**0 05½**
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 50
Cases, 2-lb. tins, yellow 2 doz. in case	3 75
Cases, 5-lb. tins, yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz	**4 00**
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 20
No. 3 tins, 2-doz. case	5 50
No. 5 tins, 1-doz. case	4 60
No. 10 tins, ½-doz. case	4 25
Pails—No. 1	1 10
Pails No. 2	1 75
Pails No. 5	3 55
Molasses, table grade—	
No. 2 tins, 2-doz. case	7 75
No. 5 tins, 1-doz. case	8 95
No. 10 tins, 1-doz. case	8 60
Pails—No. 1	2 10
Pails No. 2	3 75
Pails No. 5	8 55

SPICES FIRMLY HELD

Toronto.

SPICES.—The market generally is holding firm principally on account of the shortage in spot supplies and the higher and firmer primary markets. The higher rate of exchange on Sterling is also having the effect of stiffening the laid down prices. In primary markets peppers appear to be the strongest line with prices higher. In the spot local situation there are no changes in quotations to the retail trade but the tone is decidedly firmer.

SPICES—		
Allspice	0 15	0 18
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 45
Mustard, pure	0 35	0 40
Pastry		0 28
Pickling spices		0 18
Mace		0 75
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.	0 60	0 70
Do., 80s		0 85
Chillies, lb.		0 50
Nutmegs, selects, whole, 100s	0 22	0 26
Do., ground		0 28
Mustard seed, whole		0 20
Celery seed, whole		0 40
Coriander seed		0 18
Caraway seed, whole		0 30
Turmeric		0 30
Curry powder		0 35
Cream of Tartar—		
French, pure		0 40
4-oz. packages, doz.		2 00

The above quotations are for the best quality. cheaper grades can be purchased for less.

SOUTHERN RICE FIRM

Toronto.

RICES.—Primary markets in the South continue to hold a firm position but the market appears to be quiet. In the local situation there is no change.

RICE—		
Honduras, broken, per rlb.	0 07½	0 08
Blue Rose, fancy	0 08½	0 09
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 05
Chinese, XX		
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White sago	0 07¾	0 09
Tapioca, per lb.	0 08½	0 09
Do. fancy	0 09	0 11

NUTS HOLD STEADY

Toronto.

NUTS.—There are no new developments in the market for nuts. The market is fairly steady after the holidays. In some quarters nuts in the shell are offered at a slight reduction in order to clear up supplies. For instance Chili walnuts are offered at 17½c and medium washed Brazils at 14c per lb.

NUTS—		
Almonds, Tarragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian		0 25
Do., Chili	0 17½	0 21
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, lb.		0 30
Do., sweetened, lb	0 28	0 32
Do., shred		0 25
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 18	0 20
Do., medium	0 14	0 18
Mixed nuts, bags 50 lbs.	0 20	0 25
Pecans		0 30
Shelled —		
Almonds, lb.	0 48	0 55
Filberts, lb.		0 35
Walnuts, Bordeaux, lb.	0 87	0 90
Do., Manchurian	0 63	0 65
Do., broken	0 53	0 55
Jordan almonds	0 70	0 75
Peanuts, Spanish, lb.		0 11
Pecans, lb.		1 40
Brazils		0 72

TEA MARKETS GAIN STRENGTH

Toronto

TEAS.—The chief factor in the tea situation that is causing the upward movement to continue, is the fact that the world supply of practically all varieties is far below normal. As compared with last year recent advices indicate the following shortages. India, to November 30, 73,000,000 lbs.; Ceylon, to October 25, 23,000,000 lbs.; Java, to September 30, 27,000,000 lbs., making a total shortage for the three countries of 123,000,000 lbs. Then added to this is the shortage in Japan and China which will bring the total for all varieties to nearly two million pounds. In the spot market the situation is strong with quotations to the retail trade still below replacement cost. Some advances have been registered recently, but in view of the above situation, the trade can naturally expect some further advances in the near future.

TEAS—		
Pekoe Souchongs	0 32	0 38
Pekoes	0 32	0 58
Broken Pekoes	0 35	0 58
Broken Orange Pekoes	0 50	0 65
Japans and Chinas—		
Early pickings, Japans		0 55
Do., seconds		0 50
Hyson thirds	0 30	0 35

Do., pints	0 45	0 57
Do., sifted	0 55	0 60

Above prices give range of quotations to the retail trade.

VEGETABLES QUIET

Toronto.

VEGETABLES.—The market is fairly steady but quiet. Potatoes have a slightly firmer tone with prices on track about ten cents per bag higher. Cabbages are firm at $4.00 per barrel while Spanish onions are higher at $7.00 per crate. California celery is quoted at $8.50 per crate and cauliflower is bringing $5.75 to $6.00 per crate.

VEGETABLES—

Cabbage, per barrel	3 50	4 00
Potatoes, Delaware, per bag	1 65	1 75
Do., Ontario	1 25	1 40
Beets, per bag	0 75	1 00
Carrots, per bag	0 85	1 00
Turnips, per bag	....	0 85
Parsnips, per bag	1 00	1 25
Onions, Spanish, crate	7 00	6 50
Do., sack, 100 lbs.	6 00	6 50
Celery, per crate, Cal.	....	8 50
Cauliflower, Cal., case	5 75	6 00
Tomatoes, hot house, lb.	....	0 35
Head lettuce, iceberg, case	....	5 00
Sweet potatoes, per hamper	2 75	3 00

APPLES HIGHER

Toronto

FRUITS.—Ontario barrel apples are around 50c per barrel higher. No. 1 spys are now bringing $9.00 per barrel with No. 2 at $8.00. Other varieties are quoted at $6.00 to $7.50 with No. 2 and 3 running from $4.50 to $6.50 per barrel. There is little change in B. C. boxed apples, prices ranging from $3.50 to $4.50 according to the variety and size. Oranges, grapefruit and lemons are unchanged.

FRUITS—

Oranges, Floridas	4 00	5 50
Oranges, Navels, 100s	....	6 00
Do., 126s	....	6 25
Do., 150s, 176s, 200s	....	6 50
Tangerines, per case	4 00	5 50
Lemons, Messina	....	5 00
Do., California	4 50	5 00
Bananas, per lb.	....	0 08½
Apples—Barrel.		
Spys, No. 1	....	9 00
Spys, No. 2	....	8 00
Spys, No. 3	6 00	7 50
Greenings No. 1	..	7 50
Greenings No. 2	....	7 00
Baldwins No. 1	....	7 50
Baldwins No. 2	....	7 00
Grapes, Emperor,	....	7 50
Do., Emperor, kegs	....	8 00
Do., Malaga, bbls.	14 00	16 00
Apples, B. C. boxed	3 25	4 50
Cranberries, Cape Cod ½ bbl. box	....	13. 00
Grapefruit, Florida,	5 00	6 00
Pomegranates	....	3 00

STEADY FLOUR MARKET

Toronto.

FLOUR.—The market is steady with quotations unchanged.

First Patents, in cotton bags, bbl.	7 70
Second Patents, in jute bags, bbl.	7 50

MILLFEEDS CONTINUE SCARCE

Toronto.

MILLFEEDS.—The situation shows no improvement. Supplies are very scarce under an active demand. Quotations are advanced $1.00 per ton making bran, $26.25, shorts $28.25 and choice middlings $35.25 per ton.

Bran, per ton	26 25
Shorts, per ton	28 25
Choice middlings, per ton	35 25

BISCUIT PRICES LOWER

Toronto.

MISCELLANEOUS.—A few weeks ago it was announced in Canadian Grocer that there was likely to be a reduction in the price of biscuits early in the new year. These reductions are now effective and amount to 4c per lb. on hard sweet lines, 2c on marshmallow, 3c on jam-filled and 2c per lb. on sodas. Cheese wafers, shortbread and oyster crackers are down 3c per lb., while raisin biscuits are reduced 2c per lb. Catelli macaroni, vermicelli and spaghetti are reduced to $3.75 per case for 16 oz. packages and $2.20 for 8 oz. packages. Puccini-Lion brands 16 oz. package is reduced to $4.05 per case and 8 oz. to $2.00 per case. New prices for 1922 are announced on vinegar which show a slight reduction of approximately two cents per gallon.

MANITOBA MARKETS

WINNIPEG, Jan. 4.—There are practically no changes in prices in the grocery market. Business is reported quiet. The sugar market is weak and lower prices are expected. The coffee and tea markets continue to rule firm. The feature of the canned goods situation is the strength of the market at primary sources, and with light stocks and the shortage in wholesalers hands it is thought the market will be largely governed by the law of supply and demand. Prunes on the primary market have advanced and a second advance is expected very shortly. Stocks are reported low and increased buying is expected shortly. The price market is steady but dull. Business is reported quiet in both the fruit and vegetable lines with quotations unchanged.

COFFEE MARKET FIRM

Winnipeg

COFFEE.—There is a marked scarcity of firm offers of Santos coffee in the cost and freight market. The situation in Brazil continues too unsettled to admit of the making of them, is the opinion of shippers. On practically all varieties on the local market, there is no change as far as quotations to the retail trade are concerned.

COFFEE—

Rio, roasted, best grade, per lb.	0 19½	0 20½
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica, roasted, best grade, lb.	0 28	0 30
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

CEREAL MARKET STEADY

Winnipeg.

CEREALS.—There is no change in the grain market. The demand for oats, barley and rye is very slow and as there is no pressure on the market, prices remain steady.

PACKAGE CEREALS

Rolled Oats, 20s, round cartons.	4 00	4 65
Do., 36s, case square pkts.	....	3 50
Do., 18s, case	....	2 10
Corn Flakes, 36s, case	3 50	3 80
Cornmeal, 2 doz. case, per case.	....	3 40
Puffed wheat, 4 doz. case, per case	....	4 40
Puffed rice, 3 doz. case, per case	....	5 70
Cream of Wheat, 3 doz. case, per case	..	9 00
Grape Nuts, 2 doz. case, per case	....	3 80
Package Peas, 3 doz. case, per case	....	3 00

BULK CEREALS

Rolled Oats, 80s, per bag	....	2 40
Do., 40s, pr bag	....	1 25
Do., 20s, per bag	....	0 65
Do., 10-8s, per bale	....	3 15
Do., 15-6s, per bale	....	3 65
Oatmeal, 98s, gran. or stand. bag	....	3 30
Wheat Granules, 98s, per bag	....	6 10
Do., 16-6s, per bale	....	6 60
Peas, whole, green, 100-lb. bag. per bush		3 85
Do., split, yellow, 98s, per bag	....	7 50
Do., split, yellow, 49s, per bag	....	3 80
Beans, fancy, hand picked, 100-lb. bag, per bush.	3 80	4 25
Do., Lima, 100-lb. bag, per lb.	....	0 10½
Barley, pot, 98s, per bag	....	3 90
Do., pot, 49s, per bag	....	2 00
Do., pot, 24s, per bag	....	1 02
Barley, pearl, 98s, per bag	....	5 05
Do. pearl, 49s, per bag	....	2 58
Do., pearl, 24s, per bag	....	1 33
Cornmeal, 98s, per bag	....	2 50
Do., 49s, per bag	....	1 30
Do., 24s, per bag	....	0 70
Do., 10-10s, per bale	....	3 00
Buckwheat grits, whole, 98-lb. bags, per bag		8 75

CANNED GOODS FIRM

Winnipeg.

CANNED GOODS.—The feature of the canned goods situation is the strength of the market at primary sources. Without the support of heavy buying, order producers are inclined to add advances upon their reserves and even where they are unable to sell they hold firm for a later market. Such items as peas and tomatoes are examples in this line of merchandise. Operators at primary sources are looking forward to a better future market upon the comparatively light stocks now held and the shortage in the hands of jobbers, in fact the market will be governed by the law of supply and demand.

Winnipeg.

CANNED FISH

Shrimps, 1s, 4 doz. case, doz.	....	3 75
Finnan Haddie, 1s, 4 doz. case	8 25	11 50
Do., ½s, 8 doz. case, case	....	7 25
Herring (Can.) 1s, 4 doz. case per case	6 50	8 00
Do., imported, ½s, 100 doz. case	..	21 50
Lobsters, ¼s, 8 doz. case, doz.	....	2 35
Do., ½s, 4 doz. case, doz.	....	4 00
Oysters, 1s, 4 doz. case, case	....	9 40
Do., 2s, 8 oz. 2 doz. case, case	....	7 90
Pilchards, 1s, tall, 4 doz. case, per case	....	6 90
Do., ½s, flat, 8 doz. case, case	....	9 00
Salmons—		Per case
Sockeye, 1s, tall, 4 doz. case	....	20 00
Do., ½s, flat, 8 doz. case	....	21 25
Red Spring, 1s, tall, 4 doz. case	....	16 25
Do., ½s, flat, 8 doz. case	....	17 00
Cohoe, 1s, tall, 4 doz. case	12 00	13 00
Do., ½s, flat, 8 doz. case	13 00	14 00
Pink, 1s, tall, 4 doz. case	....	6 25
Do., ½s, flat, 8 doz. case	....	8 00

CANNED FRUITS (Canadian)

		Per case
Apples, 6 tins in case	....	8 20
Blueberries, 2s, 2 doz. case	....	5 00
Cherries, 2s, 2 doz. case	....	7 20
Gooseberries, 2s, 2 doz. case	....	7 50
Lawtonberries, 2s, 2 doz. case	....	7 00
Peaches, 2s, 2 doz. case	6 60	7 10
Pears, 2s, 2 doz. case	6 45	7 00
Plums, Green Gage, H. S. 2s, 2 doz. case	....	6 00
Plums, Lombard, H. S., 2 doz. case	....	5 95
Plums, Lombard, L. S., 2s, 2 doz. case	....	4 65
Raspberries, 2s, 2 doz. case	8 00	8 60
Strawberries, 2s, 2 doz. case	8 00	8 60

CANNED FRUIT (American)

		Per case
Apricots, 1s, 4 doz. case	....	10 60
Peaches, 2½s, 2 doz. case	....	9 15
Peaches, sliced 1s, 4 doz. case	....	10 85
Do., Halves, 1s, 4 doz. case	....	10 75
Do., 2s, 2 doz. case	....	6 90

Pears, 1s, 4 doz. case		12 75
Pineapple, sliced, 2s, 2 doz. case		7 25

CANNED VEGETABLES

Asparagus tips, 1s, tins, 4 doz. case, per doz.		4 40
Beans, Golden Wax, 2s, 2 doz. case, per case		4 75
Beans, Refugee, 2s, 2 doz. case		4 60
Corns, 2s, 2 doz. case		3 50
Peas, Standard, 2s, 2 doz. case	3 65	3 90
Peas, Early June, 2s, 2 doz. case		4 50
Sweet Potatoes, 2½s, 2 doz. case		7 00
Pumpkin, 2½s, 2 doz. case		3 35
Sauer Kraut, 2½s, 2 doz. case		4 10
Spaghetti, 2s, 2 doz. case		2 05
Tomatoes, 2½s, 2 doz. case		4 10
Spinach, 2½s, 2 doz. case		6 75

PRUNES FIRMER

Winnipeg.

DRIED FRUIT.—The California Prune and Apricot Growers, Inc., have advanced their prices on prunes and in making these quotations state that a second advance will be made not later than January 8 and possibly earlier. So much has been said about the strong prune market that the advance was a foregone conclusion although many had not expected it would be announced until later. Apricots are reported scarce. Peaches are inactive at the present time although confidence is expressed in this item. Raisins remain easy as well as currants. The trade is keeping down their stocks but after the first of the year increased buying and a firmer market is expected.

DRIED FRUITS

Evaporated apples, per lb.	0 18
Currants, 90-lb., per lb.	0 16
Do., 8 oz. pkgs., 6 doz. case, lb	0 13
Dates, Hallowee, bulk, lb.	0 15
Do., pkgs., 3 doz. case, lb.	0 15½
Figs, Spanish, per lb.	0 15
Loganberries, 4 doz. case, pkt.	0 23½
Peaches, standard, per lb.	0 17
Do., choice, per lb.	0 18
Do., fancy, per lb.	0 20
Peaches, unpitted, per lb.	0 10
Pears, extra choice, per lb.	0 30
Do., Cal., cartons, per carton	1 30
Prunes—	
30-40s, 25s, per lb.	0 20
40-50s, 25s, lb.	0 17½
50-60s, 25s, lb.	0 14
60-70s, 25s, lb.	0 13
70-80s, 25s, lb.	0 10½
80-90s, 25s	0 09¾
90-100s, 25s, per lb.	0 08
In 5-lb. cartons, carton	0 65 0 75
RAISINS—Seeded—	
Cal., pkg., 16 oz., fancy, per pkg.	$0 20
Do., pkg., 12 oz., fancy, per pkg.	0 16¾
Do.,, 16 oz., choice, per pkg.	0 19
Do., 12 oz, choice, per pkg.	0 16
Cal. 5-lb. cartons, per carton	1 20
Do., bulk, 25-lb. boxes, per lb.	0 19
RAISINS—Seedless—	
Cal., pkg., 11 oz., per lb.	0 19½
Do., bulk, 25-lb. boxes, per lb.	0 22
Do., bulk, 5-lb. cartons, per carton	1 30
Do., Cal. Muscatels, 5 lb. carton, per carton	1 35
Apricots, choice, 25s, lb.	0 32
Do., 10s lb.	0 34
Do., Standard 10s lb.	0 28¼
APRICOTS—	
Do., Standards, 25s, lb.	0 25½
Do., choice, 10s, per lb.	0 34
Do., choice, 25s, per lb.	0 32
Do., fancy, 25s, lb.	0 35
Do., fancy, 10s, lb.	0 36
Apricots, 5 lb. cartons, per carton	1 65

SUGAR REDUCED

Winnipeg.

SUGAR.—The market is weak under a decline of 50c per cwt., making the present price on granulated $8.00 per cwt.

SUGAR

Extra gran. bags, 100 lbs.	8 00
Do., gunnies, 5-20 lbs.	8 40
Do., gunnies 10-10 lbs.	8 50
Do., cartons, 20-5 lbs.	8 60
Do., cartons, 50-2 lbs.	8 75
Yellow, No. 1 lt., bags, 100 lbs.	7 60
Do., golden, bags, 100 lbs.	7 50
Powdered sugar, bbls.	8 50
Do., boxes, 50 lbs.	8 60
Do., boxes, 25 lbs.	8 80
Icing barrels	8 50
Do., boxes, 50 lbs.	8 70
Do., boxes, 25 lbs.	8 90
Soft lumps, boxes, 100 lbs.	8 80
Do., boxes, 50 lbs.	8 80
Do., cases, 20 cartons	9 10
Do., cases, 40½ lbs.	9 85
Small lump, boxes, 100 lbs.	8 70
Do., boxes, 50 lbs.	8 80
Do., boxes, 25 lbs.	9 00
Do., cartons, 50 2-lbs.	10 18
Hard lump, boxes, 10 lbs.	8 80
Do., boxes, 50 lbs.	8 95
Do., boxes, 2 5lbs.	9 10

SPICE MARKET STEADY

Winnipeg

SPICES.—There is a steady feeling in the primary spice market with the trend towards higher prices.

Allspice, Jamaica, best qual., lb.	0 22
Cassia, Batavia, per lb.	0 35
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1, per lb.	0 53
Cinnamon, Ceylon, per lb.	0 50
Do., No. 0, carton, doz.	0 90
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar, per lb.	0 45
Ginger, washed, Jamaica, No. 1	0 65
Do., Jamaica, No. 2	0 40
Do., Japan or Africa, lb.	0 30
Mace, extra bright Penang, lb.	0 65
Pepper, blk., Singapore, ex. lb.	0 22
Do., white, per lb.	0 35
Pickling, ¼-lb. pkg., per doz	0 90
Do., bulk, No. 1, per lb.	0 22
GROUND SPICE	
Allspice, bulk, per lb.	0 20
Do., No. 2, per lb.	0 25
Do, 2 oz. cartons	0 95
Do., 4 oz. cartons	1 20
Cassia, No. 1 bulk, per lb.	0 27
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	0 95
Do., No. 1, 4 oz., cartons	1 50
Cinnamon, bulk, per lb.	0 65
Do., 2 oz. cartons	0 95
Do., 4 oz. cartons	1 75
Cloves, bulk, per lb.	0 50
Do., 2 oz., cartons	0 95
Do., 4 oz. cartons	2 00

MOLASSES MARKET DULL

Winnipeg

SYRUPS.—The molasses market is seasonably dull and without features of special interest. Buying is of light volume. The corn syrup market is unchanged with buying on the hand to mouth basis.

CANE SYRUP—	
No. 2s	5 95
No. 5s	6 75
No. 10s	6 30
No. 20s	6 10
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 45
Cases, 20-lb. tins, white, ¼ doz. in case	4 45
Cases, 2-lb. tins, yellow, 2 doz. in case	3 75
Cases, 5-lb. tins yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz. in case	3 95
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 95
MAPLE SYRUP—	
Pure, 2½'s, tins, case of 2 doz.	20 00
Pure, 5s, per case of 1 doz.	19 10
Pure, 10s, per case of ½ doz.	17 75
TABLE SYRUP—	
Maple flavor, 2½'s, tins, per case of 2 doz.	10 50
Do., 2s, tins, per case of 1 doz.	10 00
Do., 1s, tins, per case of ½ doz.	9 75
MOLASSES BARBADOES—	
2 lb. tins, 2 doz. case	8 35
3 lb. tins, 2 doz. case	10 80
5 lb. tins, 1 doz. case	9 50
10 lb. tins, ½ doz. case	9 20
MOLASSES BLACKSTRAP—	
½s, 4 doz. case, per case	4 65
2s, tins, 3 doz. case	4 50
2½'s, tins, 2 doz. case	4 15
5s, tins, 1 doz. case	3 95
10s, tins, ½ doz. case	3 80

STARCH UNCHANGED

Winnipeg.

STARCH.—The starch market is steady in tone but not active in a large way. Stocks are moderate with heavier buying expected shortly.

STARCHES

Cornstarch, 1-lb. pkg., per lb.	0 09½
Do., No. 1 quality, 1-lb. pkgs.	0 10⅝
Gloss, 1-lb. pkg., per lb.	0 10⅞
Celluloid, 1-lb. pkg., per case	4 30

NUTS HOLD FIRM

Winnipeg.

NUTS.—The French almond and walnut market is ruling firm. Supplies are practically exhausted on the local market.

NUTS, SHELLED—	
Almonds, per lb.	0 49½
Spanish Peanuts, No. 1, lb.	0 12½
Pecans, per lb.	1 40
Walnuts, per lb.	0 70
Brazils, per lb.	0 70
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 23½
Walnuts, per lb.	0 23
Almonds, per lb.	0 20¼
Brazils, per lb	0 18
Pecans, per lb.	0 30
Filberts, per lb.	0 16

FLOUR MARKET STRONG

Winnipeg.

FLOUR.—There is no change in the flour market. If the wheat market continues firm, higher prices will be in order.

FLOUR—	
98-lb. sacks	3 90
Two 49-lb. sacks	3 98½
Four 24-lb. sacks	4 07½

JAMS UNCHANGED

Winnipeg.

JAMS.—The jam market continues steady with no change in local quotations.

JAMS

Strawberry 4s per tin	0 91
Black Currants, 4s, per tin	0 91
Raspberry, 4s, per tin	0 91
Apricots, 4s, per tin	0 85
Cherry, 4s, per tin	0 85
Peach, 4s, per tin	0 85
Compound (all flavors), 4s, tin	0 55

RICE MARKET STEADY

Winnipeg.

RICE.—The primary rice market is steady but not active. Advices received from New Orleans says: "Marketing of the rice crop seems to be well advanced compared with last year. 702,444 sacks of rough rice have been sold this season as compared with 851,110 sacks last year, but then the crop was one third larger." Oriental rice shows no change.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08
Do., 50-lb. sacks, lb.	0 08½
Siam, 100-lb. bags, lb.	0 06
Do., 50-lb. bags, lb.	0 06¼
Sago, sack lots, 130 to 150 lbs., per lb.	0 07¾
Sago, in less quantities, lb.	0 08¼
Tapioca, Pearl, per lb.	0 07¾ 0 08¼

TEA CONTINUES ACTIVE

TEA.—The tea market maintains the pace that it has taken in the last two or three weeks. With spot supplies rapidly being used up prices are advancing to the level of replacement cost on fresh importations.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 35	0 40
Do., second quality	0 32	0 35
Pekoe, first quality	0 40	0 42

Continued on next page

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Saskatchewan Markets

FROM REGINA BY WIRE

Regina, Sask., Jan. 3.—The markets hold fairly steady with few changes in quotations. Corn and gloss starches declined 1½c. per lb. Celluloid starch is down 35c. per case. Rogers' syrup declined as follows: 2s, 45c. per case; and 5s, 10s, 20s, 50c. per case.

Beans, Kotenashi	5 95
Rolled oats, 80s	2 42
Rice, Siam	6 50
Rice, Blue Rose	9 25
Tapioca	7 25
Sago	7 25
Flour, per bbl.	7 95
Sugar, pure cane granulated, cwt.	8 70
Cheese, No. 1, Ontario, large	0 22
Cheese, No. 1, Ontario, twins	0 22¼
Butter, creamery, lb.	0 45
Butter, dairy, lb.	0 30
Lard, pure, 3s	11 10
Eggs, new laid, local	18 00
Do., No. 1 storage	15 60
Tomatoes, 2½s, choice	4 50
Lemons, case	9 00
Corn, 2s, standard choice	3 65
Peas, 2s, standard choice	4 15
Do., 2s, Early June, choice	4 87
Salmon, Sockeye, 1s	21 00
Do., Sockeye, ½s	22 05
Strawberries, 2s, B.C. choice	8 75
Raspberries, 2s, Ontario choice	8 75
Cherries, 2s, red, pitted	7 20
Peaches, 2s, halves	7 20
Do., 2s, sliced	6 00
Apples, evaporated, lb.	0 42½
Peaches, evaporated, lb.	0 23
Prunes, 70-80	0 13

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Jan. 3.—Sugar declined twice during the past week making a total reduction of 38c., bringing the price of standard granulated sugar to $8.34. Canada cream cheese declined 20c. per doz., while Imperial cream cheese in jars advanced 35c. to 75c. per doz. Catelli macaroni shows another slight reduction in all sizes. Nabob coffee is reduced 4c. A slight advance is shown on evaporated apricots. Royal Crown cheese in 5 lb. boxes is reduced 2c. per lb. Rogers' syrup is reduced 40c. to 50c. per case.

Beans—Ashcroft, per cwt.		6 00
Do., Kotenashi, per cwt.		5 90
Rolled oats, 80s		2 25
Rice, Siam	5 50	6 00
Japan, No. 1	7 35	8 00
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.		7 75
Sugar, pure cane, gran., cwt.		8 34
Cheese, No. 1, Ont., large	0 22½	0 23
Alberta cheese, twins		0 22¾
Do., large		0 22¼
Butter, creamery, lb.	0 39	0 45
Do., dairy, lb.	0 30	0 35
Lard, pure 3s	12 30	12 60
Eggs, new laid, local, case		18 00
Do., No. 1 storage, case		16 00
Tomatoes, 2½s	4 15	4 35
Pumpkin, 2½s, case		4 40
Lemons, case		7 75
Corn, 2s, standard case	3 35	3 60
Peas, 2s, standard case	4 20	4 35
New early June peas, case		4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye, ½s		21 55
Strawberries, 2s, Ont., case	8 15	8 40
Raspberries, 2s, Ont., case	8 40	9 25
Cherries, 2s, red, pitted		8 50
Peaches, 2s, halves		5 85
Do., 2s, sliced		6 25
Apples, evaporated, lb.		0 18
Do., 25s, lb.		0 18½
Pineapples, Hawaiian, sliced 2's	6 30	7 85
Do., canned, 2s	7 45	7 90
Potatoes, local, ton	20 00	30 00

British Columbia

FROM VANCOUVER, BY WIRE

Vancouver, B. C., Jan. 4.—Best eggs are down to 57c. per doz. Head lettuce is quoted at $5.50 per crate. Florida grapefruit is lower at $8.50 and California rhubarb is selling at 35c. per lb. Celery is quoted at $10.00 per crate and cabbage at 4c. to 7c. per lb. There has been a general reduction on soaps averaging around 50c. per case. Macaroni dropped 55c. per case.

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., Jan. 3.—Sugar dropped 60c. per cwt, making the price on standard granulated $7.10. Currants are a shade higher at 20c. per lb. Walnuts, almonds, filberts and peanuts show an advance of one cent per pound. Oranges are slightly easier at $5.00 to $7.00 per case. Butter declined slightly, creamery prints are now quoted at 46c. and solids at 38c. per lb. Bananas are higher at 13c. per lb.

Rolled oats, bag	3 50
Do., bbls.	8 30
Rice, Siam, per cwt.	7 00
Tapioca, per 100 lbs.	9 50
Molasses, gal.	0 65
Tomatoes, cans	2 00
Do., bags	6 00
Raisins, Valencia layers	0 24 0 30
Currants, cleaned	0 20
Prunes, 90-100, 25-lb. boxes	0 11¼
Lemon peel	0 34
Orange peel	0 34
Citron peel	0 46
Walnuts	0 28
Almonds	0 22
Brazils	0 20
Peanuts	0 17
Filberts	0 16
Cocoanuts, bag	6 00
Potatoes, per bbl.	3 00
Onions, bag	7 50
Pork, clear, bbls.	32 50
Pigs' feet, per 20-lb. pail	2 10
Hams, shoulder, per lb.	0 19
Bacon, side, per lb.	0 32
Bacon, roll, per lb.	0 22
Lard, pure, in pils, lb.	0 15
Lard, pure, in tubs, lb.	0 14½
Shortening in pails, lb.	0 14
Shortening in tubs, lb.	0 13½
Butter, creamery, prints	0 46
Butter, creamery, solids	0 38
Oleomargarine	0 24
Cheese, whole, lb.	0 19 0 21
Cheese, twins, lb.	0 21
Eggs, doz.	0 52
Sugar, cut loaf, cwt.	8 50
Sugar, stan., gran., cwt.	7 10
Sugar, No. 1 yellow, cwt.	6 90
Lemons, California, case	6 50
Grapefruit, Florida, case	6 00 6 50
Bananas, lb.	0 13
Cornmeal, gran., bags	3 25
Oranges, per case	5 00 7 50

WINNEPEG MARKETS

(Continued from page 38)

Do., second quality	0 35	0 40
Broken Pekoe, first quality	**0 42**	**0 48**
Broken orange Pekoe 1st qual.	0 50	0 60
Japan, first quality	0 42	0 50
JAVAS—		
Pekoe Souchongs	**0 30**	**0 32**
Pekoe	**0 32**	**0 40**
Broken Pekoe	**0 33**	**0 45**
Broken orange Pekoe	0 38	0 48

NO CHANGE IN FRUITS

Winnipeg.

FRUITS.—The fruit market is inactive at the present time. Oranges are quoted at $7.50 per case. Lemons are slightly higher and are quoted at $7.00 per case. Quotations throughout the list show little change compared with last week.

FRUITS

Oranges, navels, 126s, per case	7 50
Do., navels, 150s, per case	7 25
Do., navels, 176s, 200s, 216s, 250s, per case	7 00
Do., navels, 288s, per case	7 00
Do., navels, 324s, per case	6 50
Lemons, Cal. fancy, per case	7 00
Do., Cal. choice, per case	6 50
Grapefruit, finest Florida, all sizes, per case	6 50
Bananas, per lb.	0 10
APPLES—	
B. C. Delicious, No. 1, per box	4 00
B.C., Delicous, No. 2, per box	3 50
B.C. Wagners, No. 1, per box	3 25
B. C. Jonathans, No. 1 per box	3 25
B. C. Snows, No. 1, per box	3 50
B.C. McIntosh Reds, No. 1 per box	3 25
B. C. Wagners, Domestic, unwrapped, per box	2 50
B. C. Jonathans, Domestic, unwrapped, per box	2 50
Do., Malaga, per keg	16 00
Grapes, Malaga, per keg	16 00

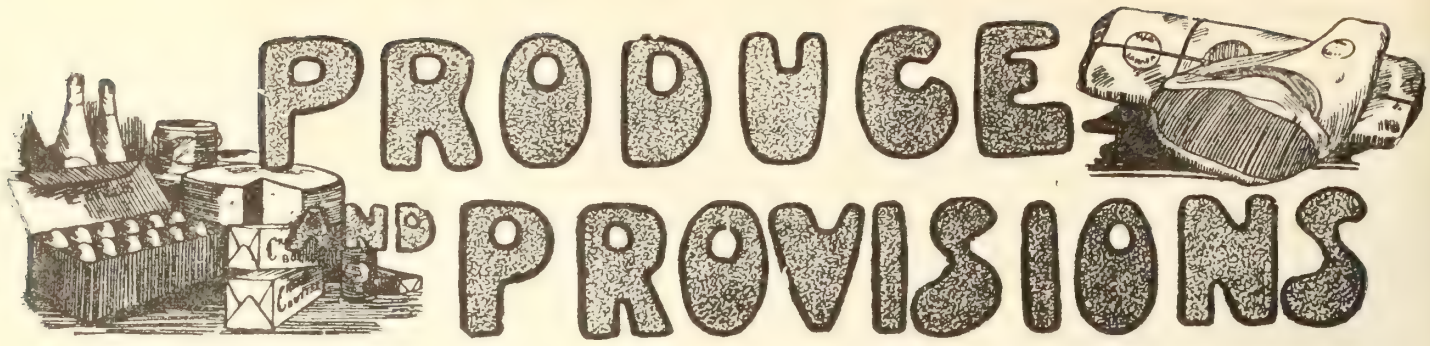
NO CHANGE IN VEGETABLES

Winnipeg.

VEGETABLES.—Wholesale vegetable houses report business quiet with no change in quotations. Florida tomatoes are arriving in small quantities and are quoted at $14.00 per case. Cucumbers remain high and scarce at $7.00 per doz.

VEGETABLES

Cabbage, per lb.	0 02
Head Lettuce, per case	1 00
Head Lettuce, per dozen	1 75
Leaf Lettuce, per dozen	0 75
Green Onions, per doz.	0 75
Cucumbers, per doz.	7 00
Tomatoes, per case	14 00
Potatoes, per bushel (Carload lots)	0 50
Do., per bushel (smaller lots)	0 55
Celery, B. C., per pound	0 09
Onions, per sack (B.C.)	5 00



Grocer has Meat and Fish Upstairs

A. Dionne, Son & Co., Montreal, Try the Experiment of a Meat and Fish Department On The Second Floor of Their Store, and Are Pleased With The Success of The Same—Customers Take The Elevator to The Second Floor

MONTREAL.—A few months ago A. Dionne, Son & Co., 581 St. Catherine St., Montreal, completed the upper story of their grocery store which they had fitted up as a meat, fish and vegetable department. As this idea is practically new to the grocery business it was at first looked upon doubtfully by the trade in Montreal as an experiment but since the opening, Mr. Dionne claims that the outlay has been justified by its success. He has found that the people will go upstairs in a grocery store to make their purchases. Previously the store was cramped for room on the ground floor. They had made the best of all the space at their disposal and there was only one way to extend.

Installed an Elevator

For the convenience of the customers a passenger elevator was installed. This was put alongside the cashier's office in the center of the store, the place where everyone who makes a purchase must go. As a result one cannot help but see the elevator. Naturally some curiosity is aroused and although the customers may not want to buy anything they find their way upstairs, merely to look around. In this way Mr. Dionne has gained his point.

Plenty of Light

Another point that Mr. Dionne brought to the attention of the Canadian Grocer representative is that more light can be obtained on the second floor of the store than on the ground floor. With the absence of so many shelves that are quite necessary downstairs, there are more windows, particularly in this case, since the store is on the corner of St. Catherine and Drummond Sts. Then, too, these windows are not so shielded from light as the ones downstairs are, since they are above the shadows of the surrounding buildings.

Uses Refrigerator Counters

Glass front display refrigerator counters are used for cuts of fresh meats and fish. The meat section is towards the front of the store and the fish section at the back. Along one wall and across the front are large tables which are banked up with fresh vegetables and fruits. Some canned goods are stocked in the new addition but only in a small quantity. A glass front display refrigerator runs along one half of the inside wall of the store. Poultry and game are layed out on shelves attached to the side of this refrigerator.

Considers Experiment Successful

Both Mr. Dionne and John Daly, the manager of the store expressed their satisfaction at the way the public had accepted their plan. "During Christmas week our elevator was continually on the go," said Mr. Daly. "The people seem to be pleased with the idea and favor the bright appearance of the new addition. It was our only way out and so we tried it. It has to be well advertised, that is in our own store, but I do feel that once a customer has gone upstairs to buy meats or produce that they will have no objection to going up the second time and it will become just as much a habit as going to the back of the store for meats or fish."

NOVEMBER FISH CATCH SHOWS BIG INCREASE

Ottawa, Dec. 28.—The total catch of sea fish on both Atlantic and Pacific coasts for the month of November totalled 487,542 cwts., valued at $1,332,116, as compared with 382,208 cwts. and a value of $1,155,115 landed in November of last year, according to the Department of Marine and Fisheries. A big increase in the herring catch, on the Pacific, was largely responsible for the higher figures.

HALIBUT CATCH IS HALF MILLION LBS. MONTHLY

Prince Rupert, B. C.—The average halibut catch per month for 1921, will approximate 500,000 pounds. In December the catch will exceed half a million pounds.

Scientists Say Food Fishes Show Large Decrease

Toronto, Dec. 30.—Such valuable food fishes as the sturgeon, shad, and mackerel have almost entirely disappeared from certain sections of the Atlantic coast, and there has been a serious depletion in numbers of the cod, pollock, herring, and many other species.

This statement, of considerable economic importance, was made by Professor C. F. Jackson, of New Hampshire College, in his address the other day to the Ecological Section of the A.A.A.S.

Data were presented showing a marked decline in the abundance of these and other food fishes during the last twenty years, and two of the chief factors responsible for this decline were shown to be (a) the damming of streams, which affects all such species as the salmon, trout and herring, which go up freshwater streams to lay their eggs; and (b) the pollution of water, which seems to be the most important factor, and is to a certain extent the one most easily remedied. This pollution is due not so much to increase in population as to the direct disposal of wastage from factories, sewerage systems and shipping.

Similar data were obtained by a party of biologists from the University of Toronto, who made a study of the fish problems of Lake Nipigon during the past summer. A paper giving the summary of their investigations was read by Dr. W. A. Clemens of the University.

Lake Nipigon compares very favorably with other large lakes as to fish production. The dominant fish is the common whitefish, of which 25 to 40 tons are shipped out weekly during the fishing season to all parts of Ontario.

Other fairly abundant fish are lake trout, sturgeon, ling and the common sucker, but here, too, there is a marked decrease in numbers, due chiefly to the

Showing the well arranged meat and fish department of the store of A. Dionne and Co., in Montreal.

development of waterfalls and rapids in the river connecting with Lake Superior, thus preventing the entrance of fish from the latter lake.

HOW A STEER CUTS

How does the ordinary bullock or steer cut up into meat? Retail butchers usually buy in the carcass and then subdivide according to the needs of their particular trade, approximately as shown in the following table: ,

Hips	23 per cent.
Flanks	5 per cent.
Loins	22 per cent.
Ribs	11 per cent.
Plate	12 per cent.
Chucks	24 per cent.
Shanks	3 per cent.

THINK IT OVER

Down in Virginia a farmer had an ox and a mule that he hitched together to a plow. One night after several days of continuous plowing, and after the ox and mule had been stabled and provendered for the night, the ox said to the mule: "We've been working pretty hard; let's play off sick tomorrow and lie here in the stalls all day."

"You can if you want to," returned the mule, "but I'll go to work."

So the next morning when the farmer came out the ox pretended that he was sick. The farmer bedded him down with clean straw, gave him fresh hay, a bucket of oats and bran mixed, left him for the day and went out with the mule to plow. All that day the ox lay in his stall, chewed his cud and nodded, slowly blinked his eyes and swished his tail.

That night when the mule came in, the ox asked him how they got along plowing alone all day. "Well," said the mule, "it was hard and we didn't get much done, and—"

"Did the old man have anything to say about me?" asked the ox.

"No," replied the mule.

"Well, then," replied the ox, "I believe I'll play off again tomorrow; it was certainly fine lying here all day and resting."

"That's up to you," said the mule, "but I'll go out and plow."

So the next day the ox played off again, was bedded down with clean straw, provendered with hay, bran and oats, and lay all day nodding, blinking, chewing his cud and gently swishing his tail.

When the mule came in at night the ox asked him again how they had made out.

"About the same as yesterday," replied the mule coldly.

"Did the old man have anything to say to you about me?" again inquired the ox.

'No," replied the mule, "not to me, but he did have a long talk with the butcher on the way home."—**Selection**

BACK TO NORMALCY

Ten war prices standing in a line,
One took a tumble and then there were nine.

Nine war prices doomed to meet their fate—
Another man got johnnywise and then there were but eight.

Eight war prices reaching most to heaven—
The public stopped their trade in one, and soon there were seven.

Seven war prices standing straight as sticks—
Competition started up and lo! There were six.

Six war prices bound to stay alive—
Some one said: "Investigate!" and then they counted five.

Five war prices that "wouldn't fall no more!"
Lot of people lost their jobs and then there were but four.

Four war prices as sassy as could be—
Public got its dander up and then there were but three.

Three war prices on goods that no one knew—
Public asked for standard brands, and then there were but two.

Two war prices that stayed up just for fun—
Retailers said, "We'll take a loss," and now there are none!

Getting Even At Last

The following story appeared in a recent bulletin of the Rochester Credit Men's Association.

The doctor coughed gravely, "I am sorry to tell you," he said, looking down at the man in the bed, "that there is no doubt you are suffering from smallpox."

The patient turned on his pillow and looked up at his wife.

"Julia," he said in a faint voice, "if any of my creditors call, tell them that at last I am in a position to give them something."

More than 400 children attended the Christmas tree of the McCormack Manufacturing Company, London, Ont., given to the children of the employees. Several entertaining features in addition to a mammoth Christmas tree provided much amusement for the young folk.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Jan. 4.—The produce market has been rather quiet during the past week but some changes have developed. Hogs have strengthened up with light offerings. Fresh cuts of pork are correspondingly advanced. There is no change in either smoked, cured or cooked meats. One of the features of the market is the decline in the price of butter. The market has been weak with bigger offerings and a slow market for the later makes. Fodder made creamery is particularly weak. The egg market is also weaker with a marked increase in the production. Poultry prices show a big decline which began the day before Christmas and although the demand for New Year's was good, it was not sufficient to strengthen up quotations. The cheese market is quiet but prices are steady. In the fish market a decline of one cent in haddock is the only feature and an improvement in the demand is expected for next week. The lard market is quiet and unchanged.

BUTTER PRICES LOWER

Montreal.

BUTTER.—The butter market has shown much weakness with a considerable decline in prices. The situation is however, more steady, but there is little improvement in the volume of business done on account of a limited demand from all sources. Creamery is selling at from 37c to 38c per lb. and prints at from 39c to 40c. There is a little demand for fodder-made butter and prices rule easy from 35c to 36c per lb.

BUTTER—		
Solids, creamery	0 37	0 38
Prints, creamery	0 39	0 40
Dairy solids	0 27	0 30

CHEESE PRICES STEADY

Montreal

CHEESE.—The receipts of cheese show a big drop this week, but are heavier than those of one year ago. A steady feeling prevails in the market, but there is no improvement in the demand. Since supplies are held in few hands here the market is able to hold a firm tone and prices are unchanged.

CHEESE—		
Large, per lb.		0 21
Twins, per lb.	0 19	0 20
Do., white		0 28
Triplets, per lb.		0 21
Fancy old cheese, per lb.	0 28	0 30
Stilton, per lb.		0 35
Quebec	0 19	0 20

LARD MARKET QUIET

Montreal

LARD.—The lard market continues very quiet with no changes in price. The demand is limited and buying is only for immediate requirements. There is some firmer tone to the market in sympathy with the strength of the hog market which naturally lends some strength to lard.

LARD—		
Tierces, 60 lbs.	0 14½	0 15½
Pails, 20 lbs.	0 16	0 16½
Tubs, 20 lbs.	0 15½	0 16
Bricks	0 16½	0 18

EGG PRICES LOWER

Montreal.

EGGS.—The egg market is fairly active with a steady demand for supply to meet actual wants. The weaker tone of the market has cut down buying to supplies for immediate requirements and the tone of the market shows a little steadier tendency after the recent decline. The receipts of fresh eggs show an increase this week. No. 1 eggs are a little easier and new laid prices are a little lower.

EGGS—		
Storage, selects	0 52	0 53
Do., No. 1		0 47
New Laid	0 75	0 80

SMOKED MEATS UNCHANGED

Montreal

SMOKED MEATS.—There is no improvement in the demand for smoked meats. The market is quiet with no special feature of note.

BACON—		
Breakfast, best	0 33	0 52
Smoked breakfast	0 28	0 40
Smoked breakfast	0 28	0 40
Cottage rolls		0 28
Picnic hams		0 19
Wiltshire	0 25	0 28
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	0 25	0 28
Do., 14-20	0 25	0 28
Do., 20-25	0 21	0 22
Do., 25-30	0 18	0 20
Over 35 lbs.	0 17	0 19

The drop in the price of live hogs during the past year has been little short of phenomenal. But the more recent recovery in this market is also interesting. This subject will be thoroughly discussed in next week's issue. The price of live hogs is the basis for practically the whole of the merchant's provision department. Don't miss this story.

HOG PRICES STRONGER

Montreal.

FRESH MEATS.—The market for live hogs is quiet, but through the week it has gained strength with an advance in price to $11.75 per cwt. weighed off cars for selected light weights. The demand for dressed hogs is fair with offerings small. As a result the market shows a firmer tone at the present basis. Dressed hogs are selling from $17.50 to $18.00 per cwt.

FRESH MEATS—		
Hogs, live (selected off cars)		11 75
Fresh killed	17 50	18 00
Fresh Pork—		
Legs of pork (foot on)	0 17	0 20
Loins (trimmed)	0 21	0 23
Trimmed shoulders		0 18
Untrimmed		0 15
Pork sausage (pure)		0 20

Fresh Beef—	(Cows)		(Steers)	
Hind quarters	0 10	0 13	0 12	0 16
Front quarters	0 05	0 09	0 05	0 08
Loins	0 19	0 22	0 22	0 27
Chucks	0 07	0 08	0 08	0 09

COOKED MEATS UNCHANGED

Montreal.

COOKED MEATS.—There is no change in the quotations on cooked meats. The demand is light and prices rule steady.

COOKED MEATS—		
Jellied pork tongues		0 35
Jellied pressed beef, lb.		0 37
Hams, cooked	0 40	0 45
Pork pies (doz.)		
Sausage, pure pork		0 20
Ox tongue, tins		0 65
Mince meat, lb.		0 15½
Head cheese, 6-lb. tins, per lb.		0 10
Plate beef		22 00

HADDOCK PRICES EASIER

Montreal

FRESH FISH.—The fish market is quiet with a limited demand. The dealers are looking for improvement in the second week in January. In the meantime prices are steady with the exception of a drop in the price of haddock.

FRESH		
Filets, 20 lb. boxes		0 17
Herring		0 07
Market Cod, fresh		0 06
Steak cod		0 08
Dressed B. C. Salmon		0 24
Haddock		0 05
Halibut		0 20
Flounders		0 10
Mackerel		0 16
White fish		0 18
Eels		0 13

FROZEN		
Skinned perch		0 14
Haddock		0 05
Halibut		0 20
Chicken halibut		0 17
Market cod	0 05	0 05½
Steak cod	0 06	0 06½
Doree		0 13
Qualla salmon		0 12
Dressed B. C. Salmon		0 22
White fish		0 16
Dressed pike		0 09½
Mackerel		0 13
Lake trout		0 16
Herrings		0 05½

OYSTERS		
Shell oysters, bbl.	8 00	15 00
Standard—Per No. 1 can		2 60
Do., No. 3 can		7 60
Do., No. 5		12 25
Jars—1 doz.		4 75

POULTRY PRICES BROKEN

Montreal.

POULTRY.—The poultry market has had a big break in prices since the Christmas demand. The call for supplies for the New Year trade showed some improvement, but was not sufficient to strengthen up the price after the break that came a day or so before Christmas. Dressed turkeys are selling as low as 46c per lb. and all lines of dressed poultry show a decline ranging from 3c to 8c per lb. The supplies offered on the market are good and would indicate an easy trend to the market through January.

POULTRY—		
Dressed turkeys	0 46	0 48
Geese	0 27	0 30
Ducks	0 28	0 30
Chickens	0 27	0 32
Fowl	0 23	0 25
Roosters	0 16	0 18

ONTARIO MARKETS

TORONTO, Jan. 4.—The hog market is again advanced with prospects for even stronger prices during the coming week. Fresh pork cuts are marked higher but other dressed meats show little change. Smoked bacon and hams are steadier with some cuts showing a slight advance. Butter has an easy tendency. Cheese shows little activity and there is some inclination to shade prices slightly. The production of new-laid eggs is steadily increasing and heavy supplies arrived during the week. Quotations too are down and some dealers state they are having some difficulty in disposing of their supplies even at the lower prices. In storage eggs there is little change. Cooked meats, lard and shortening are holding steadier, reflecting somewhat the stronger condition in the hog market. Poultry supplies were fairly well cleaned up and in consequence prices this week are fairly well maintained.

BUTTER UNSETTLED

Toronto.

BUTTER.— The butter market is unsettled with the tone downward rather than upward. This condition to some extent is brought about by the offering of New Zealand butter at a comparatively low price as compared with Ontario grades. Purchases have been made of New Zealand butter, the first shipment of which is expected to arrive during the first week in January. In the meantime the market is upset but prices are generally unchanged as compared with last week.

BUTTER—

Creamery prints	0 41	0 43

CHEESE MARKET QUIET

Toronto.

CHEESE.—The market continues quiet and little movement can be noted. At the Toronto Produce Exchange November cheese was offered at 18½ c per lb. but there did not appear to be many buyers anxious to purchase. On the other hand June cheese is firmly held and some brokers are asking as high as 25c per lb. Dealers quotations to the retail trade show little change.

CHEESE—

Large, new	0 20	0 21
Do., June	0 24	0 26
Stilton, new	....	0 24

Twins, 1c higher than large cheese and triplets 1½ cents higher than large.

EGG MARKET EASIER

Toronto

EGGS.—The market has an easier tone with receipts of Ontario new-laid steadily increasing. Some dealers state they are receiveing heavy shipments and are having difficulty in disposing of them, chiefly because the price is fairly high and consuming public will not generally pay the price. Quotations on new-laid dropped 10c. per doz. during the past week making the price at the moment 70c. per doz. Whether the production will continue to increase is a matter of weather conditions. If a few stormy days were to come along, it would no doubt shut off some of the receipts and perhaps bolster up the market. The storage situation is little changed as compared with a week ago.

EGGS—

No. 1	0 50	0 52
Selects	0 55	0 57
New laid	....	0 70

FIRMER LARD MARKET

Toronto

LARD.—The market has a firmer tone reflecting somewhat the stronger position of the hog market. Quotations are firmly held but show no change as compared with last week.

LARD—

Tubs are ½c higher than tierces and pails one cent higher than tierces.

1-lb. prints	0 16	0 17
Tierces, 400 lbs.	0 12½	0 13

SHORTENING STEADY

Toronto

SHORTENING.—There are no changes in the market for shortening. Quotations remain as last week, but there appears to be a steadier tone.

SHORTENING—

1-lb. prints	0 15	0 15½
Tierces, 400 lbs.	12½	0 13

MARGARINE QUIET

Toronto

MARGARINE.—There is little activity in the market for margarine. The demand is moderate for immediate consumption with quotations holding fairly steady.

MARGARINE—

Margarine, No. 1	0 23	0 25
Do., No. 2	....	0 20

COOKED MEATS FIRM

Toronto.

COOKED MEATS.—No changes have occurred in the markets for cooked meats during the past week. The market has a steadier tone with a likelihood for some slight advances on cooked hams due to the stronger and higher market for live hogs.

COOKED MEATS—

Boiled hams, lb.	0 35	0 38
Do., square pressed	0 38	0 40
Boiled shoulders, lb.	....	0 28
Head cheese, 6s, lb.	....	0 10
Choice jellied ox tongue, lb.	....	0 60
Jellied pork tongue	....	0 35
Bologna	0 13	0 15

Above prices subject to daily fluctuations of the market.

CURED MEATS STRONGER

Toronto

PROVISIONS.—Although there are few actual price changes in smoked and cured meats, the situation is decidely stronger. This condition reflects the higher prices for live hogs. Quotations on small and medium smoked hams are unchanged, but the larger sizes show an advance of from one to two cents per pound. Smoked Wiltshire sides are higher at 26c, three quarter cut at 30c and middle at 32c per lb. Dry salt meats are generally advanced ½c per lb. while lightweight pickled rolls are up $1.00 per barrel now quoted at $37.00.

Hams—		
Small, 6 to 12 lbs.	0 25	0 26
Medium, 12 to 20 lbs.	0 25	0 26
Large, 20 to 35 lbs. ea., lb.	0 19	0 22
Heavy, 35 lbs., and upwards	....	0 18
Backs—		
Boneless, per lb.	0 35	0 37
Rolled, per lb.	....	0 40
Peameal	0 32	0 34
Bacon—		
Breakfast, ordinary, per lb.	0 25	0 29
Do., special trim	0 33	0 35
Cottage rolls	....	0 25
Roll, per lb.	0 20	0 22
Wiltshire (smoked boneless) lb.	....	0 26
Do., three-quarter cut	....	0 30
Do., middle	....	0 32
Dry Salt Meats—		
70 lbs.	....	0 18
Long clear bacon, av. 50—		
Do., av., 80-90 lbs.	....	0 15½
Clear bodies, 15-30 lbs.	....	0 19
Fat backs, 10-12 lbs.	0 13	0 15

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—		
Mess pork	....	30 00
Short cut backs, 200 lbs.	....	33 00
Picked rolls, bbl., 200 lbs.—		
Lightweight	....	37 00
Heavy	....	32 00

Above prices subject to daily fluctuations of the market.

HOGS AGAIN HIGHER

Toronto.

FRESH MEATS.—The usual after holiday quietness prevailed at the Union Stock Yards. Fairly heavy receipts arrived but usually each day had a considerable carry over. The market next week, however is expected to show some briskness. In the hog market in spite of the limited demand values advanced from 25c to 50c per cwt. On the fed and watered basis live hogs sold during the week at $11.00 to $11.25 per cwt, with indications for higher prices during the next week. Practically all fresh pork cuts are advanced from ½c to 2c per lb. while other dressed meats show little change in quotations.

FRESH MEAT—

Hogs—		
Live, off cars, per cwt.	10 75	11 00
Live, f.o.b., per cwt.	10 25	10 50
Dressed, light, per cwt.	13 00	15 00
Do., heavy, per cwt.	10 00	12 00
Live, fed and watered, cwt.	11 00	11 25
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 21
Loins	....	0 24
Fresh hams, lb.	....	0 22
Tenderloins, lb.	....	0 50
Picnics, lb.	....	0 17
Montreal shoulders	....	0 18
Boston butts, lb.	....	0 19
New York shoulders	....	0 18
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 10	0 16
Front quarters, lb.	0 06	0 09
Ribs, lb.	0 12	0 18
Chucks, lb.	0 06	0 08
Loins, whole, lb.	0 20	0 23
Hips, lb.	0 10	0 12

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb.	0 13	0 14
Sheep, whole, lb.	0 05	0 07
Spring lamb	0 20	0 21

Above prices subject to daily fluctuations of the market.

LITTLE CHANGE IN FISH

Toronto.

FISH.—The market holds fairly steady under a good demand. Quotations are unchanged as compared with a week ago.

FRESH SEA AND LAKE FISH

Cod steak, lb.	0 10	0 11
Do., market, lb.		0 09
Oysters, No. 1 tins	3 25	3 70
Do., No. 3 tins	9 25	11 10
Do., No. 5 tins	15 00	18 00
Do., glass jars, doz.	5 00	5 75
Do., shell, per bbl.	13 50	14 00
Smelts, No. 1, per lb.		0 20

FROZEN FISH

Halibut, medium	0 18½	0 19½
Do., chicken	0 17	0 18
Do., Qualla	0 12	0 13
Flounders	0 09	0 10
Pike round	0 04	0 05
Do., headless and dressed	0 06	0 07
Salmon, Cohoe	0 16	0 17
Do., Red Spring	0 21	0 22
Brill	0 10	0 11
Sea Herring	0 07½	0 08

SMOKED AND SALT FISH.

Haddies, lb.	0 10	0 12
Fillets, lb.		0 17
Kippers, box	2 25	2 75
Bloaters	2 00	3 00
Ciscoes, lb.		0 18
Salmon snack, lb.		0 24
Digby chicks, 5 to bundle		1 20
Boneless Digbys, 10 lb. box		1 65
Shred cod, box 24 cart.		2 20
Cod, 1 lb. tablet, box 24s.		3 20
Quail on toast		0 14

Holland Herrings, mixed 10-lb. keg.	1 10
Do., milkers, 10 lb. keg	1 20
Labrador Herrings—	
Kegs, 100 lbs.	6 50
Do., barrels, 200 lbs.	12 00

POULTRY PRICES MAINTAINED

Toronto.

POULTRY.—There has been a fairly good clean up on poultry and consequently the market has held steady with practically no change in prices. Trade for the New Year's holiday is reported as being satisfactory.

Poultry—

Prices paid by dealers—

	Live.	Dressed.
Turkeys	0 40	0 47
Chickens, spring	20-22	25-30
Roosters	0 12	0 15
Fowl over 5 lbs.	0 20	0 23
Fowl, 4 to 5 lbs.	0 15	0 20
Fowl, under 4 lbs.	0 10	0 16
Guinea hens, pair	1 25	1 50
Geese		0 26
Ducks, 4 lb. and over	0 20	0 28
Prices quoted to retail trade:	Dressed:	
Ducklings	0 32	0 34
Hens, heavy	0 26	0 28
Do., light	0 16	0 20
Geese		0 30
Turkeys		0 50

NO CHANGE IN FISH

Winnipeg

FISH.—There is little change in fish prices. The market is steady with a fair demand. Fresh frozen salmon and halibut are in good supply at unchanged quotations.

FISH—	
Brills	0 09
Herring, Lake Superior, 100-lb. sacks	4 00
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15½
Salmon, Cohoe, in full boxes, 300 lbs.	0 16
Salmon, Cohoe, in broken cases	0 17
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 09
Whitefish, dressed, case lots	0 12½
Whitefish, dressed, broken cases	0 13
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Haddies, in 30-lb. cases, per lb.	0 12
Kippers, East. Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 17
Salt Fish—	
Holland Herring, milkers, 9-lb. pail, pail	0 90
Holland Herring, mixed, 9-lb. pails, pail	0 85

MANITOBA MARKETS

WINNIPEG, Jan. 4.—Butter quotations continue steady. The cheese market is quiet and indications point to lower prices. There is a fair demand for eggs at unchanged quotations. Ham and bacon are in fair demand and show no change in price. Lard and shortening are unchanged. The poultry market is active and turkeys and geese are quoted lower. There is no change in the fish situation. The hog market is advancing.

BUTTER MARKET STEADY

Winnipeg.

BUTTER.—The butter market is ruling firm under a fair demand Quotations are unchanged. Best quality creamery in prints is quoted at 45c. per lb., with solids at 42c.

BUTTER—		
Creamery, best table grade		0 45
Best table grade solids		0 42
Margarine	0 22	0 25

CHEESE MARKET QUIET

Winnipeg.

CHEESE—There is little activity in the cheese market and dealers are quoting Ontario large at 20c., twins 20½c. and triplets at 21c. per lb.

CHEESE—	
Stilton cheese, large, lb.	0 24
Ont., large, lb.	0 20
Ont., twins, lb.	0 20½
Ont., triplets, lb.	0 21

NO CHANGE IN EGGS

Winnipeg.

EGGS—There is no change in the egg situation. Guaranteed new laid in cartons are quoted at 85c. per doz. with select eggs at 58c. and No. 1 candled eggs at 47c. Dealers report only a fair demand.

COOKED MEATS UNCHANGED

Winnipeg.

COOKED MEATS—There is no change in the market for cooked meats. At this season of the year there is only a small demand and prices are steady.

COOKED MEATS—	
Hams, best quality, skinned 8-14 lbs.	0 43
Do., 13-16 lbs.	0 41
Roast ham, lb.	0 43
Roast shoulders, lb.	0 30
Pork tongues, lb.	0 26
Head cheese, 6-lb. tins, lb.	0 13
Jellied ox tongues, lb.	0 48
Luncheon cooked meats	0 16

SMOKED MEATS UNCHANGED

Winnipeg.

PROVISIONS—There is no change in quotations on smoked hams. Dealers are offering same at prices from 25c. to 37c. per lb. Bacon is in fair demand and is quoted from 27c. to 45c. per lb.

Hams—	
8 to 16 lbs., per lb.	0 33
16 to 20 lbs., per lb.	0 33
Boneless, 8-14 lbs., per lb.	0 37
Skinned, 14-18 lbs., per lb.	0 33
Skinned, 18 to 22 lbs., per lb.	0 33
Bacon, 6 to 10 lbs., per lb.	0 40
Cottage rolls, boneless	0 24
Bellies 6 to 10 lbs., per lb.	0 46

NO CHANGE IN LARD

Winnipeg

LARD—The market for lard and shortening is steady under a fair demand at unchanged quotations.

LARD—	
Pure lards, No. 1 quality, per lb. (in tierces 400 lbs.)	0 15
Do., wooden pails, 20 lbs. pail	3 40
Shortening, tierces of 400 lbs.	0 14
Do., per pail, 20 lbs.	3 20

POULTRY ACTIVE

Winnipeg.

POULTRY—The poultry market is active under a heavy demand and supplies are plentiful. Turkeys have eased off somewhat and are quoted at 35c. to 42c. Geese are also lower and are quoted at 27c. to 30c. Chickens show no change.

POULTRY—		
Broilers, 1½ to 2 lbs., per lb.		0 30
Do., 2 to 2½ lbs., per lb.		0 32
Chickens, 2½ to 3½ lbs., per lb.		0 28
Do., 3½ lbs. and up, per lb.		0 24
Fowl, 3½ lbs. and under, per lb.		0 22
Do., 3½ lbs. and up, per lb.		0 24
Turkeys, young, per lb	0 35	0 42
Duck, per lb.		0 30
Geese, per lb.		0 30
Roosters, per lb.		0 20

HOG MARKET HIGHER

Winnipeg.

FRESH MEATS.—There has been an advance of 25c per cwt. on live selected hogs, and quotations are now $9.75 for best quality. Choice steers are quoted at $5.00 to $5.25 with choice heifers at $4.50 to $5.00. Good lambs are selling at $6.50 to $8.50 with sheep at $4.00 to $5.00.

Hogs—		
Selected, live, cwt.		9 50
Heavier	5 50	7 50
Light	9 25	9 50
Sows	4 50	5 50
Fresh Pork—		
Loins of pork, lb.	0 25	0 27
Spare ribs		0 16
Loins of pork, lb.	0 25	0 27
Fresh hams, lb.	0 20	0 26
Shoulders	0 13	0 15
Fresh beef—from steers and heifers—		
Hind quarters, lb.	0 10½	0 14
Front quarters, lb.	0 06	0 08
Whole carcass, good grade, lb.	0 8	0 11
Mutton—		
Choice, lb.		0 18
Choice long hinds (legs and loin)		0 27
Choice Stews		0 10
Lambs—		
Choice, 30-45 lbs.		0 23
Veal'		
Good veal, 40 to 80 lbs., hind quarters		0 20

OUR LANGUAGE

Drygoods Clerk.—"Lots of things I can't understand."

Floorwalker.—"Oh, you'd noticed that, too, had you?"

"Ouch! Yes, I had. This thing of forming words always has me puzzled."

"As to which?"

"Well money paid for riding a few miles on a railroad is called mileage, isn't it?"

"You said it."

"Money paid for riding on a ferry is ferriage, isn't it?"

"Righto."

"Well, then, why isn't money paid for riding in a cab called cabbage, and the money paid for scrim, scrimmage?"

But the floorwalker had gone for a gun.

She : "I see that herrings are multiplying."

He : "Yes, they're a clever fish. You hear of them being in schools."

DAVIES

PURE PORK SAUSAGE

At this time of the year when the mornings are brisk and cold, with heavy frost in the air, there is nothing more appetizing than a breakfast of delicious fried sausage. Davies' fresh pork sausage is just the line to feature as it gives satisfaction and is always found most suitable for this winter demand. Try a shipment of any of our several brands. Write for our prices.

Book your Spring Requirements of Pickles now

Peerless Pickles

Now is the time to book for your spring requirements of Davies' Peerless Pickles. Order some of these high-grade pickles now to come forward when the weather permits. They will be found to be a line that will please. Are reasonable in price, well packed, and with a piquant, delicious flavor.

Tomato Catsup

Made from ripe, red whole tomatoes—absolutely pure and wholesome—free from any adulteration or artificial coloring. This is a real quality line which will give satisfaction to everyone in the household. Can be had in 8 oz. and 12 oz. bottles at prices which are quite in line. If you are not familiar with this product, write us to-day for price and further particulars.

The Pickles that tickle the taste

Inquiries given prompt care and attention. Write to us direct or if our traveller is in your vicinity we will gladly have him call and see you.

Mail orders given preferred attention

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO

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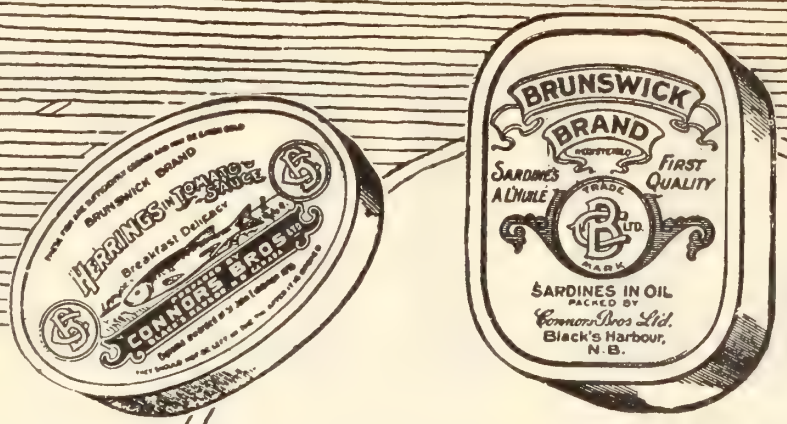

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Selected, Prepared and Packed by Experts

From the careful selection of only the choicest of fish, all the way through our up-to-date methods of processing to the time when the food is packed in the tins, we exercise the most careful vigilance. That ensures the quality products which we put on the market.

You can heartily recommend

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Round tins)
Kippered Herring
Herrings in Tomato Sauce
Clams

Connors Bros., Limited

BLACK'S HARBOR, N.B.

Winnipeg Representatives:

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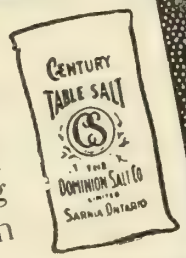
Here are two satisfying Salt brands, satisfying in sales — satisfying in results to the consumer.



SIFTO SALT

Snappy, steady advertising in the big papers keep them well to the front. Here are two Salt "winners" you cannot afford to overlook. Stock them both.

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SARNIA ONT

If your jobber cannot supply you we invite your enquiry, when price lists and full information will be promptly sent you.

DOMINION SALT CO., Limited, SARNIA, Canada
Manufacturers and Shippers

"Standard Brand"

Marrowfat Peas

A splendid 10c line of High Grade Peas, packed in attractive cartons. 8 oz. net weight.

Price 2.85 per case containing 3 dozens

Order from your Wholesale Grocer. Freight paid on 5 cases up over Ontario points.

Peas are becoming scarce and prices advancing.

Fred Coward

402 Spadina Ave. Toronto

PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Winter Trade

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The Leading Line in Patents.

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Largest Sale of any Proprietary Medicine in the World.

The safest and best family medicine for Constipation, Sick Headache, Biliousness, etc.

Sell a customer Beecham's Pills once, and you make that customer a steady one—steady sales mean a continual profit for you.

In boxes, 25c. and 50c.

Prepared by the Proprietor, THOMAS BEECHAM, St. Helens, England.

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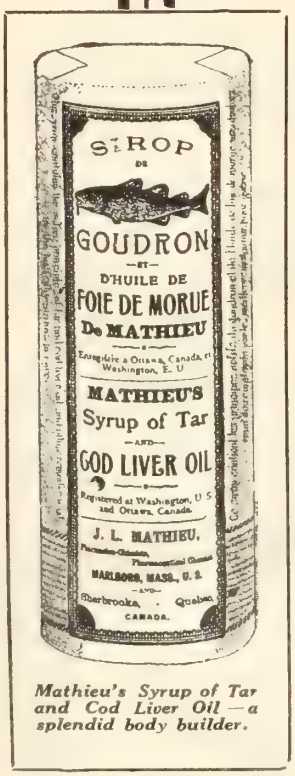

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A Highly Profitable Side-line that is a steady Winter Seller

MATHIEU'S SYRUP OF TAR and COD LIVER OIL

The season for Colds, La Grippe and Influenza is here again and your customers will be looking for a reliable cough remedy that can be depended upon. Why not offer them Mathieu's Syrup of Tar and Cod Liver Oil, the nationally known cough remedy that has won confidence and praise wherever it has been sold? This Mathieu remedy possesses no injurious or habit-forming drugs and its profit margin is excellent.

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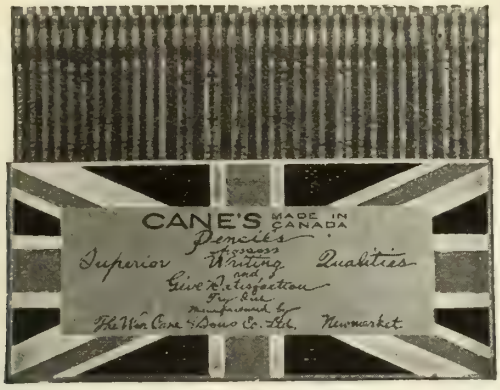
PROPRIETORS

SHERBROOKE, Que.



Cane's Pencils, extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.

Newmarket, Ontario

Do you sell

Put up in attractive tins. Black, Tan and Patent Leather Polish, also Light Tan, Brown, Dark Tan, and Oxblood Stain Polish, ONE SIZE ONLY.

Latest price list gladly sent to any Dealer upon request.

Many far-seeing retailers are making "KIWI" their only important line in boot polishes. They realize that a "quality" trade pays better in the long run. With "Kiwi" they know that there is a constant and rapid turnover of capital the only real source of worth-while profit to a retailer.

AGENTS

Anglo-British Columbia Corporation, Ltd.,
Riggs-Selman Buildings, Pender Street, Vancouver.
G. W. Price & Company,
Lombard Buildings, 70 Lombard Street, Toronto, Ontario.
The "Kiwi" Polish Co. Pty., Ltd., Finchley, London, N. 3.

Mr. Merchant

Here is the Leader of hair tonics and renewers

Glover's Mange Medicine

A business success of over 35 years is behind this medicine.

Advertising matter bearing imprint and display cards supplied gratis.

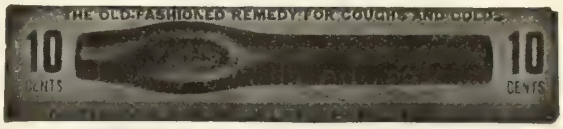
H. Clay Glover Company, Inc.

118 West 31st Street **New York City**

Y & S

STICK LICORICE

in 10c Cartons



Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company

MONTREAL

Catalogue and Price List on Application.

Disgruntled Dealers

In the November 17 issue of "Printer's Ink," an editorial dealt with the professional rights of retailers and how the manufacturer may best help the dealer and prevent him from becoming disgruntled. The editorial read in part as follows:—

"There is plenty of room in retailing for enterprise and initiative. The successful merchant is far from being an automaton. There remains abundant opportunity for him to exercise professional judgment in the conduct of his store.

"These professional rights of retailers should be recognized by the manufacturer. In this way many a retail grudge could be avoided. About the best way to recognize the merchant's professional scruples is to talk to him about your proposition and what you are doing to help him. *Address some of your advertising directly to him.* If you invest *all* your advertising in getting your message to the consumer and ignore the retailer entirely, do not be surprised to have disgruntled dealers among your distributors."

Every manufacturer has a special message for the retailer. When he puts that message in black and white in the business paper the dealer reads every week to help him in his business, he shows that he is working with the dealer.

AN APPRECIATION

Canadian Grocer—Please accept our congratulations on the appearance of the "Canadian Grocer Fall Number" and particularly the Eddy Company's advertisement therein. We have never had an advertisement show up to better advantage.

The E. B. Eddy Co., Limited,
Hull, Canada.

CANADIAN GROCER

Southam Bldg., MONTREAL **153 University Ave., TORONTO**
Confederation Life Bldg., WINNIPEG **Carter-Cotton Bldg., VANCOUVER**

LAKE SUPERIOR HERRING

In kegs, half kegs, and pails

British Columbia Cohoe,

Qualla, and Halibut.

Georgian Bay frozen, also pickled trout,

Manitoba Whitefish.

LEMON BROS.

Owen Sound, Ontario

Fruit, Produce & Commission Merchants

Stripes Brand
Grape Fruit
—From Florida

The quality of this fruit is surpassed by none, being delicious in flavor, full of juice and extremely full pack and grade.

We recommend a trial order of this brand and are sure we can count you a permanent customer. The cost is a little more than the ordinary brands but it is worth double the difference you pay.

Sole Distributors

White & Co., Ltd.

TORONTO

Wholesale Fruit Importers

FULL OF FLAVOR
IS THE
BIG BLUE PACKAGE

See that All your customers use them -

Use them on your own table - - -

They satisfy - -

Western Canada Flour Mills Company, Ltd.

TORONTO - - - - WINNIPEG

Stop The Passing Trade—

Write for Illustrated Booklet C-11

For 35 years Bowser Piston-Type Measuring Pumps have been the symbols of Good Gasoline Service. Thousands of motorists are being added each year to the hosts who prefer Bowser-served gasoline and oil. Gasoline customers bring trade on other lines.

The patented Centrifugal Separator guarantees that Bowser-served gasoline is clean and power-*full*. It takes all moisture and dirt from the gasoline before it is pumped into the car reservoir. Bowser Piston-Type Measuring Pumps deliver quickly any desired amount. Positive mechanical stops assure accuracy.

Because the Pumps and Tanks are evaporation-proof and all-metal, all losses are eliminated. Increase your business by installing a Bowser.

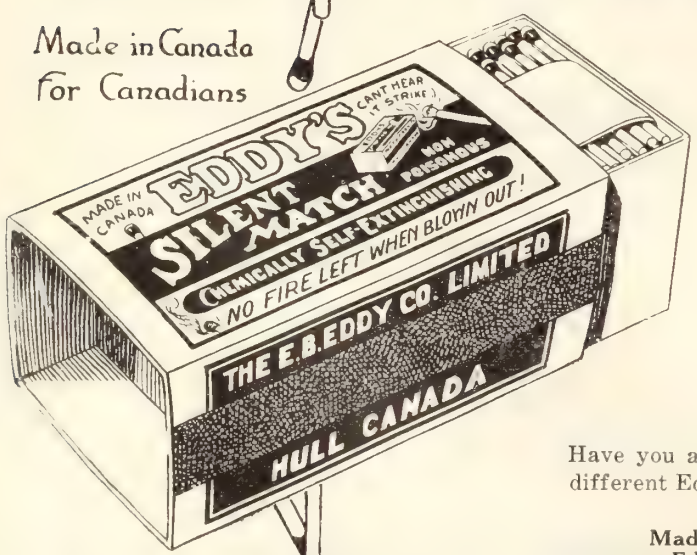
Bowser Equipment is MADE IN CANADA by

S. F. BOWSER CO., LTD., 6668 FRASER AVE., Toronto, Ont.

BOWSER
ESTABLISHED 1885
PISTON-TYPE MEASURING PUMP

You Can Sell Eddy's With Confidence

Made in Canada For Canadians



Every customer of yours knows Eddy's Matches.

So firmly is Eddy quality established with the Canadian public that "EDDY'S" and "Good Matches" have come to be regarded as synonymous terms.

And rightly so. For Eddy's Matches are just as good, just as safe and just as dependable as modern match-making science and more than 70 years' match-making experience can make them.

Have you a stock on hand? There are more than thirty different Eddy varieties—a right match for every occasion.

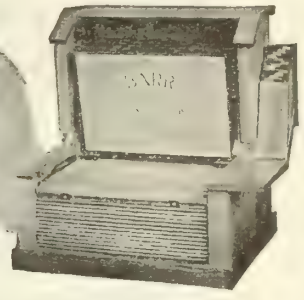
Made at Hull, Canada, where the popular Eddy Fibreware Utensils are produced

The E. B. Eddy Co. Limited, Hull, Canada

Barr Register Limited

Manufacturers of

THE BARR ACCOUNT REGISTER



Trenton, Ont.

Mr. RETAIL MERCHANT: Would You Like to Employ an Expert Bookkeeper at $10.00 a Month?

Without any further trouble on your part than making out your sales slip when your customer makes a purchase, would you like this bookkeeper—

I. To give your customer, with each purchase, without offending him, a statement of the full amount he owes you to date?

II. When a customer wishes to pay his account it gives you, within 30 seconds, a complete statement showing every item purchased?

III. To make you out a yearly statement of your affairs to conform to the requirements of the Dominion Income Tax Act within three hours after you have taken stock?

IV. After 15 months to continue to give you this service for nothing as long as you remain in business?

That is what the Barr Register will do. ***Write us and let us demonstrate.***

GEORGE LANE, Western Representative - 227-231 McDermot Avenue, Winnipeg, Man.

Is It a Good Man You Want?

Wishing and wanting won't get him for you. Advertising probably will. You ask what paper to use? Well, you can waste a lot of good money using wrong papers. The best one to use is CANADIAN GROCER.

This newspaper is probably read by the man you will engage. At any rate, if you want a man trained, the chances are that he sees and reads CANADIAN GROCER. If your advertisement tastes good to him, the chances are he'll answer it. Then it's up to you to land him.

But look for him where he's likely to be—behind some counter or desk in a retail or wholesale grocery house.

You never can tell what's in the mind of men to make them willing to change. Perhaps it's money; perhaps a cranky boss; perhaps climate; perhaps a girl. But it will be something or other.

Sometimes the first insertion of an advertisement finds the man. Sometimes you will have to keep on advertising.

Our part is not to guarantee you answers, or to promise any. We have no control over such things. But we can put your advertisement—and do—into about 6,500 grocery stores, wholesale and retail, all over Canada. This is our part. And surely 6,500 is enough.

Rate is 3 cents a word first insertion and 2 cents per word each subsequent insertion. Numbers count as words. Use a Box Number if you prefer. Five cents per insertion extra for Box Number. Make advertisements brief as a telegram.

Payable Strictly in Advance

Address to

CANADIAN GROCER Want Ads.

153 University Ave. Toronto, Ontario

THE BEST IN 1750 STILL LEADING

PURNELL'S

Pure Malt VINEGAR

IN CASK OR BOTTLE

Purnell & Panter, Ltd., Bristol, England

Be Sure you Ask Your Jobber for

Dominion Spring Clothes Pins

Manufactured by

The J. H. Hanson Co., Ltd.

MONTREAL

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East, Winnipeg

Sankey and Mason, 839 Beatty Street Vancouver

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in

Canadian Grocer

It reaches the Buyers It's a Business-Getter

Rates and Information on Request

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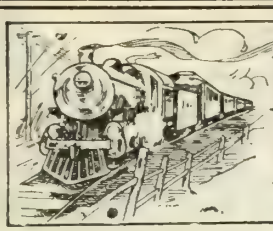


BUYERS' MARKET GUIDE
Latest Editorial Market News

TEA POTS, MIXING BOWLS
And other lines of Rockingham and Cane Ware.
Special price on Crate lots.
The Toronto Pottery Co., Limited
Toronto - Canada

TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

DRIED PEACHES LOOK HIGHER

A recent advice from primary source on the evaporated peach situation says:

"The situation is very strong due probably to the fact that independents are now entirely sold out and the association only having unsold a small quantity of slabs, primes and standards. Prices on choice and all other grades have been withdrawn as no further stocks are available. We expect the jobbing demand to begin immediately after the turn of the year, and it is likely that higher prices will be noted, as there does not appear to be any surplus in the market."

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

NEW BRUNSWICK POTATOES
Largest shippers of Seed and Table Potatoes. DELAWARES, IRISH COBBLERS, GREEN MOUNTAINS. Loading daily. Wire for prices.
NEW BRUNSWICK POTATO EXCHANGE LTD.
WOODSTOCK, N.B.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

Say you saw it in
CANADIAN GROCER
it will help to identify you

Opportunities are Offered Every Week On This Page.

Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

BARGAIN.—A 30-lb Toledo Computing Scale in excellent condition. Just used two months. Beautifully finished in gold. Looks good as new. Only $125.00. Satisfactory terms arranged. Box 140, Canadian Grocer, University Avenue, Toronto.

WANTED

TWO GOOD SALESMEN WANTED One to work Orillia and North, one London and surrounding territory. Preferably with connection with grocers and butchers, to sell scales and meat slicers for Canadian firm on commission. Good men can make money on this proposition. Apply Box 142, Canadian Grocer, University Ave., Toronto.

WANTED Second hand electric coffee mill in good condition with motor attached. CRANBROOK TRADING CO., Cranbrook, B.C.

J. & J. Taylor's Safes

One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. **Price $250.00.**
One J. & J. Taylor safe 18 inches deep, two feet 9 inches wide. four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. **Price $200.00.** Box 108, Canadian Grocer.
153 University Ave., Toronto

Good Sellers make business easy

BAKER'S Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.

Registered Trade Mark

Made in Canada by
Walter Baker & Co. Limited
Dorchester, Mass. Montreal, Can
Established 1780

When Writing to Advertisers Kindly Mention This Paper.

How To Subscribe

Those desiring to subscribe to this paper may use form below. Mail to nearest office. The offices are: 314 Carter Cotton Bldg., Vancouver; 901 Confederation Life Bldg., Winnipeg; 153 University Ave., Toronto; and Southam Bldg., 128 Bleury St., Montreal.

CANADIAN GROCER
MacLean Publishing Co.

Please enter my name as a subscriber to Canadian Grocer. Enclosed is Cheque / Money Order for $4 (four) dollars for 52 copies, one each week.

Name .....
(Write plainly)

Address .....
(Write plainly)

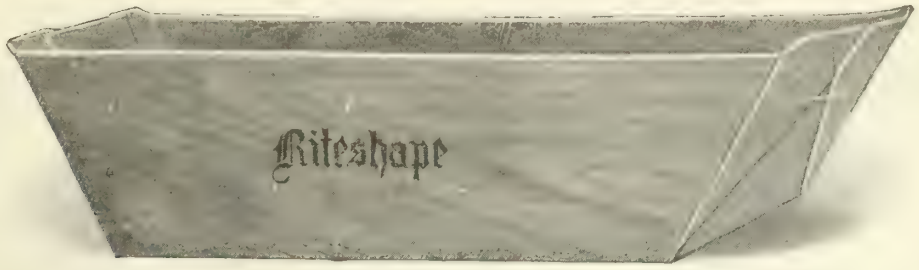
Other subscription rates are: Great Britain, South Africa and West Indies, 16s a year; United States, $4.50 a year; other countries $6 a year; single copies, 25c., in advance.

"Riteshape"

Trade Mark

The Ideal Container for Bulk Foods

FOR
BUTTER
LARD
MEAT
FISH
ETC.



FOR
FRUIT
VEGETABLES
BACON
PICKLES
ETC.

ONCE a grocer or butcher commences using the Riteshape he will use no other but the Riteshape. He finds that it saves him time and money; that it vastly improves his display and his service to his customers; that it makes a neater and more compact package with less paper and string.

All Riteshapes are carefully inspected. They reach you in sealed packages—each package containing an average day's supply—and the whole order in a strong wooden crate. No waste—no dust—the utmost in economy and convenience.

Write for Samples and Prices

VICTORIA PAPER & TWINE CO. LIMITED

430 Wellington Street West, Toronto

Sole Canadian Wholesale Distributors for the manufacturers—The Oval Wood Dish Company, New York.

DOMINION BRAND

"Tasty Cuts"

The New Macaroni

Tasty Cuts is delicious macaroni made from the finest wheat.

It is cut in convenient lengths and comes in a handy little carton, wrapped in wax paper.

Tasty Cuts is made in our great, new sunlight plant at St. Catharines, where it is dried electrically and all the rich flavor retained.

Order to-day from your Jobber or direct.

10c per Package Retail

Dominion Macaroni Company, Limited

Sales office: Hamilton, Ontario

You Can Cut Your Packing and Carriage Costs With

MONO SERVICE CONTAINERS

Mono Service Containers occupy only two-fifths of the space required for cylindrical containers and weigh less than **one-fifth** as much as stone or glass containers. They are designed for successfully and economically packing commodities for limited or indefinite periods. Over 7,000,000 **Mono Service Containers** used by packers of Foodstuffs, Grocers, Confectioners, etc.

With **Mono Service Containers** lighter packing cases can be used, thereby reducing carriage costs and they do away with the expense and trouble of washing, handling, re-labelling, etc., of returned containers. First costs are last costs with **"Mono Service."** Write for further particulars and samples.

Sole Makers:

MONO SERVICE CONTAINERS, Ltd.,

Park Royal, LONDON, N.W. 10

—AGENTS—

BRADSHAWS LIMITED

107 Atlantic Ave.

TORONTO, CANADA

1922 Price Number

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI PUBLICATION OFFICE: TORONTO, ONT., JANUARY 13, 1922 No. 2

The Tobacco with a heart

MACDONALD'S

More Sales—Bigger Volume

Grocers everywhere are increasing volume by tying up with Carnation Milk advertising. They are displaying Carnation Milk in their windows and on their counters. You, Mr. Grocer, can get a share of this business too. We supply attractive sales-getting material—free on request.

Ask our representative, or write direct to us for window trims; giant carton; counter cutout; counter stand; recipe folders and Carnation streamers.

Your jobber can supply you.

CARNATION MILK PRODUCTS CO., Limited, Aylmer, Ontario.

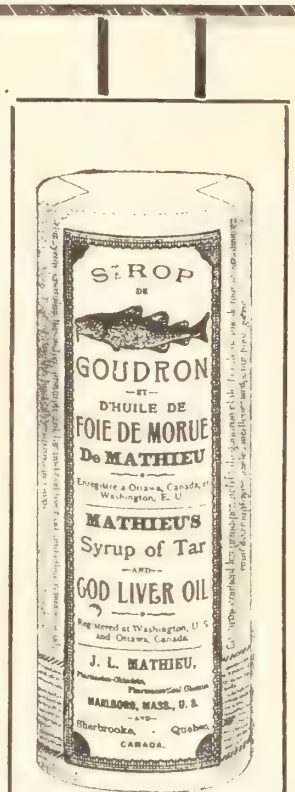
Carnation Milk

"From Contented Cows"

The label is red and white

3 Sizes—6 oz.—16 oz.—32 oz.

Made in Canada



A profitable Fall and Winter side-line that every Grocer can Sell

MATHIEU'S SYRUP OF TAR and COD LIVER OIL

Most of your customers during this fall and winter will need at some time this highly efficient and nationally known **Mathieu's Cough Remedy.** Not only is it a cough cure of the highest order, but it also possesses tonic properties that build up the system while curing the cold.

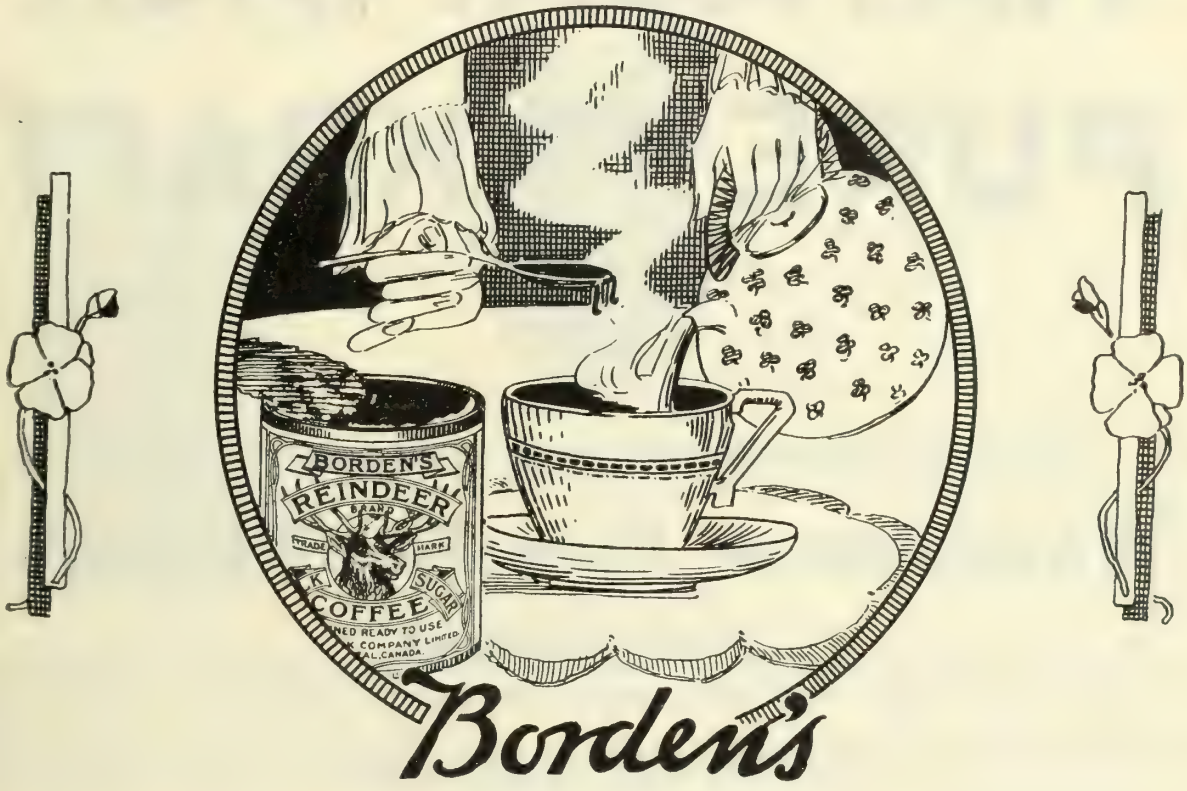
Hundreds of Canadian grocers and general merchants are earning handsome extra profits every fall and winter by featuring this thoroughly dependable remedy. Order a trial supply and get your share of this worth-while business.

J. L. MATHIEU CO., Proprietors,
SHERBROOKE, QUEBEC

"EAGLE BRAND" CONDENSED MILK
"ST. CHARLES" EVAPORATED MILK
MALTED MILK—SQUARE PACKAGES

Borden's

"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
Chocolate Flavor Malted Milk



Borden's

For Your Winter "Tea" Room

Many grocers have greatly developed sales for BORDENS "REINDEER" COFFEE by serving it to customers in their "tea" rooms. It is so easily served and so delicious that you will soon find customers asking for it at the counter. Just a cup of boiling water and a teaspoonful of "Reindeer" coffee.

It Contains Milk and Sugar

Try it out. Your wholesaler has stocks of all **Borden** products.

MONTREAL *The Borden Co. Limited* VANCOUVER

WAYAGAMACK PURE KRAFT

Owing to the progressive policy of the manufacturers

Wayagamack Pure Kraft Papers

Glazed and Unglazed

have in the short space of eight years earned a

World-wide Reputation

YOU protect yourself only if you demand an article that has always given satisfaction.

There are, of course, many imitations therefore when ordering wrapping paper, paper bags and paper containers of all descriptions

Insist on being supplied with

Wayagamack Pure Kraft

which means

Strength and Security

It is stocked by and can be obtained from all the principal paper wholesalers from Halifax to Vancouver.

C L A R K ' S S O U P S

MADE IN CANADA *BY CANADIANS*

If you will place

CLARK'S CHICKEN SOUP

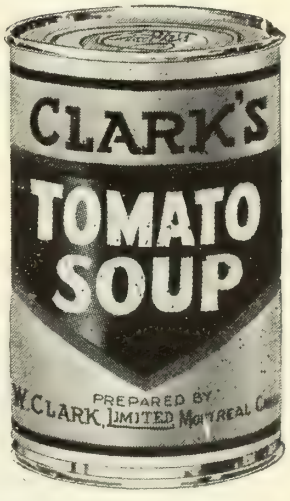
---and---

CLARK'S TOMATO SOUP

on your display counter, Mr. Grocer you will soon notice that they are

Q U I C K S E L L E R S

Eleven other CLARK kinds, all prepared from the finest ingredients and delicious in flavour, gives your customers an elaborate choice, and brings them "back for more."



We are mailing you a price list in the next few days. Send us a postcard if you do not receive it. It is IMPORTANT to you.

W. CLARK, LIMITED MONTREAL

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers Agents'
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

S. G. Freeze & Co.
Wholesale Grocery Brokers and
Manufacturers' Agents
806 Herald Building,
Calgary, Canada.

DONALDSON PHILLIPS AGENCIES LTD.
744 Hastings West. VANCOUVER Cable Address "LIVEWIRE"
MERCHANDISE BROKERS, IMPORTERS, EXPORTERS
Canned Salmon, Nuts, Dates, Seeds, Cocoa-butter, Cereals etc.

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

CAN GIVE YOU

SERVICE

and by **service** we mean we give our principal's account **preferred attention** in every respect; **we** have a **sales organization** second to none; **exceptional warehouse accommodation** at all points, along with the **financial responsibility** which means much to the **manufacturer** who wants some guarantee of **stability** from their representatives.

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WESTERN CANADA

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The **"House of Scott-Bathgate"** offers manufacturers who are desirous of successfully placing their products in the rich Western field a personal selling organization with an 18-year-old reputation for producing big results.

We have successfully placed such products as Christie's Biscuits, Robertson's Confectionery and Hungerford & Smith's Fountain Supplies and we can do the same for yours. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

Ship Your Goods to the Well Known Firm of H. L. Perry Co., Limited, Storage (Free and Bond.) Distributing and Assembling of Pool Cars Our Specialty

COMMISSION DEPARTMENT

Coupled with the above service, we have a Commission Department with a competent staff, operating throughout the entire West.

This department will execute any buying or selling commissions for you.

This Combination of Departments offers a service that is unique.

THE H. L. PERRY CO., LTD.

214 Princess St. - WINNIPEG

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250 publications - dailies - weeklies and Farm Journals, advertise Gold Standard Tea. The Codville Co. Ltd.

7

Storage and Distribution

Winnipeg

Insurance 30c

We operate the largest fleet of motor trucks in

Western Canada

Supplemented with a team service, which enables us to give a fast and dependable service.

Communicate with our Traffic Department for rates, etc.

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LIMITED

Frost and Wood Building,
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Grocery Specialty Brokers
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Satisfactory Representation Guaranteed

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WE COVER LOGGIE, SONS & CO. CANADA
32 Front TORONTO — St. West CANADA

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Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

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Established 1885
SUGARS FRUITS

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
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Commission Brokers, Manufacturers' Agents
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GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
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Joseph Travers & Sons Ltd.
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The largest and oldest Wholesale Grocers in the Empire.

SCOTT & T HOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

D. W. Clark & Sons
248 Avenue Road
TORONTO
Grocery Brokers and Commission Agents
We invite correspondence from Domestic or Foreign manufacturers who desire to secure proper distribution.

The Advertisers would like to know where you saw their advertisements—tell them.

Standard Goods Win Abiding Trade

Cottam Bird Seed

The Standard of Bird Keepers and Grocers Since 1881

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

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GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves
Importers & Exporters Peas and Beans
Produits Alimentaires Food Products
ST. NICHOLAS BUILDING, MONTREAL

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Italian Perfumes
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Established 1876
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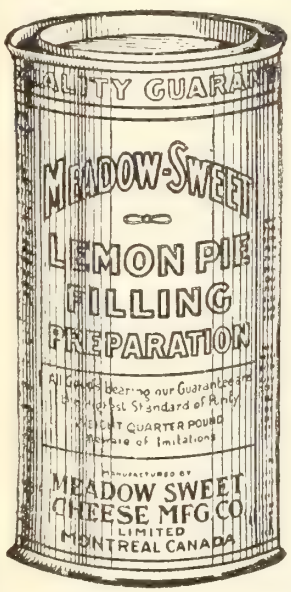

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Good Profits for You in Handling These Lines:

"Meadow-Sweet" Cream Cheese
Meadow-Sweet Pie Fillers
Meadow-Sweet Peanut Butter
Meadow-Sweet Cream Sugar
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Representatives Wanted for
Central Ontario
Representatives for OTTAWA VALLEY
E. N. & W. E. Soper, Ottawa
Maritime Agents, Angevine-McLaughlin, Limited

"MEADOW-SWEET" CHEESE MFG. CO., LTD.
302 Notre Dame St. West MONTREAL

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London.
A.B.C. Codes used, 4th & 5th Editions.
LIMEHOUSE, LONDON, E., England

Canadian Agents:
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.
HUGH LAMBE & CO., TORONTO.

Be Sure you Ask Your Jobber for

Dominion Spring Clothes Pins

Manufactured by
The J. H. Hanson Co., Ltd.
MONTREAL

This attractive store of W. J. Hopgood, Halifax, N. S., is equipped with Walker Bin Modern, labor-saving, store fixtures.

Now after Stocktaking the question is—

FIRST. How can we reduce our cost of doing business, in other words, upkeep, rental and wages?

Rent is not coming down, we don't want to cut wages, but we do want to make money even after reducing prices to lower levels demanded by our buying public.

We can do all by use of **Walker Bin Fixtures,** the only time, labor and space saving equipment system **made in Canada.** Ask the user of stores you see illustrated from time to time. He knows, then send your floor plan to factory and ask for catalog with price on equipment to best suit your store. Sectional units kept on hand for prompt service.

The Walker Bin & Store Fixture Co., Limited

—Manufacturers and Designers of Modern Store Fixtures—

Kitchener, Ont.

NU-JELL *(THE PERFECT JELLY POWDER)*

AND

Harry Hornes "Double Cream" Custard are the Two Best Bets for *The* Grocer of 1922.

You May Buy Cheaper Varieties—But You Won't Buy Better.

NUCOA

"A Wholesome Delicious Spread for Bread"

Eat NUCOA Yourself and You Can Sell it Better--

Do not confuse Nucoa with other spreads for bread. It is made wholly from pure, sweet, nut oils and pasteurized milk. It is free from animal fats. To use Nucoa in your own household, is to convince yourself of its deliciousness.

While Nucoa is moderate in price, the steady demand for it, *from rich and poor alike,* is based on Nucoa's quality. Every grocer should add this profitable staple to his line.

THE NUCOA COMPANY

Nucoa Building
Fourth Avenue at 23rd Street
New York City

To Warehouse Men

IMPORTANT NOTICE

1. Always pile canned goods cases on THEIR SIDES, allow for air space between cases. When possible, change their position once a month.

2. Storage must be COOL, DRY AND FROST PROOF.

3. Watch constantly for leak stains on the outside of case and REMOVE LEAKY OR BLOWN TINS AT ONCE.

(Copies of this Notice on Stiff Board will be sent on application together with more detailed suggestions for better storage of Canned Goods.)

DOMINION CANNERS LIMITED

HEAD OFFICE - HAMILTON, CANADA

Kolacafé

REG'D.

The World's Best Coffee Essence

Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 40 Adelaide St. West, Toronto.

The Best Time to Install your Eureka Refrigerator

is right now, to be prepared for the early, warm days of next season.

If you delay installing your refrigerator now, you may delay too long; the warm weather may be with us before you place your order—and you will lose money.

Having your refrigerator a few weeks early will save you more money than having it a few weeks late.

We have the most attractive lines of Eureka Refrigerators for Grocers in stock and can make prompt shipments. Place your order early! Write **to-day** for free illustrated literature.

Eureka Refrigerator Company, Limited

Head Office and Factories **Owen Sound, Ont.**

To the Grocery Trade

In two weeks time our travellers will be calling upon you with a full line of Grocery Sundries including Canned Fruits, Canned Vegetables, Pure and Blended Jams, Pickles, Catsup, Fruits in Glass, Peanut Butter, Olives, Jelly Powders, Maraschino Cherries, Shredded Cocoanut, Flavoring Extracts, etc., and will also start booking orders for the 1922 pack of canned goods.

We wish again to emphasize that it is the policy of this Company to produce only the highest grade of merchandise: our lines not competing with ordinary goods but establishing and maintaining a quality standard of their own, equal or superior to the best imported goods.

We will appreciate any courtesy that you may extend to our representative when he visits you.

United Food Products Limited

Head Office - Hamilton, Ont.

SAPON

GOLDEN CEREAL SOAPS

IDEAL FOR TOILET USE

Sapon Golden Cereal Soap although somewhat new to the Canadian Market, has been used by the people of England for many years and is recognized in that country as the finest of all soaps for toilet use.

Sapon is the only Cereal Soap made, and keeps the skin in perfect condition owing to the fact that not a particle of animal fat is used in its manufacture.

Display Sapon Soaps in your store—you will find it a ready seller.

Any wholesaler can supply you.

MADE IN CANADA BY
SAPON SOAPS OF CANADA LTD., HAMILTON, ONT.

Also at LONDON, Eng., MARSEILLES, France, and NEW YORK.

SPECIAL REPRESENTATIVES:

The Wilson Chemical Co. Ltd., St. John, N. B.
C. & J. Jones Winnipeg
A. H. Jarvis, Brokerage and Purchasing Co., Ltd. Edmonton, Alta.
D. M. Christie Vancouver, B. C.

SAPON

GOLDEN CEREAL SOAPS

Made in a Variety of Shapes and Perfumes

ANOTHER REDUCTION in the price of BISCUITS

DURING the year 1921 Christie, Brown and Company, Limited, have made several substantial reductions in the price of biscuits. Sodas were reduced 2c per lb., Arrowroots 4c and many other lines reduced from 3c to 4c per lb., and now, from January 3rd, 1922, owing to increased production and slightly lower costs, OTHER SWEEPING REDUCTIONS have been made—as follows:—

Hard Sweet Lines Reduced	4c per lb.	"B" Size Sodas, Wafers	26c per doz.
Marshmallow Lines Reduced	2c " "	Slab Cake	5c per lb.
Sandwich Lines Reduced	2c " "	Cheese Wafers	3c " "
Jam Filled Lines Reduced	3c " "	Shortbread	3c " "
Soda Lines Reduced	2c " "	Oyster Crackers	3c " "
N. W. Packages Sodas	3c	Smyrna	2c " "
"C" Size Long Tin Sodas	5c	Sultana	2c " "
Pails Sodas	5c	Vanilla Wafers	2c " "
"A" Size Sodas, Wafers	10c per doz.	Family Pilot	2c " "

When biscuit prices were advancing progressive merchants wrote their stock up to replacement values. When biscuit prices decline it is in the interests of progressive merchants who want a faster turnover and increased business to pass on and to tell their customers about lower biscuit prices.

Lower biscuit prices will increase your biscuit turnover.

CHRISTIE, BROWN & CO., Limited

202 KING ST. E. - TORONTO

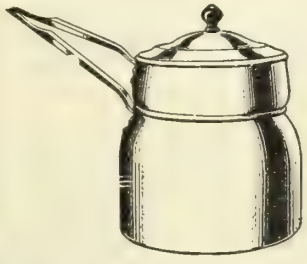
Branches

442 Clark St.
Montreal

77 Dalhousie St.
Quebec

FREE ALUMINUM DOUBLE BOILER FOR GROCERS

THIS CERTIFICATE given with a purchase of each full case of—



Quaker Oats, 36s (two 18s equal 1 case 36s),
Quaker Oats, and Tillson's Oats, 20s,
Tillson's Oats, 20s (Aluminum Assortment).

ON OR BEFORE FEBRUARY 1, 1922, mail ten of these Certificates (when accumulated) to The Quaker Oats Company, Peterborough, and the two-quart heavy aluminum double boiler as shown here will be sent promptly, **Free of all Charges.**

Sign your name and address distinctly here.

Name .....

The Quaker Oats Company *Street* .....

PETERBOROUGH, ONTARIO *City* ..... *Prov* .....

(FACSIMILE)

How many of the above certificates have **YOU** filed on the nail back of the counter or in your cash drawer?

They are as good as cash if you have ten of these certificates to send us by January 31st.

Your ten case total can be made up by an order placed immediately for any of the following:

Quaker Oats, 2, 18s	**$4.00**
Quaker Oats, 20s, square or round	**5.00**
Tillson's Oats, 20s, square or round	**5.00**
Tillson's Aluminum Oats, 20s,	**6.00**

If you have 5, 6, 7, 8 or 9 certificates on hand don't put off buying the few additional cases necessary to get this $3.00 aluminum double boiler.

This is the season for best sale of package oats and Quaker oats and Tillson's Oats are the standard sellers.

The Quaker Oats Company

PETERBOROUGH - CANADA

"Member Audit Bureau Circulations"
"Member Associated Business Papers"
"Member of Canadian National Newspapers and Periodicals Association"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXVI TORONTO, JANUARY 13, 1922 No. 2

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B. T. HUSTON, Manager.
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H. A. WEBB, Associate Editor, Montreal.
H. V. STODDARD, Montreal Representative.
C. M. MUTCH, Toronto and Hamilton Representative.
J. C. BELL, Ontario Representative.
E. H. HAWKINS, Western Representative, Winnipeg.
R. A. HUNTER, Vancouver Representative.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone 1004. Toronto, 143-153 University Avenue, Telephone Adelaide 5740. Winnipeg, Room 901, Confederation Life Bldg., Main Street, Telephone A. 3778. Vancouver, 814 Carter-Cotton Bldg., 198 Hastings St. W., Telephone Seymour 4337.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

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2196 MILES OF "SALADA"—

The "SALADA" packets sold in 1921, if placed end to end **would reach right across the Atlantic Ocean. This tremendous stride** of **11,596,882** pounds shows once more that the people demand and appreciate the **"quality"** in "SALADA."

Facts Are The Best Advertisements, and the fact that "SALADA" sales **increased 2,362,147 pounds** in one year, shows the demand.

"SALADA" is delicious—"SALADA" is guaranteed—"SALADA" is popular. Having once tried it, every grocer, every housewife, every tea-drinker always favors

"SALADA"

"THE DELICIOUS TEA"

How He Got His Man

A merchant in Montreal wanted a man to manage his store. He advertised in the daily papers and secured many replies. He also used an announcement in the Want Ad. page of CANADIAN GROCER and several replies were received. He chose his man from the latter. In fact, the only men who at all suited his purpose, were those who applied through this paper.

CANADIAN GROCER reaches business men in the trade. There are good men scattered all over Canada who read the CANADIAN GROCER and who are interested in such a proposition.

To get the man you want; to secure a position; a partner, to sell some used equipment; to buy second-hand equipment, use the Want Ad page of CANADIAN GROCER. It gets results.

THESE ARE PANCAKE DAYS--and that means big profitable sales of this old time favorite syrup.

Bee Hive Corn Syrup

This pure delicious syrup possesses an unusually fine flavor that will win approval from your most exacting customers.

It is always a big profitable seller during the Fall and Winter months.

For serving on pancakes, as an afternoon spread for the youngsters, for economizing on sugar and as a welcome change from more costly desserts it is unequalled.

Like all other ST. LAWRENCE quality products BEE-HIVE Syrup is the finest that money and human skill can make and grocers who feature it are assured of fast, profitable turnovers.

St. Lawrence Starch Co. Limited

PORT CREDIT, ONT.

Quality and Advertising have made Red Rose Tea successful

People have talked about it in every hamlet in Canada for over 27 years.

Red Rose Tea in its strongly made, wax-lined sealed package lends itself well to store display.

This with the known quality forms the big buying motive, and makes it satisfactory to sell.

People are demanding more than ever the high quality teas. Ask our salesmen how to make Red Rose Tea sales bigger.

T. H. Estabrooks Co., Limited

St. John, N. B., Montreal, Toronto, Winnipeg, Calgary

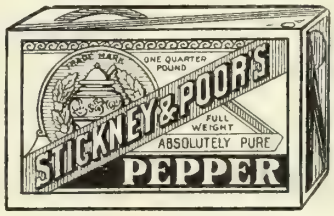
You never saw a 'pedlar' selling our popular

HIGH GRADE BROOMS

Most pedlars sell various brands of brooms in their house to house canvass but you have yet to see one selling our popular brooms. The reason is we won't deal with them and never did.
When you sell any of the high-grade brooms you can depend upon it that no pedlar can step in and take your trade because no other broom will satisfy your customers just like Waterloo Broom & Brush Company brooms and no pedlar can ever sell them.
Write for quotations on our high grade Brooms and Whisks. Special attention to mail orders.

Waterloo Broom & Brush Company, Limited
Phone 286 **Waterloo, Ont.**

Spices of Quality



Pepper, Cloves, Allspice, Cinnamon, Cayenne, Paprika, Ginger, Carroway, and many others

that please your trade

The name
STICKNEY & POOR
stands for everything that your patrons expect when they buy mustards, spices, seasonings and extracts, for the kitchen or for the table.

THE STICKNEY & POOR STANDARD
of excellence has stood the test of time and competition for more than a century, and their products should be a part of your service to the people of your community.

Your co-operating Servant,
MUSTARDPOT.

STICKNEY & POOR SPICE COMPANY
1815—Century Old—Century Honored—1922
MUSTARDS SPICES BOSTON AND HALIFAX SEASONINGS FLAVORINGS

It Pays to sell old Favorites like

KEEN'S
OXFORD BLUE

Canadian women from Halifax to Vancouver know **Keen's Blue** and have confidence in it — Grocers who sell it are assured of faster and more profitable sales. How is your present stock?

COLMAN-KEEN (CANADA) LTD.
520 King St. West, - Toronto

New Prices
on
Puccini's "Lion Brand" Macaroni

"Lion Brand" Products:-

Macaroni, Vermicelli, Spaghetti, etc.

In 1 lb. packages, 30 to case.....	$3.40
8 oz. packages, 30 to case.....	2.00
In boxes (loose), 20 lbs., Italian style	1.85
In boxes (loose), 5 lbs., Italian style	.50
In boxes (loose), 10 lbs., Italian style	1.00

Puccini's Lion Brand Macaroni is recognized by experts to be the only Canadian product that can be compared with the best imported. Mr. A. Puccini is known to be one of the most expert manufacturers of macaroni in North America. He is the only Canadian macaroni manufacturer to hold the Italian Medal and Diploma of Merit, and every box of macaroni manufactured in his factory is made under his own supervision.
There is greater food value in Puccini macaroni than contained in the average brand.

Order the best quality Canadian Macaroni by specifying "Lion Brand" to your wholesalers—or write us direct.

A. Puccini & Company, St. Catharines, Ont.
Head Office: 55 Front St. E., Toronto

CANADIAN GROCER

VOL. XXXVI. TORONTO, JANUARY 13, 1922 No. 2

World's Supply of Tea is Reduced

The Total Reduction at the Close of 1921 is Approximately 209,000,000 lbs.—Situation at Present is Very Strong With Steady Advances Reported in Prices at Auctions in London, Calcutta and Colombo

WHILE the prices on the finer grades of tea have varied very little in the past couple of years, the year 1920 closed with common and medium grades considerably below the price ruling in the immediate days preceding the outbreak of the war. In making comparisons it must be kept in mind that in 1914, tea came into Canada free of duty whereas now there is a duty of from eight to twelve cents per pound according to the grade and the country of production.

With the termination of the war buyers generally the world over were looking for a drop in prices and apparently settled down, making up their minds not to buy until the drop came. The result was with everybody pursuing this policy, and simply buying on the hand to mouth basis, the markets became so depressed that growers were compelled to operate at a loss. This condition resulted in many of the smaller gardens ceasing to operate and some becoming bankrupt. The larger gardens at the beginning of 1921 formed an association and made a strong aggreement to curtail picking operations to the finest kinds, allowing the lower grades to die on the bushes. Added to this they had a very unfavorable growing weather during the past season.

Russia Has Been Shut Off

Some measures were taken in 1919 and 1920 to curtail production in India and Ceylon, but the effect of these measures was hardly felt until the present year. It will be remembered that during the war period and up to the present time, Russia which normally consumes annually 180,200,000 pounds of tea has been practically shut off from receiving tea. At the same time the tea countries, up to the close of 1919, continued to produce to the same extent, or in some instances in only slightly reduced quantities. The consequence was that at the beginning of 1921, the production was far in excess of the consumption, and stocks of teas accumulated. Since then however, this accumulation has gone into consumption and in the case of a large portion of the poorer grades unfit for human consumption, has found the way to other sources of use such as chemicals.

Reduced China Crop

Beginning in 1918 a reduction commenced in China Congous until the year 1921 closed with a crop of only 20,000 half chests against a normal crop of 650,000 to 700,000 half chests. The total reduction in the world's supplies of tea at the close of 1921 was approximately 209,000,000 lbs., made up as follows: India, 70,000,000 lbs.; Ceylon, 30,000,000 lbs.; Java, 30,000,000 lbs.; China 50,000,000 lbs.; Japan, 20,000,000 lbs.; and Formosa, 9,000,000 lbs. The above figures do not take into account the entire lack of shipments of brick tea to Russia from China, which normally is some 50,000,000 pounds annually.

Small Imports From Japan

Japan teas were not reduced in price to the extent that some buyers anticipated, and the result has been that the importations into Canada were very small. The total importations to Canada and the United States this past season, of Japan teas were less than 13,000,000 pounds as compared with 23,000,000 pounds last year and 42,000,000 pounds during the season of 1917-18.

The diminishing supplies of Japan teas have been caused largely by labor conditions in that country and a recent advice from that country states that there has been a neglect of cultivation of the tea bushes and that any earnest attempt to increase production could not show results for at least two or three years as many new bushes would have to be set out and the neglected bushes would take that time to come back to a bearing condition.

Steady Advances At Auctions

For many weeks there have been steady advances at almost every auction in London, Calcutta, and Colombo and while financial conditions have operated against merchants accumulating extra supplies, the result is now a very strong statistical position with indications for the situation to remain so for some time, or at least until the next India crop is available which does not arrive on this market in any quantity until October or November.

The Advancing Tea Market Not Affecting Package Prices Now

T. H. Estabrooks, President of T. H. Estabrooks Company, St. John, N. B., was in Toronto the first part of the week on his way back to St. John from Winnipeg.

In an interview with him Canadian Grocer referred to the advancing market on teas during the past few months and asked if this would mean an increase in package tea prices.

"You can say definitely," replied Mr. Estabrooks, "that we have no intention of raising the prices of Red Rose Tea in the near future."

Trend of Coffee Prices in the Current Year is Likely to be in an Upward Direction

Present Situation Would Indicate That Higher Prices Are Inevitable — This Year's Brazilian Crop Promises to be Short and Over 50 Per Cent. of World's Visible Supply is Held in Brazil

DURING the early part of the year 1921 the coffee trade had still to suffer under the aftermath of the enormous decline in values which had started in the summer of 1919 and which had continued with short interruptions all through 1920. The price-fall culminated in March last, when future deliveries on the New York Exchange sold to around 5c. in contrast to a quotation of 24.65c. reached in June 1919. At the same time Santos No. 4 with the usual description were offered at and slightly below 8c per lb. c. & f. New York. The unfavorable economic conditions prevailing all over the world would probably have favored a still further decline, had the Federal Government of Brazil not stepped in, starting to buy up the surplus stocks which were weighing on the markets in Rio and Santos and which the trade in consuming countries was either unable or unwilling to take hold of.

A Gradual Advance in Prices

The consequence was a gradual advance in prices, which became more pronounced when reliable reports began to be received pointing to a very small Brazil crop for the year 1922-3 on account of drought and other unfavorable weather conditions which have prevailed in the principal coffee-growing districts since last summer.

Estimates for the next season predict on an average a total Brazil production of nine to ten million bags, while the current crop year is expected to yield about eleven and a half to twelve and a half million bags; from other countries an annual production of five and a half to six and a half million bags may be looked for, giving an average of say seventeen million bags of all kinds for this and next year as against a probable annual consumption of nineteen and a half million bags. Of the present world's visible supply, amounting to about nine million bags, over 50% are held in Brazil, mostly under Government control.

Will Tend To Stronger Levels

As Brazil produces by far the largest percentage of coffee, and as market conditions are based on the Brazilian situation the tendency is that the market will develop even stronger tendencies, and with a likelihood of this year's crop being short higher prices seem inevitable as 1922 progresses.

Certain Spices Show Quick Reaction From the Low Points of the Liquidation

Such Lines as Cloves, Red Peppers, Mace and Nutmegs Are Likely to Remain Scarce and High, at Least, During the First Half of 1922—Mustards Likely to Show Improved Values

A FACTOR which makes it rather difficult to cover the spice market as a whole, is that these commodities are produced in widely separated areas, each locality, to a large extent affected by conditions varying from those which affect other localities.

As in many other markets, the high cost, of the labor still employed, has been the factor which has been the slowest to deflate. In many countries this class of the population has still to learn the lesson. This high expense of gathering crops is almost world wide whether in Italy, Austria and France, where so many of the seasoning herbs are grown, or in the East Indies, China and Africa.

Have Shown Quicker Reaction

In a few articles such as cloves, red peppers, mace and nutmegs, the reaction from the low points of the liquiddation came more quickly and with sharper movements than in many other grades and are therefore likely to remain scarce and high during at least the first half of 1922. In the edible seeds, such as poppy, caraway, yellow mustards, etc, as well as in the bird group (canary, rape and millet) the low points seem to have been touched and an improvement in values, particularly in yellow mustards, is very likely to take place. The crop of Zanzibar cloves in the East is about half of the normal crop. Futures for shipment from the East are 2 to 3d. per lb. higher than spot stocks in London and considerably higher than spot stocks in New York and Montreal and on the basis of a replacement value will likely be very much higher early in the year, especially when the oil pressers come in again for their requirements, which will be sometime in January.

Singapore Peppers Higher

As to the Singapore peppers, the blacks are a good deal higher for shipment than spots, yet spot stocks are very scarce, Singapore white, however, can be bought in the primary market for less than spot prices. This by reason that the spot stocks are quite scarce. As to the total crop available in the primary market, this is not very great, and the high price for white pepper alongside of black is largely due to high labor cost of makng white pepper.

Many varieties of spices are directly affected by the fluctuations in Sterling Exchange which has had a material advance, and any further advance is likely to be reflected in the prices of the commodities, themselves.

Broom Corn Is 50 Per Cent. Higher Now Than In October

The market for broom corn opened in 1921 very low and it remained so for several weeks, and owing to the fact that trade was very dull, and the broom corn market fairly settled, the majority of broom manufacturers, apparently in order to stimulate trade, decided to reduce prices. This was done, notwithstanding the fact that many of them had higher-priced broom corn on hand.

Since the middle of October broom corn has been steadily advancing. This is due to the crop of broom corn turning out to be considerably less than at first anticipated. The advance in the price of broom corn has been a gradual one, and the year 1921 closed with prices 50 per cent. greater than at the beginning of October when the market for the new crop opened.

There have been no other important changes in raw materials and other costs which go into the making of the finished broom, but in view of the conditions in the broom corn market, the trade can naturally look for an upward revision in prices on brooms during the early part of 1922.

Candy Prices Will Depend Largely On Sugar Market

Discussing the probable market situation in candies during 1922, Wm. Robertson of Robertson Bros., Queen St., East, Toronto, is decidedly optimistic, and he is looking for a good year. Everything in the way of prices will depend chiefly on the sugar market, and ruling conditions in other ingredients that enter into the manufacture of candy. He does not look for any higher prices of candy, but he believes the situation will be altogether guided by the sugar situation. While the turnover in 1921 was not as high in point of dollars and cents as in the preceding twelvemonth, there was every reason to be gratified with 1921, and on the whole the volume of business done was highly satisfactory.

He was optimistic as far as 1922 is concerned, and his firm is anticipating big business.

Tons of Old Raws are Unmarketed

Lower Prices on Refined Sugar May be Expected, When Recent Purchases of Raws Are Refined—New Crop of Cuban Sugar is Large and Comes On An Already Weak Market—Cost of Raws Laid Down in Montreal To-day is Around $4.12 Per Cwt.

By Staff Correspondent Canadian Grocer

MONTREAL Jan. 10—(Special). The rapidly declining sugar market attracts much attention in the grocery trade. There is much speculation as to what turn in sugar 1922 will bring. The fundamental principle behind price is supply and demand and this is mainly responsible for the changes seen in the past year. This, too, will determine the trend this year. At present the price on refined sugar stands at the level of May 1915 and may be expected to go lower.

Raws At 1902 Basis

The cost of raws for the first of the new crop stands at practically the basis of 1902. The lowest level reached by raws, according to the figures of two of the Canadian refineries was 1.56c in that year. While the quotations on raws c. & f. New York stands at about 1.75c, spot sugars are quoted at practically two cents. It is granted by the refiners that the price of raws is weak and will remain so unless some unforeseen circumstances arise. If Europe should come into the market as a buyer on a bigger scale, a scale that would be necessitated, if her former consumption were resumed, the supplies of raws on hand would not be as over abundant as they now are, and the market would show more strength. This, however, is improbable since Europe has not the money to buy in such quantities.

Actual Cost On Present Sugar

According to figures given Canadian Grocer by one of the Canadian refineries, the cost of the raws now being refined is two dollars a hundred, plus 33 cents freight to Montreal, 12 cents for exchange and $1.68 for duty, which makes the cost of raws laid down in Montreal $4.12 per cwt. Since on this basis refined sugar is being sold wholesale at $6.90, it is evident that if something unforeseen does not occur, the price of refined will come down, at least when the cheaper raws are being refined.

A Bigger Consumption

While the American refineries are quoting a price approximately two cents a pound lower than the Canadian price, it must be considered that they have eleven people to feed to one using sugar in Canada and the bigger the production the lower the cost of refining per pound. This, the refiners state, is their hope in the dropping price, in that with the reduced price the consumption will be increased and their plants will be working to something near to capacity.

A Lower Market Expected

It seems evident that a lower price on granulated sugar will come in the near future. The consumption during the past year has been curtailed by the price. The crop in Cuba was large and the new crop is large. When it came on the market on January first, 1,250,000 tons of the old crop were released, to be disposed of as the holders see fit. This coming on an already weak market may mean a lower price on raws.

Higher Cost Of Refining

Most of the Canadian refiners have cleaned up their old supplies and are running close to the primary market. Even at that the granulated sugar on hand represents raws bought anywhere from three to six weeks earlier. The cost of refining is much higher than in 1902 or later and carrying charges are also higher.

"If Crops Are Normal Canned Goods Should Be Lower"

The pack of canned goods the past season was a very light one and all canners' stocks are likely to be well cleaned up before the next season's pack, with perhaps the exception of one or two lines. Tomatoes are likely to show firmer prices right up until the new pack is available in the fall. This is owing to the fact that the pack in the United States is one of the smallest on record and it is quite probable that any surplus tomatoes will find their way into the United States. Canned peas are also getting scarce and about the only peas procurable are the cheaper grades. Fancy and choice quality Nos. 1, 2 and 3 sieve are practically exhausted. Corn is still fairly plentiful but owing to the lower prices this season as compared with last year, a larger consumption should take care of the pack.

With fruits the pack last season was practically nil and with any ordinary demand there are not likely to be any fruits carried into another season. "In regards to next season's pack, every indication points to lower prices, providing, of course, the crops are normal," stated W. R. Drynan, Dominion Canners, Hamilton, in an interview with a representative of Canadian Grocer. "Labor will cost less and will be more efficient. Wooden boxes will be lower. Tin cans this year cost pretty near the top price, but for the next pack the cost of tin cans will be materially lower. Considering the low price at which farmers' produce has been selling it is probable that these prices will be correspondingly low another season."

"There is one thing that packers are quite certain about, and that is, to ensure large consumption prices must be low and to render the canning industry profitable there must be considerably increased consumption," concluded Mr. Drynan. "Competition in the canning business is quite strong and if all the factories operate to full capacity this next season, there is likely to be a large surplus another year, which will also tend to keep down prices."

Does Not Look For Lower Prices Of Laundry Soaps

According to interviews with manufacturers of laundry soaps, there does not appear to be any indication for lower prices, at least during the early part of the year 1922.

"We do not anticipate any activity in trade until early in the year," stated J. B. Ganong, Lever Bros., Toronto, to Canadian Grocer. "While the soap trade is fairly uniform, there is always somewhat heavier buying in the spring and fall. The outlook for the soap trade next year is good. Stocks of soaps in the hands of the wholesale and retail trade are small and for their immediate requirements only, so that there is buying from time to time to take care of the demands of the consumer."

"It is hard to state anything with definiteness in regards to the probable trend of prices during 1922," continued Mr. Ganong. "While freight rates have gone down to some extent, they are still very high as compared with pre-war rates. There has not been any reduction in labor costs, at least, not to any extent. Costs of packages are lower. Raw material prices have been stationary for some time past, and we do not look for any lower prices, taking into account the cost of production."

Southern Rices Likely to go Higher

Before the 1922 Crop is Available, Which is Not for Eight Months, the Situation Promises to be Much Stronger—As Far as the European Market is Concerned, Everything Depends on the Removal of Present Restrictions in India

THE PRESENT crop of American rice including all grades and varieties will amount to approximately 9,000,000 pockets of 100 pounds each of clean or milled rice. This is about 3,500,000 pockets less than was harvested last year. The domestic consumption of rice in the U. S. last year was about 6,590,000 pockets with an export of about 5,000,000 pockets, and a carryover of 1,000,000 pockets. On the present crop the domestic consumption has been fully equal to that of 1920, but not quite so large on exports. Opening prices for the season were on a basis of 5⅜c. f.o.b. mill and they gradually declined to as low as 4c. f.o.b. mill, with a recent reaction of 4⅜c. to 4½c. f.o.b. mill. The late advance was caused by improved buying both for domestic purposes and for export.

The position at the source is very strong and decidedly in favor of the farmer because of the loans advanced by the War Finance Corporation. In this respect the situation is stronger than in 1920 when the farmer was forced to liquidate his holdings through pressure of the banks. Now that the farmers are in a better position financially, they are able to hold their supplies until the price is where they think it should be. Taking the situation into consideration from a financial and statistical standpoint, the tendency is that higher prices will prevail on southern rices before the 1922 crop is available, which will not be for eight months to come.

The European Situation

Rices are divided into different groups which have characteristics of their own, influences which are peculiar to each group and which go to strengthen or weaken the market. These groups are geographically defined. In speaking of the European market, that is the rices from India and Japan, which are for the most part marketed through England, A. B. Ross, managing director of the Mount Royal Milling Co., Montreal, told a Canadian Grocer representative that the European financial situation was such that buying was only of a sporadic nature and changes with the buying power of foreign currencies, such as pounds sterling, and the German mark. He stated that political unrest in India, which is one of the largest, if not the largest rice producing country in the world, makes governmental control of the export essential. If the political situation improved and the crops were good the government's export restrictions might be removed and at any time a sudden flood of rice will come on the market. Up to he present however the government, he said, had exercised its control in a marked manner, but there was a recent report that this control would be entirely done away with for the early part of the crop which was just coming into the market. If this was the case it would have a tendency to reduce prices generally."

Japan Buying Rice

On the other hand, Mr. Ross continued, a country that has in other years been a large producer and exporter of rice, was buying rice for her own use. She was seeking a market and if the restrictions were removed in India, Japan would likely be a big buyer of rice in Indo-China, British Burma and Hong Kong. This to some extent would absorb the supplies freed in India. As far as could be seen, the future of European rice swings on the chance of restrictions in India being removed.

Canada Is Going To Have A New 5-Cent Coin

Ottawa, Jan. 9.—Canada is to have a five cent nickel coin. Minting has begun. In issuance the same procedure will be followed as was adopted in respect to the small one cent piece.

The new coin will be issued as requisitioned, the older coin remaining in circulation.

Of pure nickel, the new five cent coin will have a diameter of .835 of an inch and be of seventy grains in weight. On one side, it will bear the impression of "His Majesty's crowned effigy," consisting of head and bust, wearing the royal robes and looking to the left with the inscription, "Georgius V. dei Gra; Rex Et Ind; Imp."

On the other side, it will bear this impression: In centre the figure "5" with the word "five" on the left and the word "cents" on the right: and bearing the word "Canada" above, and two maple leaves over the date of issue below.

The Canadian nickel will approximate the size of the American nickel.

Another Butcher Robbed At Door of His Home

Montreal.—It does seem that robbers and thugs are preying on the local butchers. D. Sicotte, a butcher of 1021 Mount Royal Ave. East, reported to the detectives that on Monday night of last week he was held up on the steps leading to his home, which is above his butcher shop. He had just reached his door, after spending the evening with friends when two men stepped in front of him and at the point of a revolver pushed him into the hallway of his home. There they relieved him of $585. According to Mr. Sicotte's story, the nervous strain and the fright were too much for him and he collapsed on the floor where he remained for two hours, uncounscious

Mr. Sicotte fears that he could not identify the hold-up men even if the police made arrests.

Scale Business With this Company in 1921 Exceeds Best Year in History

"OUR scale division has had a remarkable year," F. E. Mutton, vice-president and general manager of the International Business Machines Co., Ltd., recently stated in discussing business in 1921. "It shows an increase up to the middle of December of 18 per cent. over 1920, which was the largest year in the company's history, so that 1921 greatly surpasses it. The sales in this division too have tended towards the higher priced scales, indicating that the retail merchant realizes the value of the highest type of service he can give his customers. The increase in this division would also indicate that the retail merchant is in a very healthy condition, financially speaking, which is also proved by the excellent conditions of the collections for this product.

"At the beginning of another year the prospects for good business is excellent, and we are looking for a significant revival of trade in 1922. We are so confident that a revival is on its way that we have carried on a very extensive tool program not only for the manufacture of new lines including two new lines of scales, but we are also getting in readiness for better business which we are sure is in store for us."

Advises to Buy Cereals as Required

Geo. A. Macdonald, of the Quaker Oats Co., Peterborough, Ont., Believes However That Prices of Cereal Products and Flour During 1922 Will Work Upward, But the Times Call for Conservatism and Not for Speculation

"THE YEAR just closed has been one of almost constantly declining values in grains and consequently their products, and no doubt the declines sustained just values below a proper bed-rock basis," stated George A. Macdonald, Quaker Oats Company, Peterborough, Ont., to Canadian Grocer. "In any consideration of the outlook on grain products we feel that wheat and its products should be considered separately, because of the influence on this situation created by the absence of Russia as a source of wheat supply. So long as Russia stays out, the other countries producing the wheat requirements of the world are not, combined, likely to produce much more than is necessary, and therefore under existing conditions today, wheat is not likely to go as low per pound as other grains which are not similarly affected by the present conditions in Russia.

Wheat in Better Position

"On the basis of the crops produced in 1921, wheat is in a better position than the other grains as wheat did not suffer as much from the unusual drought conditions that prevailed almost throughout the world, as certain of the feeding grains, but, as against that, consumptive requirements are so stable for wheat products, and so closely adjusted to supply of wheat available that any adverse crop probabilities of the future will be more quickly be reflected in that grain than in others.

"In the feeding grains, such as oats, corn and barley, there appears to be a rather startling condition in the world situation that undoubtedly will have to be reckoned with shortly, but which has had no effect to date, because of the large surpluses that were available from the previous year's crops. According to the final Government crop report issued by the United States this situation was shown to exist on grains other than wheat in point of production in tons in 1921 as compared with 1920.. The report shows the shortage in production of corn, oats, barley, rye, flax seed, rice and Kaffir corn to be 13,176,315 tons. But this figure does not take into account a further calculable reduction in the feed value of the light crop of oats of approximately 4,000,000 tons. In addition to the above shortage the hay crop of the United States for 1921 was considerably less than normal

Uncertainty of 1921 Crop

Statistics for the Canadian crop of feeding corn grains do not yet show any such reduction, and there is still a great deal of uncertainty as to the actual 1921 crop, but sufficient is known to indicate a considerable shortage of oats as well as a poorer quality generally. The hay crop is estimated to be some 2,000,000 tons short. The European crops of oats and barley in 1921 were very short which further accentuates the situation on this Continent, and the new Argentine crop of oats is reported to be much less than the previous crop.

At the moment this situation does not appear to be taken much into account because oats, corn and barley are in plentiful supply. But in the opinion of Mr. Macdonald, long before the next crops are available the situation must be faced and higher values can be expected on all feeding grains.

Prices Will Work Upward

Referring to the probable prices of cereal products and flour during 1922, Mr. Macdonald is of the opinion that prices will work upward but recommends to buy in quantities as required, as the times call for conservatism in both buying and selling and not for speculation.

"We hope that transportation charges, also the costs of package goods' supplies may come down during 1922," concluded Mr. Macdonald, "but look for changes along these lines to be gradual rather than precipitate and it is our feeling that any reduction in transportation charges should be reflected in an increased return to the producer who has had to take less than a living price for his products in the last year."

Are Private Brands Passing Out?

One Wholesaler Gives Them Up With Beginning Of New Year—Specialty Manufacturer Says Cost Is More To Sell Them.

PRIVATE BRANDS came in for a good deal of criticism in an address recently delivered by a prominent business man in Pittsburg, Pa. The speaker was W. F. Broderick of McCormick & Co., president of the Pittsburg Auxiliary of the American Specialty Manufacturers' Association, the occasion being a trade dinner for retailers, wholesalers and manufacturers' representatives. Mr. McCormick also paid a great tribute to the retail grocer stating that he was "the most important factor in the distribution of food."

In dealing with private brands he said:

"A prominent wholesale grocer, whom you all know said to me a few days ago: 'I am going to cut out all private brands starting January 1. I find it doesn't pay for two reasons. First, because it costs me more to sell my own private brand than manufacturers' brands. Second, because I am in competition with the manufacturer. My salesmen are trying to sell my private brands and the specialty salesman is trying to sell the manufacturers' brands when we ought to be working together. Furthermore, I have come to the conclusion that any jobber who sells a private brand, no matter whether he packs it himself or it is packed for him, forfeits his rights as a jobber and is nothing more or less than a manufacturer selling direct to the retail trade.'

"A recent survey by several manufacturers shows that the private brand jobber has a four to eight per cent. higher selling cost than the jobber who carries only manufacturers' brands in the same territory. What is the answer? There can be only one. The successful jobber of tomorrow is going to stick to the distributing end and let the manufacturer attend to the manufacturing end.

"We hear a great deal nowadays about wholesalers' profits and the channels of distribution. You know, and I know, that the retail grocer is the most important factor in the distribution of food. He introduces new goods and creates new wants. There is not a case on record where any manufacturer, article or brand ever secured National distribution without the aid of specialty salesmen selling the retail grocer and the independent retail grocer at that."

"Booming Your Fish Sales."—In view of the fact that National Fish day this year falls on February 1, next week's issue will feature stories showing what other merchants are doing to increase the sale of fish. One article tells how a merchant in Kitchener sells over 500 pounds of fresh fish a week during the winter months. There will be other stories from merchants in Quebec on their methods in building a profitable business on fish. Taken altogether next week's issue will be brimful of interesting and practical ideas that have meant many dollars to merchants and which undoubtedly will prove of great value to all merchants in conducting a profitable side line.

Expect a Firm Market in Molasses

Canada Takes Practically the Whole Production of the Barbadoes—Quebec Uses 30,000 Puncheons Annually—Molasses is Not Affected by Trend of Sugar Market—Some Shading of Prices May Come When Navigation Opens But Not Before

By Staff Correspondent Canadian Grocer

MONTREAL—Although at first glance it would appear that the same influences that affect the sugar market would come into play in molasses, it is not the case. True enough molasses is made from the same cane sugar and in making sugar there is a certain amount of residue molasses but this molasses is not for table use but is used in feed and in distillation.

Canada Takes Output

As the production of molasses for table use is practically monopolized by the Barbadoes the supply is not overly large, and the output to some extent is regulated. A Canadian Grocer representative was informed by one of the importers of molasses that Canada offers practically the only market for molasses, while the province of Quebec takes annually about 30,000 puncheons of table grades. The demand for other grades is pretty well distributed.

Market Stands Steady

Since molasses is more bulky and heavy than sugar, the freight costs have to be more carefully considered. It amounts to approximately four cents per gallon overland. For this reason practically all Canada's needs in molasses are brought in before the close of navigation. Wholesalers buy for future requirements and prices stay fairly steady. According to prices paid for molasses late last fall there is little margin for a decline before the opening of navigation.

Spot Stocks Cleaned Up

"In contrast with sugar," said R. Roberts of the West India Mercantile Co., Montreal, "there is little left of the last crop in the Barbadoes. The new crop which is ready in January comes on very nearly a clean market. Yet the wholesalers and retailers in this province have a fair amount yet in hand. I do not think that shipments of any account will come to Montreal before the opening of navigation late in February. Any that comes by rail will be equally as high as present stocks. Some shade in price may come after navigation is opened but I can hardly see how it could come before that, unless someone who has stocks on hand which they wish to clear, will cut the price."

Balancing the Price

"The price of molasses is pretty well balanced," said another importer, "planters regulate the output by selling their surplus supplies of cane to the sugar plants. The result is a fairly even production from year to year."

When asked if there was not a probability that with such a low price on raw sugar some of the cane would be turned to the production of molasses, Mr. Roberts said, "there is little danger of that. The plants for making raw sugar are too expensive to be temporarily scrapped to make room for the other machinery and the 'old mill plants' are crude in form compared with sugar makers' equipment. Since the demand for molasses is comparatively limited the competition is not so keen and the market is not subject to wide fluctuations."

Prices Have Declined

This year prices have dropped from $1.5 per gallon, the quotation of one year ago. The summary of opinion is that the price is steady until at least the opening of navigation and then the likelihood is only for a slight decline.

Spring Months Will Likely See Higher Prices On Apricots

"Prune and apricot prices, six months from now will depend in a large measure upon the estimated size of the crops to be picked next fall and at the present time it is impossible to even guess how large these crops will be," stated R. R. Randall of the California Prune and Apricot Growers Inc., San Jose, California, recently to a representative of Canadian Grocer.

"The Association never names its opening price on prunes and apricots until mid-summer, by which time it is possible to make a fairly accurate estimate of the size of the two crops, based on careful surveys of every growing district.

"Both the dried prune and apricot markets are strong to-day," continued Mr. Randall. "The Association is practically cleaned out of all dried apricot stocks and outside packers have only small, if any, further holdings of 1921 dried apricots on hand. With consumer demand steady, it seems inevitable that prices for dried apricots will strengthen through the spring months.

"Prunes are slowly moving into consumption at a rate which if maintained will clean up the 1921 crop weeks before the 1922 crop is ready to be shipped. Prune prices at present are strong and inclined to higher levels.

"The 1921 crop of prunes was millions of pounds below normal and a steady export demand which has been active since the middle of last summer had cut deeply into available stocks of last fall's crop. There is every indication that this export demand will continue to absorb large stocks of prunes which is the only reason for expecting a strong tendency in the prune market, at least until an estimate can be made of the size of the 1922 crop."

Present Demand For Raisins Indicates A Strong Market

"It is very difficult to accurately forecast the trend of the raisin market during 1922," stated E. M. DePencier, Field Sales Manager of the California Associated Raisin Co., Fresno, California, recently to a representative of Canadian Grocer. "The fact that we are entirely dependent upon climatic conditions as to the volume and quality of the 1922 crop which will not begin to mature until July or August makes such a forecast practically impossible.

"Owing to the shortage of the 1921 crop, the present state of the market is very strong, and stocks in the hands of jobbers are already quoted considerably in excess of the price being asked by the Association on many varieties," concluded Mr. DePencier. "The present crop has gone into the hands of the distributors with great rapidity and owing to the small quantity left unsold, raisins will undoubtedly enjoy a strong demand until the new crop is available in September, with every indication pointing to a stiffening of the market as the quantity available decreases."

Retail Merchants in Chatham Hold Banquet

Chatham, January 10—The Retail Merchants' Association, was present and a very enjoyable banquet here to-night, when a large number of the merchants of the town were in attendance. W. C. Miller, secretary of the Ontario Retail Merchants' Association was present and gave an address, dealing with many questions of vital interest to the different sections of retail trade.

High Transportation Holds Prices Up

Manufacturers Discussing Recent Drop in Biscuit Values, Declare That No Further Declines Can Take Place Unless Freight Rates And Labor Costs Are Reduced.

AN ITEM appeared under the market reports in last week's issue of Canadian Grocer, announcing a reduction in the price of soda and sweet biscuits. These reductions average four cents on hard sweets, two cents on sodas and marshmallow lines and three cents on jam-filled biscuits. Manufacturers point out that the reason there is a greater reduction on hard sweets than on some other lines such as marshmallow is that on hard sweets there is little actual hand labor outside of the mixing of the ingredients and the packing. On the other hand marshmallow and kindred lines require a great deal of hand labor. The cost of labor not showing any reduction, consequently the reduction on marshmallow, etc., is not as large as on other lines that do not require the same amount of labor.

Manufacturers of practically all lines of commodities are agreed on one point, and that is, that the main factor in keeping prices from dropping is the high cost of transportation. Manufacturers get this increase both ways, on incoming raw material and in the distribution of their finished products. In this regard, biscuits are no exception, and manufacturers of this line claim that they can see no further declines on biscuits in the near future, unless labor and freight rates are likewise reduced. They further claim that the price of biscuits at the present time is right in line with the cost of replacement on raw materials, plus the cost of labor and distribution.

The following table gives the present price of biscuits, covering the general lines, as compared with the years 1914-15-20-21-22:

	1914	1915	1920	1921	1922
Sodas	07	08	17	15	13
Arrowroot	14	15	32	28	24
Sandwich	14½	15½	33	29	27
Marshmallow	13½	14½	33	30	28
Ginger Snaps	12½	13½	28	25	24
Cocoanut Bars	13½	14½	31	28	24
Tea	15	16	30	28	24

Will Show Little Change in Present Prices

Manufacturers of Store Fixtures Such as Counters Patented Bins and Showcases Look For a Good Year in 1922—Showcase Prices Will Likely be Somewhat Easier

"THIS year will see little difference in the prices of such store fixtures as counters, patented bins and show cases," remarked a manufacturer of these lines the other day. "American manufacturers recently dropped their prices on showcases and it is altogether likely that Canadian makers will make a slight reduction to correspond with present quotations on plate glass. These lines above mentioned are more or less standard and fluctuate in price very little. There will be little change in counters for the reason that they never advanced in the same way that other lines did.

"We are looking for better business in this current year. We figure that there has been very little building now for some time, and there is bound to be increased building in 1922. There is already a better inquiry for the medium-priced stock, and we feel that the medium stuff in such lines as counters, patented bins, and showcases will sell well in the present year. We think 1922 should see us back to the normally good times that existed before the war."

IMPROVEMENT IN 1922

Frederick B. Patterson, president of the National Cash Register Co., says: "Business conditions will gradually improve throughout 1922. There is every reason for conservative optimism... Unquestionably the low mark in the industrial depression is past, and from now on there will be decided improvement."

Reduction Is Announced On Macaroni Lines

Following the lower prices on wheat, reductions are announced on macaroni, vermicelli and spaghetti. The present prices are practically the same as the pre-war prices which on the 16 oz. package range from $3.40 to $3.75 per case of thirty packages. The new prices on the 8 oz. package range from $2.00 to $2.20 per case.

"One of the reasons that our prices are reduced, is the fact that we have recently reduced our overhead," stated one manufacturer to a representative of Canadian Grocer. "This we have been able to do by reducing the cost of labor and also by increasing our production. Of course transportation is still at the high point and until that is reduced we cannot see any further reductions."

Apparently there is a sort of a price competition among some of the manufacturers. Last week one brand was reduced which was followed by a lower price by another manufacturer. This week the manufacturer whose price was the highest has again made a reduction making their price the lowest. Whether other manufacturers will follow remains to be seen as Canadian Grocer has learned nothing definite at the moment to that effect.

The following table shows the present prices on macaroni, vermicelli and spaghetti in sixteen ounce packages as compared with the years 1914 and 1919 and 1921:—

	1914.	1919.	1921.	1922
Cases, 30-16 oz. packages	$3.40	$5.05	$4.20	$3.40-$3.75
Cases, 30 8-oz. packages	$2.00	$3.00	$2.25	$2.00-$2.20

WILL INCREASE THE USE OF THE SWEET POTATO

The sweet potato may soon be a much more common vegetable in our markets than heretofore. Its season has been restricted by the difficulty of keeping it for any length of time in storage. Unlike the white potato, it began to deteriorate as soon as it came out of the ground.

This trouble is understood to have been overcome by new methods of curing, and plants specially designed for the storage of sweet potatoes have recently been established at many points in the south.

Improved and much sweeter varieties have been developed and a campaign is being organized to promote the marketing of better sweet potatoes on a greater scale all over the country.

The sweet potato, of course, is not really potato at all, but a kind of yam. It is like the so-called "Irish" potato, an American vegetable by origin.

CANADIAN GROCER

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A Change for the Better

IN HIS address before the annual meeting of the Canadian Bank of Commerce this week, Sir John Aird referred to the undoubted improvement that has already taken place in the business situation. The doubt as to the future, he said, so widespread a year ago, has largely disappeared. The stocks of goods produced at a high cost have been steadily reduced by consumption, even if often disposed of at a loss. The problem of production at lower costs, which for a time seemed so baffling, appears now in a fair way to be solved. The soil and other natural resources of Canada are as ready as ever to respond to the efforts of her people. If business seems at present to be more or less in a condition of suspended animation, any change taking place, he declares, must surely be for the better, and at any moment it may awake to new life and prosperity. Granted a favorable harvest this year, a steady return to more normal conditions may be confidently looked for.

At this same gathering, Sir Edmund Walker, president of the Bank of Commerce, in his address, attacked the prevailing system of taxation. He considered the income and surtax too high, and condemned the excess profits tax. He favored a sales tax of one per cent. on commodities.

A Bigger Volume of Trade

SEVERAL grocers in a Western Ontario town told a representative of Canadian Grocer, that business during the Christmas buying season, with them, was better than a year ago. A statement such as this, comes as a very encouraging indication of the better conditi ns that are beginning to manifest themselves. This town industrially while not as active as a year and a half ago, is not experiencing the depression and unemployment to the same extent as some other places, perhaps, but these merchants too, claimed that they have had no reason to complain since the turn of the year. However, one and all were unanimous that they had to put forth more effort to get business than they have ever had to do before.

As one merchant remarked, "We are selling all the time. We do not content ourselves now with merely taking an order as it is dictated. Suggestions of other lines are constantly being made."

There, no doubt, lies the secret of the increased volume of business, at a time, when people are not in the buying humor that they were eighteen months or two years ago.

Another merchant accounted for his increased turnover by the fact that he had a better location, and he was making the most of it. He was so situated as to attract the attention of the largest number of people. He used his windows to the best possible advantage, and he had a price ticket on every article in his window.

There are methods whereby retail grocers can do much to increase their everyday selling ,and by the adoption of such selling appeals that are bound to mean a greater volume of sales, they too can, as these merchants have, report bigger business than a year ago.

Need of Immigration

C W. BEATTY, President of the Canadian Pacific Railway Company, recently made the statement in an article in the Investors' Guardian, that the greatest need of Canada is immigration. He pointed out that Canada has a railway mileage of approximately 39,000 miles. In 1836 she had 16 miles, in 1858, 1,863, in 1878, 6,226, in 1888, 12,163, in 1898, 16,870, and in 1908, 22,966. The increase in the past decade is almost 50 per cent. There is one mile of railway for every 236 of the total population of Canada, or in Western Canada alone one mile for every 110 persons. The United States has 404 persons to the mile and Great Britain 1,804.

That there are opportunities for immigrants is greatly in evidence when it is considered that Canada has still about three hundred million acres of good arable land which have never known the plough. Although Canada requires immigrants, there never was a time when immigrants to this country should be so closely censored. The proper type of immigrants set out to learn the customs of the land of their adoption and soon become worthy citizens. But on the other hand, immigrants of the wrong class become burdens on the community. And Canada at the present time can ill afford to needlessly add to her responsibilities.

Editorials In Brief

A good rule to observe when some schemer comes around with a new scheme offering you something for nothing, is to forget how to open the cash drawer.

This issue of Canadian Grocer is its annual price number. Conditions in some of the principal primary markets and probable price trends in the current year, are fully reviewed, and retail grocers, who should be close observers of markets, will do well to read it carefully.

If you are wise you will do one thing sure in 1922; you will reduce frictions all around, friction between your store and customers, friction between clerks, friction with the jobbers, reducing them all to the common denominator of a better understanding all around. Friction wears out anything.

Improving your business methods is all right but improving your public relations is even more profitable. You may keep a private store but don't forget it's the public that patronizes it every day. Make your store their store aad success is in your grasp.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Maritimes

The Commercial Travelers' Association of St. John, N. B., held a very enjoyable smoker the other evening, when there was a very large number in attendance. With speech and song the gathering was happily entertained.

Quebec

S.W. Ewing of S.H. Ewing & Co., 98 King St., Montreal, was in New York during the later part of last week on business.

J. E. S. Brookefield of the West India Co., Montreal, has been confined to his home through illness during the past week.

A. P. MacLean, of the Canadian Packing Co., Ltd., Winnipeg, was in Montreal on Thursday and Friday of last week in connection with the coming convention of the Canadian Produce Association, of which he is president.

Many of the wholesale and retail grocery houses in Quebec province were closed on Friday and Saturday of last week on account of the French holiday "Le Petit Noel."

C. Fairall Fisher, president and managing director of J. W. Windsor, Limited, Montreal, is sailing from New York on the "Adriatic" for the Mediterranian.

John G. Reid, sales manager of Acadia Sugar Refining Co. was in Toronto early this week on business.

A. Hudon, managing director of Hudon & Orsali Co., Montreal, is leaving on the eighteenth of January for a two months' holiday in California, accompanied by his family.

J. Laporte, sales manager of Laporte, Martin Co., Montreal, was taken out of the city early this week on a business trip.

Ontario

Norman S. Wright and N. F. McLaughlin, formerly with the Harold F. Ritchie & Co., have opened offices in the McKinnon Building (room 500) Toronto. Under the name of Wright and McLaughlin, they will conduct business as manufacturers' agents and commission merchants, handling grocery and drug specialties. A branch office is being opened in Montreal.

The annual convention of the Western Ontario Associated Boards of Trade will be held in Woodstock, Ont. on January 19 and 20. Delegations from the boards from Hamilton to Windsor and as far north as Owen Sound will be present, and the members of the Woodstock Board of Trade are making arrangements for the reception and entertainment of the visitors.

HOWARD CANE

of Wm. Cane and Sons Co., Newmarket, Ont., who has been elected mayor of that town for 1922

The fourteenth annual meeting of the St. Thomas Packing Co., St. Thomas, Ont., was held last week. The 1921 officers were re-elected with John Lyle, president, M. A. Penhale, vice-president, W. H. Moody, managing director, and W. L. Silverthorne, secretary-treasurer.

Chief McEllistrum of Kitchener, Ont, has decreed that the punch boards in operation in various grocery stores and pool rooms in the town, must go. The Chief of Police has advised the merchants to get rid of them.

The Birch Cliff Business Men's Association recently elected officers as follows: F. M. Haffey, president, H. E. Lawrence, vice-president, J. Sigston, secretary, O. E. Hutchison, treasurer, A. H. Mitchell, publicity chairman, and Messrs. Burland, Wilson, Knott, Rush, Upton, and Thrussell, executive committee.

A. Robinson, proprietor of Robinson's fruit store, Main Street, Galt, Ont., has gone to Europe on an extended trip.

Fire in the Bodley confectionery plant at 242 Front Street, Toronto, the other day did damage to the extent of $500 to the building and $1,000 to the contents.

R. A. McDonald of Kitchener, Ont., has purchased the stock of the Barnsdale Trading Co. at Stratford, Ont. Mr. McDonald will continue to carry on business in Kitchener.

Wm. H. Dunn Co., Montreal and Toronto, have been appointed selling agents for the Canada Nut Co., Vancouver, B. C., for Ontario and the Maritime Provinces. This firm manufactures the Squirrel Brand peanut butter. P. T. Andrews has become manager for Wm. Dunn Co. in Toronto and J. E. Andrews will be their representative in Halifax.

R. C. Blackburn and Company, Toronto, have been appointed selling agents for Toronto only, for Cerebos of Canada, Limited, Toronto, head office being in London, England. This firm's lines include salt, Bisco, Gravy Maker, Custard, Blanc Mange, Pepper, etc.

W. E. Hopkinson, grocer at Kingston, Ont., has removed from Market Square to William and Bagot Streets.

Employees of the Gummed Paper Company at Brampton, Ont., presented their retiring manager, E. R. Colbert, with a suitably inscribed address. Mr. Colbert is being succeeded by H. R. Fisher.

The general store of Thomas W. Shipley, in Dutton, Ont., was being burglarized the other morning when the would-be burglars were discovered. They fled in a motor car, leaving most of their booty behind. Mr. Shipley telephoned West Lorne and a number of residents there undertook to capture the burglars. The two were surrounded when their car broke down, and surrendered without a struggle. They had stolen a tire from a garage in West Lorne, which was found in their possession, together with a quantity of goods from the Dutton store.

George Board, a member of the staff of the Whyte Packing Co., Brockville, Ont., was presented with a handsome gold watch with chain and knife, on the occasion, recently, of severing his connection with that concern.

The Federation of British Industries, with headquarters in London, England, has applied for space at the Canadian National Exhibition, Toronto, next summer. The Federation is an organization similar to the Canadian Manufacturers' Association in this country. It has certain affiliations with the Canadian body. The Federation has a membership of about 19,000 firms, representing about $20,000,000,000 of capital engaged in British industries, Col. O. C. Armstrong, D.S.O., is president.

The merchants and professional men of Bowmanville have decided to close their places of business on Wednesday afternoon from 12.30 during 1922, with the exception of the month of December.

Executive of Ontario R.M.A. Waits on the Prov. Secretary in Regard to Legislation

Want Transient Traders' Act Amended, Also the Law in Respect to Early Closing More Clearly Defined—Retailer Will Not Have to Collect Gasoline Tax—Annual Convention of Ontario Association

TORONTO, Jan. 11—(Special)—The Ontario Retail Merchants' Association is meeting in convention here to-day and to-morrow. B. W. Ziemann, Preston, Ont., president of the association is presiding.

One of the first duties of the executive was to wait upon the Hon. H. C. Nixon, Provincial Secretary, at the Parliament Buildings, in regard to matters of importance to the retail trade. The president, Secretary W. C. Miller, W. J. McCully, Stratford, vice-president, Wilfred Hodgins, London, 2nd vice-president, and D. W. Clark, Toronto, treasurer, constituted the deputation.

President Ziemann spoke on behalf of the delegation, and one of the first matters referred to was the Transient Traders' Act. He pointed out that it was very much out of date, and did not meet conditions as they exist to-day. He argued that it should be so amended as to give a greater measure of protection to the merchants who were paying the taxes in their respective municipalities. The Factory and Shop Act was also taken up. This Act covers legislation dealing with the Early Closing By-law. The Association feels this law in respect to early closing should be more clearly and definitely defined, and the lines that can legitimately be sold after seven o'clock in the evening should be specified.

The Gasoline Tax

Discussing the proposed tax on the sale of gasoline, Hon. Mr. Nixon promised that the retailer would not be the medium through whom it would be collected. The proposal that the retailer collect the tax on each sale, Mr. Ziemann pointed out, did not meet with the approval of the association, as the merchant had had enough experience with the luxury tax. The tax, the Provincial secretary stated, would not be collected in this way.

The president remarked that the Act calling for an eight-hour working day, should not apply to retailers, and the Provincial Secretary assured him that the retailer may feel no uneasiness in this regard.

Produce Dealers' Act

It was pointed out that in Western Canada several of the Provincial governments had enacted legislation, called the Produce Dealers' Act, and was constituted to protect the farmer and also the retail dealer from the operations of fraudulent persons, claiming to be doing a legitimate produce business. These people operated in this way. They wrote farmers in the country asking them to ship them butter and eggs. On the first receipt of produce a check was forwarded to the farmer, but the next lot was not paid for and the so-called dealer makes his getaway. The Provincial Secretary was impressed with the necessity of such a law, and promised to go into the matter thoroughly.

At the afternoon session, an address of welcome was tendered by Mayor Maguire of Toronto to the visiting delegates, and addresses were given by the Dominion Secretary, E. M. Trowern, and T. A. Trestrail of the Toronto Ad. Club, the latter speaking on "Retail Selling."

George Tillson Sr. Of Tillsonburg, Ont. Passes

Tillsonburg, January 10. — George Tillson, senior, son of the late E. D. Tillson, the originator of pan-dried oats, passed away here on Sunday last, following a few days' illness from pneumonia. He was in his 61st year. After death of the father, the two sons, E. V. Tillson and George Tillson, conducted the Tillson Milling Co., comprising four concerns—flour mill, pea mill, planing mill and oatmeal mill. A few years ago the mills were disposed of, and at the time of his death the late George Tillson was president of the Tillson estate, the Tillson Co., and the Tillson Waterworks Co.

Border Cities' R.M.A. Has Had Its Best Year In History

Windsor, Jan. 10.—The Border Cities' Retail Merchants' Association has experienced in 1921, its best year since its organization. The past year has shown the largest membership and plans are under way for even increasing it in the current twelvemonth.

Through the medium of the regular dinners and meetings the members have come together for a discussion of problems of vital interest to them all. During the year the association was successful on behalf of the downtown merchants in Windsor, in having the parking bylaw so amended as to provide a reasonable length of time for a patron to park in front of the stores. The time limit was raised from twenty to forty minutes through the efforts of the association.

Other features of the association's work during the year, were the Pure Food and Electrical shows, and plans are at present under way to have a "Made in Canada" meeting this spring.

Produce Men Elect Officers by Acclamation

Montreal.—The officers of the Montreal Produce Merchants' Association were all re-elected the other day by acclamation. The president is A. A. McKergow of A. A. Ayre & Co., Ltd., and the vice-president is Richard Gray of the Whyte Packing Co., Ltd. The executive committee consists of P. W. McLagan, Clinton Henderson, T. G. Hodge, and A. Limoges. The arbitration committee consists of G. D. Warrington, C. M. Thacker, R. E. Graham, and D. McGillis.

The annual meeting of the Quebec association was held in the Board of Trade on January 10, when the transportation committee was elected. A number of the members signified their intention to attend the annual convention of the Canadian Produce Merchants' Association which is to be held this year in Winnipeg on Jan. 30 and 31.

BUSINESS CHANGES

Perkins Bros. have commenced business with a grocery stock at King St., Oshawa, Ont.

Barton & Robertson have opened up a new store with groceries and provisions at 2293 Yonge St., Toronto.

A. J. Darch has commenced business with a stock and store at Bowmanville, Ont.

Wm. McCalman is now in business at Stop 18, Kingston Road, Toronto, with a stock of groceries and provisions.

The head office of the Canadian Postum Cereal Co., Ltd., has been moved from Windsor, Ontario, to 45 Front Street, East, Toronto.

SOMETHING TO SNEEZE AT

How many retail dealers know what Decorticated pepper is? There is a firm placing Decorticated pepper on the Canadian market. They point out that it is the inside of the pepper berry ground up and does not contain any of the husk or shell. Naturally it is more expensive than ordinary pepper. It has great strength and pungency.

Business Ups and Downs

"Our tires are lower than any others and keep up better."

This Joke Is in a Bad Odor

"What's my bill, waiter?"
"Lessee, what did you have?"
"Three fish."
"But I only served you two."
"Nope, two trout and one smelt."

WESTERN CANADA NEWS

Western

The Merchants' Consolidated, Limited, wholesale grocers, are now located in the Galt Building, corner Princess and Bannatyne Avenue, Winnipeg, where they are occupying the ground floor as offices and show rooms and other portions of the building as a warehouse.

P. C. Ferguson of the W. G. Patrick & Company, Limited, Vancouver, spent a few days at the Winnipeg office last week.

W. Murray, Winnipeg manager of the W. G. Patrick & Company, Limited, has arrived home from a business trip to Toronto.

The Reliable Trading Company, Saskatoon Sask., have discontinued their grocery business but at present are doing business at Warner, Alta., under the name of Bear & Selchen.

Percy Jones, employee of the McDonald Chapman Company, wholesale grocers, Winnipeg, dropped down on the street a short distance from his home, West Kildonan, and died before medical aid could be brought to him.

LEMONS GROW ON NORFOLK ISLAND

Lemons grow wild all over the island of Norfolk, in the Pacific.

In every garden and paddock are clumps of trees ever bearing fruit in wonderful abundance, and of a variety full of rich juice and with a rind most suitable for lemon peel.

Little factories, family concerns, are dotted all over the island. They are usually roughly constructed wooden buildings divided into three rooms. There, with rather primitive instruments, the women cut and squeese the lemons in huge frames, and the skins are soaked in the brine preparatory to making lemon peel. During the lemon season, which is most of the year, the boys and girls are engaged daily in picking the fruit.

POOL FOR CANNING AUSTRALIAN FRUITS IS NOW COMPLETED

Melbourne, Australia, Jan. 4.—After many conferences the plans for a Commonwealth pool for the canning and pulping of fruit have been completed.

The Government's advances to the fruit growers will range upward to a maximum of three pence per pound. All fruits handled will be strictly graded.

His Limitations

The Man Opposite—"Why do you shovel food into your face with a kinfe?"

The Two-Handed Feeder— "'Cause they won't leave me use a bricklayer's trowel without I can show a union card."

New Appointments Maple Leaf Milling Co. Administration

Winnipeg, Jan. 9. — Important appointments are announced in connection with the administration of the Maple Leaf Milling Co. James Stewart of this city, Chairman of the Canadian Wheat Board in 1919, has been appointed president, in succession to the late Sir Douglas Cameron. J. S. Barker, a director of the company, succeeds the late Hedley Shaw as vice-president. Lorne Cameron of Vancouver has been elected a director. The new president has been in the grain business in the West for the past fifteen years. Mr. Barker was associated with the late Hedley Shaw in the old Hedley Shaw Milling Co., before the latter was organized. Lorne Cameron is a son of the late Sir Douglas Cameron.

Merchants Object To 6 O'clock Closing Every Evening

Lethbridge, Jan. 10.—Retailers representing the various branches of business are almost unanimously against the Hon. Alex. Ross' proposed uniform closing law and in favor of the present system of a half holiday Wednesday and nine o'clock closing on Saturday nights.

The minister of public works, has in mind a uniform law covering closing in the four cities of Alberta, suggesting that a six o'clock closing hour be fixed for every day and the weekly Wednesday half holiday.

This is in Lethbridge. Retailers are outspoken against a six o'clock closing hour on Saturday. They pointed out that it would be a hardship both on the country people and the miners, who of necessity, do most of their shopping after six o'clock.

"Saturday night shopping has become almost an institution," stated one merchant. "Our customers look for it, expect it. It is a fixed thing in their lives. The miners cannot get down town, as a rule, much before six, and as to the farmers, in the busy season it would be asking too much of them to leave their work to get into the city before six o'clock. We must study local conditions. Our conditions are not the same as those in Calgary, and vice versa. Let local conditions govern the regulations on closing. We find the present system of the Wednesday half holiday with the nine o'clock closing on Saturday to be very satisfactory all round. We would be inclined to object to any change."

Cut In Tin Plate Price Will Mean Cheaper Salmon

(From The Financial Post)

Victoria. — For the first time in seven years the entire tin plate order for British Columbia for 1922 has been placed by the American Can Company with British manufacturers. Most of the plate will be used for canning purposes, mainly salmon and fruit. British makers put in such a low bid that there was no competition in the market. The British price for 1922 was about $4.75 per box base, as compared with the Pittsburgh quotation on last year's stock of $10.50.

As a sample of the reduction of prices on commodities, the cut in tin plate alone will mean a reduction of about 75 cents per case on canned salmon. Pittsburgh prices have dropped considerably, too, but they are still about $1.25 above the British price.

About 8,000 long tons will be required this year by British Columbia canning plants, but the American Can Company has purchased approximately 25,000 tons for its four plants in Canada. The first shipment for British Columbia is scheduled to leave the United Kingdom for Vancouver, December 15.

It is expected that the substantial reduction in steel prices in Great Britain will result in heavier importations by Pacific Coast plants from that source.

New Goods

The Kup Coffee Corporation of New York are putting on the Canadian market a new line of prepared coffee soluble in hot water. This is known as the "Kup Coffee." It is packed in three sizes of tins. The smallest sells at 40 cents, the medium at 80 cents and the largest size at $1.25. The tin has a red label.

The Wilson Chemical Company, St. John, New Brunswick, are placing on the market a new line of extracts for flavoring. These are called Non-Al-Co Extracts. As the name implies they do not contain any alcohol according to the manufacturer of them.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

MARKETS AT A GLANCE

THE RAW sugar market in New York developed a shade firmer tone during the week. This firmness is accounted for by the fact that nearby supplies were scarce and also by the report of possible labor trouble on the wharves and railroads in Cuba. The lack of raw supplies increased the demand and caused a slight advance of 1-16c making the price 1 13-16c, c & f, which figures to 3.42c duty paid for old crop Cuban sugars. Some small offerings of new crop Porto Ricos have appeared on the New York market for which the price generally stood at 3.48c, c.i.f.

As regard to the movement of old crop Cuban sugars, the exports from Cuba have materially increased, amounting to 72,059 tons of which amount 2,643 tons were shipped to Canada. It is estimated that there still remains in Cuba a total of 1,225,318 tons.

There is no change in Canadian refiners' lists but the situation appears weak and there is likely to be some further reductions.

The tea markets continue in a strong position and as importers' spot quotations to the retail trade are still below the cost of replacement the trade can naturally expect some further advances.

Canned vegetables have a decidedly firmer undertone. The better grade of peas are now practically all out of the canners' hands and about the only supplies procurable at the factories are the cheaper grades. Tomatoes and corn are still in fair volume but it is likely that stocks will be fairly well cleaned up before the new pack is available. Fruits are in the same position on account of the shortage in last season's pack.

Some brands of macaroni have shown declines but cereals and grain products generally are held at steady quotations.

Prunes, apricots and dried peaches are in a strong position in primary sources but show little change in the spot situation. Spices, coffees and nuts are firmly held but quotations show no change to the retail trade.

The produce markets have weakened considerably during the week under review. Butter and cheese are lower which is attributed largely to the lack of interest from export sources. The production of eggs is steadily increasing and under heavy shipments from the United States, the market declined several points. The hog markets generally are steady although a weakness developed on the Toronto market and also in Vancouver, B. C.

QUEBEC MARKETS

MONTREAL, Jan. 11.—In some quarters a shade reduction is noted on canned tomatoes while one brand of marmalade shows a slight advance. Cereals show little change, the market generally continuing steady. Quotations on prunes are slightly advanced with a likelihood for some further advances in the near future. Shelled walnuts are showing more strength with an advance noted in spot quotations. The spice market generally has a strong tone both in primary markets and on spot. Teas show little change while the rice market remains steady to strong. Some changes are announced on one brand of package cereals and macaroni. The sugar situation looks weak.

CANNED TOMATOES REDUCED

Montreal.

CANNED TOMATOES—Local wholesalers have made some reductions in canned tomatoes. This reduction is slight but brings most brands down to $1.65 for the 2½'s and $1.35 for 2's. Wholesalers state that the reduction made by them is just as a warning against cutting as it came last year. This however may lead to more cuts and be repetition of the cuts of last year. Libby's marmalade 16 oz. glass is advanced 15c. per doz. to $3.40 and relish to $3.60. Other lines of canned goods are steady under a fair demand.

CANNED VEGETABLES

Asparagus, imported (2½s)		6 60
Beans, golden wax	2 00	2 05
Do., Refugee	2 10	2 15
Corn, 2s	1 45	2 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 15	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, 2 lb. doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb tins		1 60
Tomatoes, 1s	1 55	1 60
Do., 2s		1 35
Do., 2½s,		1 65
Do., gallons		5 25
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		5 00
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s		3 25
Do., Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80

CANNED FRUITS

Apricots 2½-lb. tins		4 50
Apples, 2½s, doz.	1 60	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz	4 00	4 05
Do., gals, doz.		18 50
Cherries, red, pitted, heavy syrup, doz., 1		3 20
Do., 2½		3 50
Do., 2½		3 50
Do., 2	2 75	3 10
Gooseberries, 2s, heavy syrup, doz.		2 75
California Peaches—		
1s		2 90
2s		3 25
2½s		4 40
Peaches, heavy syrup—		
2-lb.		2 40
Pears, 1s, Keiffer		2 30
Do., 2-lb.	2 45	3 10
Greengage Plums, heavy syrup	2 65	2 75
Lombard plums, heavy syrup, 2-lb.		2 40
JAMS		
Strawberry, 16-oz.		3 75
Raspberry, 16-oz.		3 75
Black currant, 16-oz.		3 80
Orange marmalade		4 65

CEREAL PRICES STEADY

Montreal.

Montreal—Cereal prices are steady with a fair movement. Rolled oats are quite firm. Buying has shown a marked increase since the first of the year and the feeling is that prices have gone as low as they possibly can. Millers state that the retail trade is now buying sixty and ninety days ahead, not necessarily on a rising market but on a firm market that has gone as low as it can go. The outlook in cereals is good with a good demand. Stocks at the close of the year were very low on all sides. Wholesale

prices are a shade easier than they were one week ago.

CEREALS—		
Rolled oats, bag	3 00	3 15
Oatmeal		3 75
Pearl Hominy		3 25
Corn Meal	2 75	2 80
Graham Flour, 98 lbs.		7 65
New Buckwheat Flour		6 75
Pot Barley		4 00
Pearl Barley		4 90
Beans, Ont.		3 50
Do., Can.		3 30
Lima Beans		0 06
White Beans		0 06
Green peas, dried	0 03	0 05¾
Split Peas		0 07½

PRUNE PRICES HIGHER

Montreal.

DRIED FRUITS—The feature of the dried fruit market is the advance in the price of California prunes. The advance amounts to ½c. all round. Another advance in price would not be surprising as the supplies on hand are light and a rising market always stimulates buying. Other lines are fairly steady after a brisk holiday season. The primary markets are higher on currants and New York is quoting two cents higher which will mean an advance here. Figs are strong and the better grades of Smyrna figs are exhausted. Candied peels are quiet. Raisins are unchanged and firm.

DRIED FRUITS—		
Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)		0 16
Peaches (fancy)		0 28
Do., (choice)		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon		0 28
Orange		0 28
Citron		0 41
Raisins (seeded)		
Valencias	0 20	0 21
Sultana, unbleached		0 20½
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown		0 21
Fancy Seeded (bulk)	0 18	0 19
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.		0 24
Do., 16 oz.		0 26
California Seedless, in bulk		0 23
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, Excelsior (36 10s), pkg.		5 00
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 75
Loose	0 10	0 12
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼'s, lb., 7 crown		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, 5 Crown, 10 pounds	0 24	0 26
Do., 12 ounce packages		0 25
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), mats.		0 09
Do., Turkish, 3 crown, lb.		0 22
Do., 5 Crown, lb.		0 28
Do., 7 crown, lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 32
30-40s		0 18½
40-50s		0 17
50-60s		0 14½
60-70s		0 13
70-80s		0 12
80-90s		0 11½
90-100s		0 10½

WALNUTS STRENGTHENING

Montreal.

NUTS—After the break in the price of walnuts the market has advanced again. From a price of 80c. it dropped to 72c. and is now back at 76c. with the stronger exchange to help it upwards. Almonds remained firm and strong. The peanut market is a little firmer.

NUTS—		
Almonds, Tarragona, per lb.	0 22	0 24
Do., shelled	0 46	0 48
Valencia shelled almonds	0 48	0 50
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily.) per lb.		0 16
Brazils, shelled		0 38
Do., Barcelona		0 15½
Peanuts, Jumbo		0 16
Do., shelled, No. 1 Spanish		0 11½
Do., salted red		0 18
Do., shelled, No. 1 Virginia		0 13½
Peanuts (salted)—		
Fancy wholes, per lb.		0 36
Fancy splits, per lb.		0 31
Pecans, shelled	1 00	1 50
Walnuts Grenoble in shell		0 33
Walnuts, Marbot	0 26	0 28
Do., new Naples		0 26
Bordeau		0 76
Do., Chilean, bags, per lb.		0 40
Do., Bordeaux shelled		0 90

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

SPICE FIXTURES STRONGER

Montreal.

SPICES—In a wholesale way spices are steady with no changes. Buying is light and supplies on hand are quite sufficient to meet requirements. In the primary market a stronger future is evident for pepper. Black pepper offers an attractive market since supplies are held in few hands and the future is strong. Cloves are unsettled and irregular. The future for mustard is stronger and the early spring may see some advance.

SPICES—		
Allspice	0 13	0 20
Cassia, pure	0 25	0 25
Cocoanut, 20 lb. pails, per lb.		0 30
Do., sweetened, lb., packages		0 30
Chickory, (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 32
Pure, ground		0 35
Cream of Tartar (French pure)	0 41	0 60
Do., American high test	0 65	0 85
Whole cloves		0 45
Ginger (Jamaica		0 30
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs whole		
Do., 64, lb.		0 30
Do., 80, lb.		0 28
Do., 100, lb.		0 25
Do., ground, 1-lb tins		0 30
Pepper, black		0 24
Do., white		0 32
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00

MOLASSES HOLDS STEADY

MOLASSES—So far as can be seen no change in molasses may be expected before the opening of navigation. Supplies on hand are sufficient to carry the trade over until that time. Corn syrups are steady at the new basis quoted last week.

MOLASSES—	
Puncheons, Island of Montreal	0 73
Barrels	0 76
Half barrels	0 78
Puncheons, outside of Montreal	0 70
Fancy molasses in tins (ginger bread)	
No. 2, 2 doz. per case	4 20
No. 3, 2 doz.	4 50
5-lb. tins	8 95
10-lb. tins, per case	8 60
CORN SYRUPS—	
Barrels, about 700 lbs.	0 05½
Half barrels, about 350 lbs.	0 05¾
Quarter barrels, about 175 lbs.	0 06½
2 gals., 25-lb. pails, each	2 00
3 gals., 38½-lb. jails, each	2 85
5 gal., 5-lb. pails, each	4 50
5-lb. tins, per case	4 20
10-lb. tins, per case	4 00
24 2-lb. tins	3 75
WHITE CORN SYRUP—	
24 2-lb. tins	4 25
12 5-lb. tins	4 70
6 10-lb. tins	4 50

LITTLE CHANGE IN TEA

Montreal.

TEA—There is little change in the tea market. Wholesalers are holding their prices steady with a little weakness in primary markets on Ceylon teas. Japan teas stand quite firm at present basis and no change is expected. Since there are no Japan teas selling under 40c. per lb., some of the wholesalers are recommending China green Hyson teas which they claim are like Japans in style and color and sold at 33c. to 36c. per lb.

Ceylon and Indians		
Pekoes	0 38	0 44
Broken Pekoes	0 40	0 48
Broken orange Pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60

Above retail prices range of quotations to the retail trade.

Japan Teas (new crop)		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

RICE STEADY

Montreal.

RICE—There is no change in the price of rices but the market is standing steady at present levels with a strong future. To some extent the strength of the rice market depends upon political conditions in India. Japan is buying and American rices are being held for higher prices.

RICE—		
Carolina, extra fancy		0 09
Do., fancy)		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Rangoon, B, per cwt.		5 75
Texas rice		0 05½
Tapioca, per lb. (seed)	0 07½	0 08½
Do., (pearl)	0 07½	0 08½
Do., (flake)	0 07½	0 08½
Honduras		0 07
Siam		0 14½

CHANGES IN PACKAGES GOODS

Montreal.

PACKAGE GOODS—There are a number of changes in Quaker lines. Quaker macaroni and spaghetti is now packing in 1 lb. packages at a price of $3.75 a case. Previously this was done up in 10½ oz. packages. Pettijohn breakfast food is reduced to $3.00 and Tillson's aluminum package rolled oats is quoted at $6.00. Egg noodles are reduced to $2.25 per case.

PACKAGE GOODS—		
Breakfast fod, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 75
Do., 20-lb. cartons, lb.		0 30
Corn Flakes, 3 doz. case	3 40	3 55
Cornmeal, yellow, 24s,		2 85
Rolled oats, 20's		5 00
Rolled oats, 18's		2 65
Aluminum package, 20's		6 00
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s.		2 55
Hominy, pearl or gran., 2 doz.		3 00
Scotch Health Bran (20 pkgs.), case		3 50
Pancake flour, self-raising, doz.		1 50
Wheat Food, 18-14gs		3 [illegible]
Porridge wheat 36s, case		3 30
Do., 20s case		3 50
Self-raising flour (3-lb. pkg.) doz.		2 25
Do., (6-lb. pkg.) doz.		4 40
Do., buckwheat flour, per doz.		1 35
Corn starch (prepared)		0 [illegible]
Corn starch, 1 lb. pkgs.		0 07

Potato flour		0 14½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 55
Shredded wheat		4 45
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		0 09¼
Celluloid starch, 45 pkgs., case		3 80
Malt Breakfast Food (36 pkgs.)		9 60
Macaroni		3 75
Spaghetti		3 75
Egg noodles, Quaker		2 25
Canadian cheese loaf, lb.		0 30
Swiss cheese loaf		0 42

SUGAR UNCERTAIN

Montreal.

SUGAR.—There is no change in the sugar market but the future is weak. Further reductions may come at any time, depending upon the trend of prices in the United States. When the lower priced raws reach the refineries next month it is very possible that further reduction will come. At present the situation is uncertain.

SUGAR—	
Granulated sugar, per cwt.	6 90
Do., barrels	6 95
Granulated, gunnies, 20-5	7 30
Do., cases, 20 5-lb. cartons	7 50
Do., gunnies, 10-10	7 40
Do., cases, 50 2-lb. cartons	7 65
Yellow, light, per cwt.	6 50

ORANGES SLIGHTLY EASIER

Montreal

FRUIT.—The orange market is a little easier with prices on navel oranges down to six dollars a case. The supply is better and the demand is fairly steady. Apples are steady but may go higher as much of the supply in Canada is for shipment to England and to the United States. In this province the supply is small after a poor season. Spys, baldwins and russets are the standby of the market and boxed apples are the favorite with the trade. On the farmer's market there are only a few offerings of apples. The Annapolis Valley is the main source of supply now.

APPLES—		
Hampers, per bushel	1 50	2 00
Baldwins	7 00	8 00
Boxes, 175s, 216s	3 25	3 50
Bananas (as to grade) bunch	6 00	7 25
Lemons, 300-360s		3 50
Grape Fruit, Porto Rico	3 50	3 75
Spys	7 00	8 00
Domestic		6 00
Russetts	8 00	9 00
California navels		6 00
Do., Blood Oranges, half boxes		3 75
Malaga grapes, kegs	9 50	9 00
Tokay grapes, per crate		4 50
Blue and green grapes, per bas.	0 40	0 50

POTATOES MAY GO HIGHER

Montreal.

VEGETABLES.—At last the potato market seems to be taking a turn. Jobbing prices are unchanged but buyers state that prices quoted in car lots are higher than the jobbing price. The visible supply seems to be smaller than was expected. Prices locally are unchanged but an advance is looked for. Onions hold their high prices. Cabbages are fairly plentiful with the market unchanged. The supply is running low and a higher price may be expected.

VEGETABLES—		
Cabbage, local, per bbl.	2 50	3 00
Carrots, new, per bag	0 75	1 00
Celery, imported, 4-doz. crate		5 50
Horseradish lb.		0 60
Mint		1 00
Mushrooms, lb.		1 00
Oyster plant, per doz.		1 50
Parsnips, bag		1 00
Peppers, green, doz.		0 50
New potatoes, Mont. (90-lb. bag)	2 30	1 50
Do., sweet hamper		3 25
Spanish onions, per case		5 75
Turnips, per bag	0 75	1 00
Red Onions, per crate	5 50	6 50
Texas Onions, per crate		3 50
Yellow onions, per cwt.		6 00
Cranberries, barrel		25 00

PRICE CUTTING ON SOAP

MISCELLANEOUS.—Another war in soap prices has begun in this city. The price of $6.75 a case net was cut by some of the local wholesalers and has reached a basis of $6.50 a case with further cuts pending. One wholesaler stated that he would not be surprised to see the price $6.25 by the end of the week. At that basis there is very little profit for anyone. The cuts, however, may stimulate the buying of soap as a basis of $6.25 would undoubtedly be a rock bottom price and a reaction would follow.

SPECIAL.—Libby's have issued a new price list which shows a decline in prepared mustard and salad dressing. The decline amounts to 45 cents on both lines. Snap hand cleaner has been reduced to $1.85 a case for No. 2.

ONTARIO MARKETS

TORONTO, Jan. 11.—Some price changes are noted, mostly of a downward nature. Salt shows a shade reduction on all size packages. Thompson seedless raisins in bulk are quoted lower in some quarters while Spanish Valencia raisins are also easier. Prunes, apricots and peaches continue in a strong position with a likelihood for advances. One brand of soap chips in bulk is reduced, also one line of toilet soap, jelly powder, extracts, marmalade and sugar syrups. The tea markets continue strong with spot prices on some of the lower grades again advanced. Nuts are firmly held while cereals are generally steady. One brand of macaroni shows another reduction. In the fruit and vegetable markets there is little change in quotations. Bananas are lower while oranges are firmly held. Potatoes are slightly firmer on track but show no change in prices to the retail trade. Onions continue strong and active.

BEANS STEADY AND QUIET

Toronto.

BEANS.—The market continues quiet with quotations steady and unchanged.

BEANS—		
Ontario hand picked, per bushel	3 25	3 50
Do., No. 1 lb. pickers, per bushel	2 90	3 15
Cal. Limas, per lb.	0 09½	0 10

CANNED VEGETABLES FIRM

Toronto.

CANNED GOODS.—Quotations on practically all lines are firmly held and are likely to continue strong for the balance of the season in view of the short pack and the fact that opening prices are very low. Canned peas with the exception of the cheapest grades are nearly all cleaned up at the factories and very light stocks are held by wholesalers. There is little sockeye salmon to be had and the other grades are showing indications for firmness.

CANNED GOODS—		
Sockeye 1s, doz.		5 60
Do., ½s, doz.		3 25
Alaska red, 1s		4 25
Cohoe 1s, doz.		2 90
Do., ½s, doz.		1 90
Pinks, 1s doz.		1 45
Lobster, ½-lb. doz.,	3 75	4 15
Do., 1-8-lb. tins	2 50	2 75
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	
Canned Vegetables—		
Tomatoes, 2½s, doz.		1 75
Do., Gal. No. 10 tins, doz.	5 95	6 25
Peas, standard, doz.		1 75
Do., Early June	2 00	2 15
Do., Sweet Wrinkle		2 40
Do., Extra Sifted		3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 15
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.		6 60
Canadian corn	1 40	1 50
Pumpkins, 2½s, doz.	1 50	1 60
Do. ,gal., No. 10 tins, doz.	1 50	1 60
Spinach, 2s, doz.		1 60
Pineapples, sliced, 2s doz.	3 40	4 25
Do., shredded, 2s, doz.	4 75	5 25
Do., sliced, 2½s, doz.		4 25
Apples, gal., doz.		5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.		3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Do., Green Gage	3 25	3 40
Cherries, pitted H.S.		4 25
Blueberries 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	**4 50**	**5 00**
JAMS—		
Black currants, 12 oz., doz.	3 00	3 75
Do., 16 oz. doz.	3 50	4 65
Do., 4s, each	0 85	1 07
Strawberry, 12 oz., doz.	3 25	3 75
Do., 16 oz., doz.	3 25	4 65
Do., 4s. tins	0 95	1 04
Raspberry, 12 oz., doz.	2 40	3 75
Do., 16 oz., doz.	3 25	4 65
Do., 4s, tins	0 85	0 97

MORE STRENGTH IN COFFEES

Toronto

COFFEES.—Primary markets continue to show increased strength with prices higher. In the spot situation there are no new developments and quotations to the retail trade are unchanged.

COFFEE—		
Java, Private Estate	0 51	0 53
Begotas, lb.		0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.		0 35
Mocha, lb.	0 52	0 55
Rio, lb.	0 22	0 24
Santos		0 35

CEREALS UNCHANGED

Toronto.

CEREALS.—The market is fairly steady with no changes in quotations to record. Wholesalers continue to quote rolled oats at $2.95 per bag which is somewhat lower than some manufacturers' quotations.

CEREALS—	
Barley, pearl, 98s	**5 50**
Buckwheat flour, 98s	**4 50**
Barley, pot, 98s	**3 90**

Barley Flour, 98s		6 25
Cornmeal, golden, 98s		2 40
Oatmeal, 98s		4 80
Corn flour, 98s		2 75
Rye flour		3 25
Rolled oats, 90s		2 95
Rolled wheat, barrel		6 00
Cracked wheat, bag		5 25
Breakfast food, 98s		4 75
Rice flour, 100 lbs.		10 00
Flaxseed, 98s		7 00
Peas, split, per bag		6 50
Marrowfat Green peas, Ont.	7 75	8 50
Do., English, per lb.		11 00
Graham flour, 98s		3 25
Whole wheat flour		3 85
Wheat kernels, 8s		5 00
Farina, 98s		5 35
Lentils, Red, lb.	0 18½	0 19¾

HONEY LOOKS EASY

Toronto.

HONEY.—The market is quiet with plentiful supplies offered but no one appears to be buying in any large quantities. Quite a lot of dark honey is appearing and there have been several complaints recently from dealers who state that this dark honey is being mixed with shipments of light. Quotations are fairly steady but the situation has an easier undertone in view of the heavy balance of the crop which still remains to be moved.

HONEY—		
5-pound tins, per lb.		0 16½
10-lb. tins, per lb.		0 15½
60-lb. tins, per lb.		0 15
Comb, per doz	3 75	4 50

MACARONI LOWER

Toronto.

PACKAGE.—A further decline is announced on Puccini-Lion brand macaroni, vermicelli and spaghetti in 16 oz. packages. The new price is $3.40 per case of 30 packages. The price on 8oz. packages remains at $2.00 per case as announced in last week's issue. Other quotations are unchanged.

PACKAGE GOODS—		
Rolled Oats, 20s, round, case		5 00
Do., 18s, case		2 00
Do., 20s, square case		5 00
Do., Aluminum Prem., 20s		6 00
Corn Flakes 36s, case	3 10	3 75
Porridge Wheat, 36s, reg., case		6 00
Do., 20s, family, case		6 80
Package peas, per doz.		0 90
Cornstarch, No. 1, lb. carton		0 09
Do., No. 2, lb. cartons		0 07½
Laundry starch		0 07
Do., in 1-lb. cartons		0 07¾
Do., in 6-lb. wood boxes		0 11¼
Do., in 6-lb. tin canisters		0 14½
Celluloid starch, case		4 00
Potato flour, 1-lb.		0 14½
Fine oatmeal, 20s		5 75
Cornmeal, 24s		2 30
Farina, 24s		3 25
Barley, 24s		2 75
Self-rising Pancake Flour, 24s		2 70
Buckwheat flour, 24s		2 70
Self-rising pancake flour, 18s		3 85
F. S. Hominy, gran. case		3 00
Do., pearl, case		3 00
Scotch pearl barley case		2 70
Puffed rice pancake flour, 24s		2 90
Macaroni 30-16 oz. per case	3 40	3 75
Do., 30-8 oz. per case	2 00	2 20

PRUNES FIRMLY HELD

Toronto.

DRIED FRUITS.—The feature of interest appears to be centered around prunes, apricots and peaches. In prunes there is a scarcity of 30s in primary markets and there is an inclination on the part of buyers to stock up on the next larger size, 40s. The sentiment appears to be that the larger size prunes will show a considerable advance when the heavy demand commences in the spring months. The California Prune and Apricot Growers' Association report that the entire crop of 1921 prunes are likely to be entirely out of producers' hands long before the next crop is ready for the market. Apricots and peaches although showing no recent change are strongly held and there are indications for some advances. Oliver's Spanish Valencia raisins in bulk are offered at 22½c per lb. which is a slight reduction from the price quoted previously. Thompson's seedless raisins are also quoted on spot at a lower price of 22½ cents per lb. Figs on the other hand are showing a shade firmer feeling.

Citron caps, 12-lb. boxes, lb.		0 06
Lemon caps, 12 lb. boxes, lb.		0 29
Orange caps, 12 lb. boxes, lb.		0 31
Mixed containing 4½ lb. lemon per lb.		0 35
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½ lb. orange 3 lb. citron caps, 3 dozen per case, per dozen		4 50
Currants—		
Greek Filliatras, cases	0 13½	0 14
Do., Patras	0 16½	0 17
Do., Vostizza		
Dates—		
Excelsior, pkgs, 3 doz. in case		5 50
Dromedary, 3 doz. to case		7 50
Fard, per lb.		0 26
Hallowee dates, per lb.		0 14½
Do., half cases, lb.		0 15½
Do., Sair		0 13
Prunes—		
30-40s, 25s		0 19
40-50s, 25s		0 16½
50-60s, 25s		0 14½
60-70s, 25s		0 13½
70-80s, 25s		0 11¾
80-90s, 25s		0 11¼
Raisins—		
California, Sultanas, lb.		0 21
Do., 15 oz. pkts.		0 22½
Seeded, 15-oz. packets		0 26
Do., 11-oz. packets		0 21
Seeded, 15-oz. packets	0 20½	0 21
Thompsons, seedless		0 22½
Valencia, Spanish	0 22½	0 28½
Clusters, boxes, 20 1-lb. pkg.		6 65
Smyrna Sultanas		0 23½
Muscat, 25 lb. box		0 19
Evaporated apples	0 16	0 17½
Figs—		
Smyrna, bags, approx. 28 lbs.		0 14½
Do., 60-lb. bag		0 12½
Layer, 1 Crown		0 30
Layer, 5 Crown		0 30
Layer, 7 Crown	0 33½	0 36
Pulled, 10 lb. box, per lb.		0 34
Pulled, 1-lb. box, each		0 20
Do., 2-lb. box, each		0 36
Mats	0 09	0 09½
Peaches—		
Choice		0 20
Standard		0 18½
Apricots—		
Choice		0 32
Standard		0 28

SOME PRICE CHANGES

Toronto.

MISCELLANEOUS.—Reductions are noted in Shirriff's goods as follows: jelly powders are reduced to 95c per doz., and 90c per doz. in gross lots; No. 4 tins marmalade are reduced to $7.20 per doz.; 2½ oz. bottles extracts are reduced to $2.75 per doz. and 2 oz. size to $2.35 per doz.; Snap hand cleaner is down to $1.85 per doz., while Dingman's soap chips in 50 lb. boxes is reduced to $6.60 per box. Palmolive soap is reduced as follows: one gross $11.75; 3 gross $11.05 per gross; 5 gross $10.90 per gross; 10 gross $10.75 per gross; single doz. lots 95c per doz.; freight paid on 5 gross lots or over. Royal baking powder is now quoted as follows: cases 48-4 oz. tins, $1.90 per doz., cases 36-6oz. tins, $2.80 per doz. and cases 24-12 oz. tins, $5.30 per doz. There is a special Oxo deal during the month of January allowing 5 per cent. discount on orders amounting to $10.00 or over.

NUTS HOLD STEADY

Toronto.

NUTS.—The market for nuts shows little change as compared with a week ago. Reports from France indicate that the crop of walnuts is fairly well cleaned up with prices strongly held. It is the opinion of some importers that when the spring demand commences in February and March that stiffer prices can be expected. Statistically there is no change in the market for Brazils but in one quarter shelled brazils are offered at 60c per lb. to clean up a surplus supply.

NUTS—		
Almonds, Tarragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian		0 25
Do., Chili		0 17½
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweented, lb.		0 30
Do., sweetened, lb	0 28	0 32
Do., shred		0 25
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 18	0 20
Do., medium	0 14	0 18
Mixed nuts, bags 50 lbs.	0 20	0 25
Pecans		0 30
Shelled —		
Almonds, lb.	0 47	0 50
Filberts, lb.		0 33
Walnuts, Bordeaux, lb.	0 80	0 90
Do., Manchurian	0 60	0 65
Do., Broken	0 45	0 55
Jordan almonds	0 70	0 75
Peanuts, Spanish, lb.		0 10½
Pecans, lb.	0 95	1 00
Brazils		0 72

RICES CONTINUE FIRM

Toronto.

RICES.—The spot situation is unchanged. Primary markets, both in the South and the East, have stronger tendencies with possibilities for some advances in the near future.

RICE—		
Honduras, broken, per lb.	0 07½	0 08
Blue Rose, fancy	0 08½	0 09
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 05
Chinese, XX		
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White Sago	0 07¾	0 09
Tapioca, per lb.	0 08½	0 09
Do. fancy	0 09	0 11

REFINED SUGAR WEAK

Toronto

SUGAR.—Canadian refined sugar remains at the basis of $7.24 with Canadian beet sugar at $7.05. In the New York raw market there was a shade firmer feeling during the week with a slight advance of 1-16c on old crop sugars. The present price on old crop Cubans being 1-13/16c, c and f which figures to 3.42c duty paid; new crop is still quoted at 1⅞c, c and f which figures $3.48 duty paid. This strength in raws is attributed to the shortage on spot which is somewhat accentuated by the report of possible labor troubles on the wharves and railroads in Cuba. Some further reductions are likely in Canadian refined to bring prices closer to replacement costs.

SUGAR—	
St. Lawrence, extra gran., cwt.	7 24
Atlantic, extra gran.	7 24
Acadia Sugar Refinery, ex gran.	7 24
Dom. Sugar Refinery, ex. gran.	7 05
Canada Refinery, gran.	7 24

Differentials: Granulated, advance over basis 50-lb. sacks, 25c; barrels, 5c; gunnies, 5-20, 40c; gunnies, 10-10s, 50s; cartons, 20-5s, 60c.

SUGAR SYRUP REDUCED

Toronto

SYRUPS.—Corn syrups are ruling steady under the reductions as announced last week. A reduction is registered on Rogers' sugar syrup. No. 2 tins are reduced to $4.25 per case of two dozen.

SYRUPS—	
Corn Syrup—	
Barrels, about 700 lbs., yellow	0 05½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 50
Cases, 2-lb. tins, yellow 2 doz. in case	3 75
Cases, 5-lb. tins, yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz.	4 00
Sugar Syrup—	
Cases, No. 2 tins 24 t ocase	4 25
Molasses, baking grade	
No. 2 tins, 2-doz. case	4 20
No. 3 tins, 2-doz. case	5 50
No. 5 tins, 1-doz. case	4 60
No. 10 tins, ½-doz. case	4 20
Pails—No. 1	1 10
Pails No. 2	1 75
Pails No. 5	3 55
Molasses, table grade—	
No. 2 tins, 2-doz. case	7 75
No. 5 tins, 1-doz. case	8 95
No. 10 tins, 1-doz. case	8 60
Pails—No. 1	2 10
Pails, No. 2	3 75
Pails No. 5	8 55

NO CHANGE IN SPICES

Toronto.

SPICES.—There are no changes in quotations to the retail trade. Primary markets continue to hold a firm position generally, but there are no new developments to report as compared with a week ago.

SPICES—		
Allspice	0 15	0 18
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 45
Mustard, pure	0 35	0 40
Pastry		0 28
Pickling spices		0 18
Mace		0 75
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.	0 60	0 70
Do., 80s		0 35
Chillies, lb.		0 50
Nutmegs, selcts, whole, 100s	0 22	0 26
Do., ground		0 28
Mustard seed, whole		0 20
Celery seed, whole		0 40
Coriander seed		0 18
Caraway seed, whole		0 30
Turmeric		0 30
Curry Powder		0 35
Cream of Tartar—		
French, pure		0 40
1-oz. packages, doz.		2 00

The above quotations are for the best quality cheaper grades can be purchased for less.

SALT PRICES REDUCED

Toronto.

SALT.—A reduction is announced on salt. Following are the new prices.

	City.	Country.
Ordinary fine, barrels 280 lbs.	4 00	3 75
Do., Do., bags, 50 lbs.	85	80
Dairy bags, 50 lbs.	1 05	1 00
Coarse bags 50 lbs.	80	75
Ice Cream 200s	2 55	2 40
Barrels small, bags 80-3½s	6 95	6 75
Do., Do., 40-7s	6 60	6 35
Do., Do., 20-14s	6 35	6 00

TEAS HOLD STRONG

Toronto.

TEAS.—There are no new developments in the tea situation. All markets continue to ho'd a strong position under influence of the shortage in stocks. Some teas on spot show further advances during the week with others likely in view of the fact that prices are still below the cost of replacement. Under this heading in last week's issue the statement was made that the shortage in production now totals nearly two million pounds. This should have read nearly two hundred million pounds.

TEAS—		
Pekoe Souchongs	0 34	0 38
Pekoes	0 36	0 58
Broken Pekoes	0 39	0 58
Broken Orange Pekoes	0 50	0 65
Japans and Chinas—		
Early pickings, Japans		0 58
Do., seconds		0 50
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 60

Above prices give range of quotations to the retail trade.

BANANAS LOWER

Toronto.

FRUITS.—Bananas show a reduction of 1½c per lb., making the present price 7c including packing. Italy has commenced to grade lemons similar to California and Messinas are now packed in sizes. The market is a shade easier with 300s offered at $4.50 per case. Oranges are firmly held at unchanged quotations. Cranberries are higher at $30.00 per barrel. There is little changes in other lines of fresh fruits.

FRUITS—		
Oranges, Floridas,	4 00	5 50
Oranges, Navels, 100s		6 00
Do., 126s		6 50
Do., 150s, 176s, 200s		6 50
Tangerines, per case	4 00	5 50
Lemons, Messina		4 50
Do., California	4 50	5 00
Bananas, per lb.		0 07
Apples—Barrel.		
Spys, No. 1		9 00
Spys, No. 2		8 00
Spys, No. 3	6 00	7 50
Greenings No. 1		7 50
Greenings No. 2		7 00
Baldwins No. 1		7 50
Baldwins No. 2		7 00
Grapes, Malaga, bbls.	13 00	15 00
Apples, B.C., boxed	3 25	4 50
Cranberries, Cape Cod, bbls.		30 00
Grapefruit, Florida	5 50	6 00
Pomegranates		3 25

ONION MARKET ACTIVE

Toronto

VEGETABLES.—The potato market is fairly steady and there appears to be heavy supplies in warehouses but the deliveries during the week have been rather light. Dealers prices to the retail trade are unchanged but f.o.b. track prices are from 5c to 10c per bag higher. Onions are showing activity and prices are strongly held. California celery is rather scarce with prices firmer at $9.00 per crate. Thedford celery is quoted at $4.50 per crate.

VEGETABLES—		
Cabbage, per barrel	4 00	4 50
Potatoes, Delaware, per bag	1 65	1 75
Do., Ontario	1 25	1 40
Beets, per bag	0 75	1 00
Carrots, per bag	0 85	1 00
Turnips, per bag		0 85
Parsnips, per bag	1 00	1 25
Onions, Spanish, crate	7 00	6 50
Do., sack, 100 lbs.	6 00	6 50
Celery, per crate, Cal.		9 00
Do., per crate Thedford		4 50
Cauliflower, Cal., case	6 00	6 00
Head lettuce, iceberg, case		5 75
Sweet potatoes, per hamper	2 75	3 00
Mushrooms, per bkt.		3 00
Shallotts, per doz.		75

MILLFEEDS REMAIN SCARCE

Toronto.

MILLFEEDS.—The supply of millfeeds available shows no improvement. Supplies are scarce and millers are not accepting any business for straight car lots on account of the demand being greater than the supply.

MILLFEEDS—	
Bran, per ton	26 25
Shorts, per ton	28 25
Choice middlings, per ton	35 25

FLOUR STEADY

Toronto.

FLOUR.—The market is fairly steady under a moderate demand for domestic purposes. Quotations are unchanged.

FLOUR—	
First Patents, in cotton bags, bbl.	7 70
Second Patents, in jute bags, bbl.	7 50

MANITOBA MARKETS

WINNIPEG, Jan. 11.—Business is reported fairly steady by both wholesalers and retailers and in many cases it is much better than anticipated. The coffee market continues firm. Canned goods are becoming scarce and many lines have been cleaned up and higher prices are expected on some lines before the new pack is available. The prune market is ruling firm and locally the demand has been active. The dried peach market is firm and as there are only a few left it is expected higher prices will prevail. Cereals are ruling easier and declines on rolled oats, cornmeal and buckwheat grits have been noted. Opening prices on the new season pack marmalade has been named. Rice continues firm. The sugar market continues easy and lower prices are expected. All varieties of starches are reduced. The spice market is ruling firm and spot stocks are reported low. The tea market is holding firm. There is a fair demand for both fruit and vegetables.

FIRM COFFEE MARKET

Winnipeg.

COFFEE—Primary coffee markets continue firm and further advances have been registered during the week. Locally there is a good demand with very little change in quotations.

Winnipeg

COFFEE—		
Rio, roasted, best grade, per lb.	0 19½	0 20½
Mexican, roasted, best grade, lb.	0 41	0 49
Jamaica, roasted, best grade, lb.	0 28	0 30
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

CANNED GOODS SCARCE

Winnipeg.

CANNED GOODS—Each week sees one or more lines of canned goods completely sold out, canned pumpkin being

the latest. Reports from Ontario state that canned pumpkin is practically cleaned up and the last car sold brought a premium over previous prices. These features may be expected on other lines of canned goods before the new pack is available. Last fall canned goods were bought in small quantities by both wholesalers and retailers, and in view of this canners packed small quantities and it looks as if buyers will go into the market at the same time, which will mean that prices will be higher. Canned asparagus has been cleaned up as well, and higher prices are quoted in California. Canned spinach, while sales are small is now practically off the market.

CANNED FISH—		
Shrimps, 1s, 4 doz. case, doz.		2 75
Finnan Haddie, 1s, 4 doz. case	8 25	11 50
Do., ½s, 8 doz. case, case		7 25
Herring (Can.) 1s, 4 doz. case, per case	6 50	8 00
Do., imported, ¼s, 100 doz. cs.		21 50
Lobsters, ¼s, 8 doz. case, doz.		2 35
Do., ½s, 4 doz. case, doz.		4 00
Oysters, 1s, 4 doz. case, case		9 40
Do., 2s, 8 oz. 2 doz. case, case		7 90
Pilchards, 1s, tall, 4 doz. case, per case		6 90
Do., ½s, flat, 8 doz. case, case		9 00
Salmons—		Per case
Sockeye, 1s, tall, 4 doz. case		20 00
Do., ½s, flat, 8 doz. case		21 25
Red Spring, 1s, tall, 4 doz. case		16 25
Do., ½s, flat, 8 doz. case		17 00
Cohoe, 1s, tall, 4 doz. case	12 00	13 00
Do., ½s, flat, 8 doz. case	13 00	14 00
Pink, 1s, tall, 4 doz. case		6 25
Do., ½s, flat, 8 doz. case		8 00

CANNED FRUITS (Canadian)		Per case
Apples, 6 tins in case		3 20
Blueberries, 2s, 2 doz. case		5 00
Cherries, 2s, 2 doz. case		7 20
Gooseberries, 2s, 2 doz. case		7 50
Lawtonberries, 2s, 2 doz. case		7 00
Peaches, 2s, 2 doz. case	6 60	7 10
Pears, 2s, 2 doz. case	6 45	7 00
Plums, Green Gage, H. S. 2s, 2 doz. case		6 00
Plums, Lombard, H. S., 2 doz. case		5 95
Plums, Lombard, L. S., 2s, 2 doz. case		4 65
Raspberries, 2s, 2 doz. case	8 00	8 60
Strawberries, 2s, 2 doz. case	8 00	8 60

CANNED FRUIT (American)		Per case
Apricots, 1s, 4 doz. case		10 60
Peaches, 2½s, 2 doz. case		9 15
Peaches, sliced 1s, 4 doz. case		10 85
Do., Halves, 1s, 4 doz. case		10 75
Do., 2s, 2 doz. case		6 90
Pears, 1s, 4 doz. case		12 75
Pineapple, sliced, 2s, 2 doz. case		7 25

CANNED VEGETABLES—		
Asparagus tips, 1s, tins, 4 doz. case, per doz.		4 40
Beans, Golden Wax, 2s, 2 doz. case, per case		4 75
Beans, Refugee, 2s, 2 doz. case		4 60
Corns, 2s, 2 doz. case		3 50
Peas, Standard, 2s, 2 doz. case	3 65	3 90
Peas, Early June, 2s, 2 doz. case		4 50
Sweet Potatoes, 2½s, 2 doz. case		7 00
Pumpkin, 2½s, 2 doz. case		3 35
Sauer Kraut, 2½s, 2 doz. case		4 10
Spaghetti, 2s, 2 doz. case		2 05
Tomatoes, 2½s, 2 doz. case		4 10
Spinach, 2½s, 2 doz. case		6 75

PRUNES RULING FIRM

Winnipeg.

DRIED FRUIT—Prunes continue to rule firm in primary markets on the basis of new quotations recently made. Buying for futures has been restricted but locally sales have been active. The dried peach market is strong due to the fact that there is only a small quantity left in the association's hands and there is no doubt but what higher prices will prevail as we are led to believe there is no surplus on the market.

DRIED FRUITS		
Evaporated apples, per lb.		0 18
Currants, 90-lb., per lb.		0 16
Do., 8 oz. pkgs., 6 doz. case, lb		0 13
Dates, Hallowee, bulk, lb.		0 15
Do., pkgs., 3 doz. case, lb.		0 15½
Figs, Spanish, per lb.		0 15
Loganberries, 4 doz. case, pkt.		0 23½
Peaches, standard, per lb.		0 17
Do., choice, per lb.		0 18
Do., fancy, per lb.		0 20
Peaches, unpitted, per lb.		0 10
Pears, extra choice, per lb.		0 30
Do., Cal., cartons, per carton		1 30
Prunes—		
30-40s, 25s, per lb.		0 20
40-50s, 25s, lb.		0 17½
50-60s, 25s, lb.		0 14
60-70s, 25s, lb.		0 13
70-80s, 25s, lb.		0 10½
80-90s, 25s		0 09¾
90-100s, 25s, lb.		0 08
In 5-lb. cartons, carton	0 65	0 75
Raisins—Seeded—		
Cal., pkg., 16 oz., fancy, per pkg.		0 20
Do., pkg., 12 oz., fancy, per pkg.		0 16¾
Do., 16 oz., choice, per pkg.		0 19
Do., 12 oz. choice, per pkg.		0 16
Cal. 5-lb. cartons, per carton		1 20
Do., bulk., 25-lb. boxes, per lb.		0 19
Raisins—Seedless—		
Cal., pkg., 11 oz., per lb.		0 19½
Do., bulk, 25-lb. boxes, per lb.		0 22
Do., bulk, 5-lb. cartons, per carton		1 30
Do., Cal. Muscatels, 5 lb. carton, per carton		1 35
Apricots, choice, 25s, lb.		0 32
Do., 10s, lb.		0 34
Do., Standard, 10s, lb.		0 28¼
APRICOTS—		
Do., Standards, 25s, lb.		0 25½
Do., choice, 10s, per lb.		0 34
Do., choice, 25s, per lb.		0 32
Do., fancy, 25s, lb.		0 35
Do., fancy, 10s, lb.		0 36
Apricots, 5 lb. cartons, per carton		1 65

CEREAL MARKET EASIER

Winnipeg.

CEREALS—All lines of cereals are ruling easier more especially rolled oats, cornmeal and buckwheat grits. Cornmeal in 98 lb. bags is quoted at $2.15, a decline of 35c. per bag. Buckwheat grits in the same quantity is quoted at $6.25, while rolled oats are quoted at $2.30. The primary bean market continues steady under a fairly active demand. There is no change in package cereals. The market is quiet with a steady tone in price and buying is for immediate requirements only.

PACKAGE CEREALS—		
Rolled Oats, 20s, round cartons	4 00	1 65
Do., 36s, case square pkts.		3 50
Do., 18s, case		2 10
Corn Flakes, 36s, case	3 50	3 80
Cornmeal, 2 doz. case, per case		3 40
Puffed wheat, 4 doz. case, per case		4 40
Puffed rice, 3 doz. case, per case		5 70
Cream of Wheat, 3 doz. case, per case		9 00
Grape Nuts, 2 doz. case, per case		3 80
Package Peas, 3 doz. case, per case		3 00

BULK CEREALS—		
Rolled oats, 80s, per bag		2 30
Do., 40s, per bag		1 25
Do., 20s, per bag		0 65
Do., 10-18s, per bale		3 15
Do., 15-6s, per bale		3 65
Oatmeal, 98s, gran. or stand. bag		3 30
Wheat granules, 98s, per bag		6 10
Do., 16-6s, per bale		6 60
Peas, whole, green, 100-lb. bag per bushel		3 85
Do., split, yellow, 98s, per bag		7 50
Do., split, yellow, 49s, per bag		3 80
Beans, fancy, hand picked, 100-lb. bag, per bush.	3 55	4 25
Do., Lima, 100-lb. bag, per lb.		0 10½
Barley, pot, 98s, per bag		3 90
Do., pot, 49s, per bag		2 00
Do., pot, 24s, per bag		1 02
Barley, pearl, 98s, per bag		5 05
Do., barley, 49s, per bag		2 58
Do., pearl, 24s, per bag		1 33
Cornmeal, 98s, per bag		2 15
Do., 49s, per bag		1 13
Do., 24s, per bag		0 58
Do., 10-10s, per bale		2 10
Bags, per bag		6 25

FLOUR UNCHANGED

Winnipeg.

FLOUR—There is no change in the flour market. The market is holding steady under a moderate demand.

FLOUR—	
98-lb. sacks	3 90
Two 49-lb. sacks	3 97½
Four 24-lb. sacks	4 07½

NEW PRICES ON MARMALADE

Winnipeg.

JAMS—New season packed marmalade prices have been named and are considered very moderate ruling from 63c. to 70c. per tin for Canadian pack and about 80c. per tin for imported.

JAMS	
Strawberry 4s per tin	0 91
Black Currants, 4s, per tin	0 91
Raspberry, 4s, per tin	0 91
Apricots, 4s, per tin	0 85
Cherry, 4s, per tin	0 85
Peach, 4s, per tin	0 85
Compound (all flavors), 4s, tin	0 55

RICE MARKET FIRM

Winnipeg.

RICE—The rice market shows no change as compared with a week ago. There is very little activity shown by buyers and buying is done only in a small way. The situation continues firm. There is a fair demand locally with no change in quotations.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08
Do., 50-lb. sacks, lb.	0 08½
Siam, 100-lb. bags, lb.	0 06
Do., 50-lb. bags, lb.	0 06¼
Sago, sack lots, 130 to 150 lbs., per lb.	0 07¾
Sago, in less quantities, lb.	0 08¼
Tapioca, Pearl, per lb. 0 07¾	0 08¼

SUGAR MARKET WEAK

Winnipeg.

SUGAR—The sugar market continues easy and Canadian refined is quoted at $8.00 per cwt. Every indication points to lower prices in the very near future.

SYRUPS STEADY

Winnipeg.

SYRUPS—There is no change in quotations on corn or cane syrups. Molasses quotations remain unchanged and indications point to lower prices.

STARCH REDUCED

Winnipeg.

STARCH—There has been a reduction on all starches of 1⅛c per lb. New quotations are as listed below. Potato flour is reduced 30c. per case.

SPICE MARKET FIRM

Winnipeg.

SPICES—The spice market is ruling firm and spot stocks of all lines are very low. Peppers are firmer. Cloves and ginger remain firm while whole chillies are higher than they have been for years.

TEA HOLDING FIRM

Winnipeg

TEA—Although a quiet market is ruling a renewal of activity is expected, as buyers generally are now fully awake to the fact that the upward movement in prices is bound to continue since the world's supply of practically all varieties of tea is far below normal. When business is resumed in this active manner it is expected that before the time for new crop arrives prices will have been established on far higher levels than those now prevailing.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Saskatchewan Markets

FROM REGINA BY WIRE

Regina, Sask., Jan. 10.—Sugar declined twice during the week making the present price $8.30 per cwt. Regina new-laid eggs are scarce and are selling at $21.00 per case. Catelli macaroni, vermicelli and spaghetti are slightly lower while Palmolive soap is reduced to $11.-15 per gross. Lemons are lower at $8.00 per case. Canned tomatoes 2½s are a shade higher at $4.60 per case. Pure lard 35, is down to $9.75 per case.

Beans, Kotenashi	5 95
Rolled oats, 80s	2 42
Rice, Siam	6 00
Rice, Blue Rose	9 25
Tapioca	7 25
Sago	7 25
Flour, per bbl.	7 95
Sugar, pure cane granulated, cwt	8 30
Cheese, No. 1, Ont., large	0 20¾
Cheese, No. 1, Ontario, twins	0 21
Butter, creamery, lb.	0 45
Butter, dairy, lb.	0 25
Lard, pure, 3s	9 75
Eggs, new laid, local	21 00
Do., No. 1 storage	15 60
Tomatoes, 2½s, choice	4 60
Lemons, case	8 00
Corn, 2s, standard choice	3 65
Peas, 2s, standard choice	4 15
Do., 2s, Early June, choice	4 87
Salmon, Sockeye, 1s	21 00
Do., Sockeye, ½s	22 05
Strawberries, 2s, B.C. choice	8 75
Raspberries, 2s, Ontario choice	8 75
Cherries, 2s, red, pitted	7 20
Peaches, 2s, halves	7 20
Do., 2s, sliced	6 00
Apples, evaporated, lb.	0 42½
Peaches, evaporated, lb.	0 23
Prunes, 70-80	0 13

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta. Jan. 10.—Sugar declined 15c. making the present price $8.19 per cwt. Most brands of marmalade are down in price while starches declined 1⅛c. per lb. Some broom manufacturers have advanced their quotations. Lard is down one cent per lb. bringing the price on 3s to $10.20 per case. Standard corn 2s is quoted at $3.00 to $3.60 per case. Cheese is lower, Alberta now quoted at 20c. and Ontario large at 22c. per lb.

Beans—Ashcroft, per cwt.		6 00
Do., Kotenashi, per cwt.		5 90
Rolled oats, 80s		2 25
Rice, Siam	5 50	6 00
Japan, No. 1	7 35	8 00
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.		7 75
Sugar, pure cane, gran., cwt.		8 19
Cheese, No. 1, Ont., large	0 22½	0 23
Alberta cheese, twins		0 20
Do., large		0 22
Butter, creamery, lb.	0 39	0 45
Do., dairy, lb.	0 30	0 35
Lard, pure 3s		10 20
Eggs, new laid, local, case		18 00
Do., No. 1 storage, case		16 00
Tomatoes, 2½s	4 15	4 35
Pumpkin, 2½s, case		4 40
Lemons, case		7 75
Corn, 2s, standard case	3 00	3 60
Peas, 2s, standard case	4 20	4 30
New early June peas, case		4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye, ½s		21 55
Strawberries, 2s, Ont., case	8 15	8 40
Raspberries, 2s, Ont., case	8 40	9 25
Cherries, 2s, red, pitted		8 50
Peaches, 2s, halves		5 85
Do., 2s, sliced		6 25
Apples, evaporated, lb.		0 18
Do., 25s, lb.		0 18½
Pineapples, Hawaiian, sliced 2's	6 30	7 85
Do., canned, 2s	7 45	7 90
Potatoes, local, ton	20 00	30 00

British Columbia

FROM VANCOUVER, BY WIRE

Vancouver, B. C. Jan. 10.—Cauliflower is quoted at $2.50 per doz.: radishes and parsley at 60c.; rhubarb 30c. per lb. Fresh eggs dropped to 42c. per doz. while New Zealand butter is quoted at 44c. per lb. Bacon and hams declined one cent per pound which is reflecting a weaker hog market.

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., Jan. 10.—Molasses is easier at 60c. per gal. Clear pork is advanced 50c. now quoted at $33.00. Onions are higher at $8.00 per crate while potatoes are slightly lower at $2.75 per bag. Messina lemons are quoted at $5.-00 per case. Oranges are firm at $6.-50 to $7.50 per case. Lard and shortening are steady at unchanged quotations.

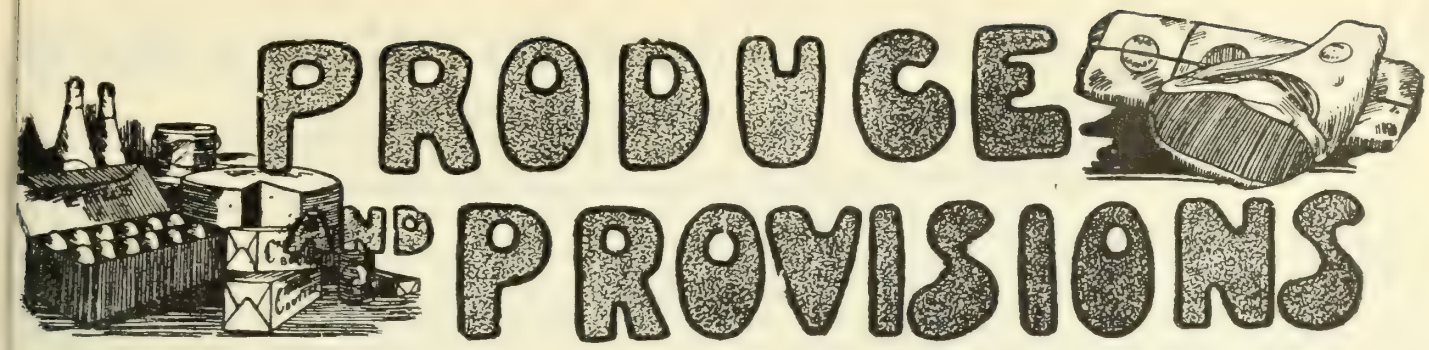
Rolled oats, bag	3 50
Do., bbls.	8 30
Rice, Siam, per cwt.	7 00
Tapioca, per 100 lbs.	9 50
Molasses, gal.	0 60
Tomatoes, cans	2 00
Do., bags	6 00
Raisins, Valencia layers	0 24
Currants, cleaned	0 30
Prunes, 90-100, 25-lb. boxes	0 20
Lemon peel	0 11¼
Orange peel	0 34
Citron peel	0 34
Walnuts	0 46
Almonds	0 28
Brazils	0 22
Peanuts	0 20
Filberts	0 17
Cocoanuts, bag	6 00
Potatoes, per bbl.	2 75
Onions, bag	8 00
Pork, clear, bbls.	33 00
Pigs' feet, per 20-lb. pail	2 10
Hams, shoulder, per lb.	0 19
Bacon, side, per lb.	0 32
Bacon, roll, per lb.	0 22
Lard, pure, in pils, lb.	0 15
Lard, pure, in tubs, lb.	0 14½
Shortening in pails, lb.	0 14
Shortening in tubs, lb.	0 13¾
Butter, creamery, prints	0 40
Butter, creamery, solids	0 37
Oleomargarine	0 24
Cheese, whole, lb.	0 19 0 21
Cheese, twins, lb.	0 21
Eggs, doz.	0 52
Sugar, cut loaf, cwt.	8 70
Sugar, stan., gran., cwt.	7 10
Sugar, No. 1 yellow, cwt.	6 90
Lemons, California, case	6 50
Do., Messina	5 00
Grapefruit, Florida, case	6 00 6 50
Bananas, lb.	0 13
Cornmeal, gran., bags	3 25
Oranges, per case	6 50 7 50

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S. Jan. 10.—Business is brightening after the usual after Christmas dullness. Granulated sugar is quoted at $7.10 a slight drop from last week's quotations. Molasses is a shade lower at 63c. per gal. Butter took a decided drop in quotations, creamery now quoted at 39c. and dairy at 35c. per lb. King apples are finished but Northern spys are in good demand at $6.50 per barrel for No. 1 and $6.00 for No. 2.

Flour, No. 1 patents, bbl.		11 00
Cornmeal, bags		2 50
Rolled oats, per bag		3 75
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.		7 70
Sugar, standard, gran.		7 10
Do., No. 1 yellow		6 60
Molasses, gal.		0 63
Cheese, Ont., twins		0 23
Eggs, fresh, doz.		0 65
Eggs, storage, doz.		0 50
Lard, compound		0 14
Do., pure, lb.		0 18
American clear pork, bbl.		30 00
Tomatoes, 2½s., stan., doz.		2 00
Hams, aver. 9-12 lbs.		0 35
Do., aver., 12-18 lbs.		0 35
Do., aver. 18-25 lbs.		0 31
Roll bacon		0 25
Butter, creamery, lb.		0 39
Do., dairy		0 35
Raspberries, 2s Ont., doz.		4 00
Peaches, 2s., standard, doz.		3 30
Corn, 2s, standard, doz.		1 60
Peas, standard, doz.		1 95
Strawberries, 2s, Ont., doz.		4 00
Salmon, Red Spring, flats, cases		
Do., pinks		7 00
Do., Cohoes		14 00
Do., Chums		6 00
Evaporated apples, per lb.		0 16
Dried peaches, per lb.		0 22
Potatoes, Nat., 90-lb. bag		1 30
Corned beef	3 00	3 55
Onions, Canadian, per bag		8 50
Oranges, per case	7 00	7 50
Apples—		
Northern Spys, per bbl., No. 1		6 50
Do., No. 2		6 00
Do., No. 3		3 50



Will Produce More Hogs This Year

Good Prices Will Prevail For Hogs in 1922, But They May Work Lower Than are at Present Prevailing—Are Too High in Comparison With Other Countries, Say Packers—High Standard of Danish Bacon Demands a Better Canadian Hog

THAT THERE is too wide a disparity between prices of hogs in Canada as compared with the United States, is the opinion of Canadian packers. At the close of last week, the average price on the American market was $6.85 for live hogs, while on the Toronto market, which is the largest of the Canadian live stock markets, the price ruled around $10.75 per cwt. Commenting on the trend of hog prices in 1922, the opinion appears to be general, that the Canadian farmer will receive a good price for his hogs, but if the Canadian hog is to compete with the hogs of other countries, packers believe, that the price will have to be somewhat lower than it is to-day.

Keen Competition in Export Market

Regarding the export market in 1922, there is likely to be keen competition, and in order to compete with the Danish bacon, the Canadian farmer will have to take more care in the breeding of his hogs. "If the farmers continue to raise poor hogs," remarked one packer, "there will be increasing difficulty in meeting Danish competition. Danish bacon commands a better price in Great Britain because it is cured from a better breed of hog, than is the Canadian bacon. Canadian Wiltshire sides of about 112 lbs. today are ranging in price in the Old Country, from 75s to 105s. In some sections of Canada, farmers are raising too many light unfinished hogs. The producers are too anxious to get them to the market, if the price is at all favorable, and for fear it might drop, they often ship them to the market, before they are really ready. This tendency should be overcome, and a much better result will be obtained by keeping the hogs until they are properly finished. In another section of the country, the tendency runs to altogether too fat hogs. A medium fat hog is most suitable, particularly for the export market."

Danish Bacon of High Standard

In the export bacon trade the past year was a bit trying for the Canadian packer. At the time when Danish competition was renewed, Canadian packers were handicapped by the scarcity of hog supplies. It is stated that nearly 85 per cent. of Danish bacon now grades number 1 export Wiltshire sides, a really remarkable standard, meaning of course, that fully ninety per cent. of their live hogs are of the desired type. As a step towards the improvement of Canadian bacon for export, all interests in Canadian hog-breeding unanimously agreed to commence grading market supplies in May next.

An Increase in Production

An increase in the Canadian production of hogs, of from 15 to 25 per cent. is looked for this year, and at the present prices ruling for hogs, farmers should be encouraged to raise more hogs. However, as to the price ruling on hogs in the current year, any prediction as to the same would be mere conjecture, but packers state that it will have to work somewhat lower, in order to successfully compete with other countries. But much will depend on the supplies available, which at present are not sufficient to keep Canadian packing plants operating at capacity.

Bottom in Cattle Prices

Values of meats of all kinds reached low levels in the past year. Authoritative opinion seems to be one, that prices of cattle have reached the bottom, and from now on there should be a steady upward movement. On the other hand there is the possibility that hog values may see in the coming months even easier quotations than are ruling today.

Lobster Catch is Not Up to Expectations

Halifax.—The special six weeks' fishing season for lobsters, beginning November 1, granted by the Dominion fisheries department to fishermen on the southwestern shore of Nova Scotia, is reported to have been a failure from the standpoint of the majority of the fishermen engaged, though in Halifax county, where the fishermen did not have their earnings offset by the loss of traps in the heavy storms after the end of November, and cleared about $100 per boat for the month, it was a benefit, as many of the boat fishermen engaged in fresh fishing during the summer had been obliged to suspend operations owing to lack of markets, and faced the winter with scant resources.

A large percentage of the lobsters taken on the southwestern shore were not in proper condition for canning, much less for the fresh markets, their season's shells having hardly had time to harden, and the flesh being poor. The catch, which at normal prices would have been worth $500,000, only brought about $250,000.

One result of this special season was to glut the American market, causing considerable loss to the fishermen of Maine and of St. John and Charlotte counties, N. B., who ordinarily have the early winter market to themselves.

Owing to the immature condition of the lobsters, few of the factories on the southwestern shore attempted to can them, the pack being less than one half what it was expected to be.

FARMERS' STORE IS ROBBED IN BRANTFORD

The Brant Farmers' Co-operative Society retail store, Brantford, Ont., was looted of groceries and small articles the other night. Investigation showed that the loot had been removed in a car and this was traced to West Brantford, where at the Imperial Oil Works office it was found that the safe had been stolen. This was found in Buck's bush unopened, while nearby Alex Campbell and Harold Smith were in hiding. They were arrested.

The police believe that they hid the car and intended to go back and open the safe.

Higher Price for Maple Syrup is Likely

Refiners Claim Higher Prices Are Necessary—Did Not Pay Farmers This Year—Keen Demand Develops in the United States, While Inquiry Generally Shows a Great Improvement

By Staff Correspondent Canadian Grocer

GRANBY, Que., (Special).—Although it is not near the time for the new run of maple syrup influences are bearing on the market with the result that it looks like a much higher price for that product this year, according to what maple men say. An advance in the prices quoted this year should not, they say, be deemed a hardship since the quotations ran abnormally low early in 1921, at least, in the province of Quebec.

Did Not Pay The Farmers

W. B. T. Granby, president of United Maple Products, Ltd., of Granby, Quebec, pointed out to Canadian Grocer that since domestic prices are almost entirely dependent upon the export market, particularly the United States, a report on conditions in that market is a safe indication of what is in store for the domestic market when the new run is offered early this year.

Much Improved Demand

"My brother has just returned from his annual trip through the United States and he reports already a keen demand for maple sugar, particularly for the preparation of tobacco," said Mr. Macdonald. "Already over two-thirds of the total surplus of last year's production has been shipped to the United States. It looks as if the new production will come on a market that has been cleaned up. There is a good healthy demand throughout the United States. Buyers seem anxious to get all the supplies they can before the new run comes and this alone would indicate that they look for higher prices.

Higher Prices Coming

"It is not unfair to say that a higher price is necessary for the farmer, the man who produces the syrup and the sugar, since last year he got practically nothing for all his work, his trouble and his outlay, and there is a good outlay in that connection too. We were only able to pay about seven cents a pound for maple sugar last spring and this by no means paid the farmer.

Costs Money To Produce

"There is more than mere labor and time to the production of maple syrup or maple sugar. There is an outlay that every farmer must make, and the price that the producer got last year would not cover that cost. In the first place it costs a man at least one thousand dollars for the equipment used. Then it takes one and one half cords of wood to boil down one hundred pounds of sugar. It is plain then that this year the producer must get a better price or he will not take the trouble, which in itself will result in a smaller production and a higher price. It is much better then that with the promise of a better price the production should be kept up.

A Higher Price Not a Hardship

"When it is considered that in the previous year thirty cents a pound was paid to the producer for sugar, it is safe to say that an advance on the price quoted in the past year, seven cents, will not be a hardship on the consumer. As yet it is much too early to predict anything about the quantity or quality of the run for this year but judging by the demand from the United States and the attitude taken by the foreign buyers it is safe to predict a higher price."

(Continued on Page 43)

Look For Lower Prices On Butter And Cheese With The New Season's Make

Production of Cheese Last Year Showed Increase Of Ten Per Cent. While a Twelve Per Cent. Increase is Reported in Butter—A Better Demand Is Now Existing

MONTREAL. — The butter and cheese market runs hand in hand, and a survey of one market relates and foretells all that is true of the other. One year ago the price of butter stood at 54 cents for prints. Today it is 38 cents. April of 1921 saw an advance, and the price went as high as 57 cents, only to drop in May to 30 cents. Thus the year passed with many fluctuations, while cheese took a steady course downward from 32 cents in April to 20 cents.

A Difficult Market

The past season has witnessed a continuation of readjustments in prices of butter and cheese. Business pertaining to these two lines has been very difficult, and as one buyer and exporter said, "It has been unprofitable to those dealing in these articles in a wholesale way." Merchants have been faced with new difficulties, for instance, violent fluctuations in the foreign exchange markets which have complicated buying and selling principles and have required a study of two or more markets under conditions that have never existed before. Besides this, competition has arisen under peculiar circumstances directly attributed to the financial chaos of the world. The tendency of values of butter and cheese has been steadily towards a lower level.

Conditions Reviewed

The past season witnessed a world-wide drought, and prices advanced in August until butter was quoted wholesale at 41 cents, and cheese at from 23 cents to 24 cents per pound. When the drought broke, prices immediately started downward, in which course they continued until the firming-up time came in the winter months. Easier prices are looked for, which the buyers and exporters hail with the hope of an increased consumption.

Matter Of Supply And Demand

This market, as most others, is ruled by the principle of supply and demand. Last year saw an increase in the make of cheese amounting to ten per cent. of the 1920 production and over a 12 per cent. increase in the make of butter. The demand was restricted by the inability of Europe to buy. As one authority on the subject said, "the export of butter and cheese from the port of Montreal last year was on the whole satisfactory but certainly unprofitable to the exporters."

Lower Prices This Year

In speaking to a Canadian Grocer representative about the future of the butter and cheese market the president of the Montreal Produce Exchange said, "A large quantity of butter has been exported, and Canada is some 80,000 boxes short as compared with the same date last year despite the fact that the production showed an increase of 52,000 boxes. A quantity of butter will have to be imported to see us through this season. This in a large measure will come from New Zealand. It looks as though both butter and cheese will continue at about the present level until the new season's make comes on the market. We look for lower prices, however, this year in butter and cheese and with it an increased consumption."

Financial Conditions Improved

The financial conditions show improvement and a steadier basis seems evident which will simplify markets and perhaps improve the export market for Canada. The demand locally has shown an improvement over last year which is attributed to the lower prices. With a steadier market in the future, buying will likely be on a larger scale.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Jan. 11.—The produce and provision market in general is quiet with an easy tendency to prices. Hogs are the exception, however, with prices advancing on account of the ght offerings on the market. This is reflected to some extent in ard and smoked meats but there is no change. The lard market s quiet but sales are not pressed. The feature of the market is the rop in the price of eggs. Some fresh eggs have come across the order but the production in the province has so increased as to stop his and prices have taken a sudden drop. The butter market is veak with lower prices. Poultry has also dropped and prices may go still lower. Dealers are not buying at present. The cheese market is weak but without any change. Butter and cheese are both expected to be lower in the spring. Cooked meats are unchanged. Haddock and cod are advanced in price due to a shortage of supply. Storms on the fishing grounds have cut down the supply.

BUTTER FUTURE EASIER

Montreal

BUTTER—The trade in butter for the past week has been quiet owing to the fact that both local and outside jobbers have ample supplies on hand. Prices are a little easier with solids selling at from 37c. to 38c. and creamery prints quoted at from 38c to 39c. The future of the butter market is towards easier prices but present levels are expected to hold for some little time.

BUTTER—		
Solids, creamery	0 37	0 38
Prints, creamery	0 38	0 39
Dairy solids	....	0 32

CHEESE PRICES EASY

Montreal.

CHEESE.—The cheese market is without any new feature of note, business having been quiet owing to the indifferent attitude of English importers and to the fact that the holders here are not disposed to force sales. Spot stocks are comparatively light. Prices are expected to hold fairly steady for the next few months, but the future looks easy.

CHEESE—		
Large, per lb.	0 19	0 20
Twins, per lb.	0 19	0 20
Do., white	....	0 27
Triplets, per lb.	....	0 20
Fancy old cheese, per lb.	0 28	0 30
Stilton, per lb.	....	0 30
Quebec	0 19	0 20

LOWER PRICES ON EGGS

Montreal.

EGGS.—The feature of the egg market is a further weakness that was displayed in strictly new-laid eggs and prices have scored another decline. In sympathy with this, lower prices are ruling in the United States for storage eggs and Canadian eggs show a reduction of 2 and 3c per doz. The prospects are that egg prices will go still lower in the near future as supplies of fresh eggs are ready to come across the border and local production shows improvement. Strictly new-laid eggs are now selling at 70c per doz. and storage select at 50c.

EGGS—		
New Laid	0 70	....
Storage, slects	0 50	....
Do., No. 1	....	0 45

HADDOCK AND COD HIGHER

Montreal.

FRESH FISH.—Fresh haddock and cod are scarce owing to the stormy weather on the fishing grounds. The prices on the Atlantic Coast have advanced, but quotations locally stand at 8 and 9c. The cold weather has improved the supply of fish coming to the market and the demand also shows an increase. The prices in general are steady.

FRESH FISH—	
Filets, 20 lb. boxes	0 17
Herring	0 08
Market Cod, fresh	0 07
Steak cod	0 08
Dressed B. C. Salmon	0 24
Haddock	0 06
Halibut	0 20
Flounders	0 10
Mackerel	0 16
White fish	0 18
Eels	0 13

FROZEN FISH—		
Haddock	....	0 05
Halibut	....	0 20
Chicken halibut	....	0 17
Market cod	0 05	0 05½
Steak cod	0 6½	0 07
Doree	....	0 11
Qualla Salmon	....	0 11
Dressed B. C. Salmon	....	0 22
White fish	....	0 16
Dressed pike	....	0 08½
Mackerel	....	0 13
Lake trout	....	0 16
Herrings	....	0 06½

OYSTERS—		
Shell oysters, bbl.	8 00	15 00
Standard—Per No. 1 can	....	2 50
Do., No. 3 can	....	7 50
Do., No. 5	....	12 25
Jars—1 doz.	4 50	5 25

HOG PRICES ADVANCED

Montreal

FRESH MEATS.—On account of late offerings of light weight hogs prices have advanced sharply to $12.75 per cwt. and in some case as high as $13.00 per cwt. weighed off cars. In dressed pork trimmed loins are advanced to 23 and 24c per lb. and trimmed shoulders to 20c per lb. The market throughout has a much firmer tone and while the offerings continue light may be expected to hold. There is little change in the beef market. Prices are holding steady with some improvement in the demand.

FRESH MEATS—		
Hogs, live (selected, weighed off cars)	12 75	13 00
Fresh killed	18 00	18 50
Fresh Pork—		
Legs of pork (foot on)	0 20	0 23
Loins (trimmed)	0 23	0 24
Trimmed shoulders	....	0 20
Untrimmed	....	0 17
Pork sausage (pure)	....	0 20

Fresh Beef—	(Cows)		(Steers)	
Hind quarters	0 10	0 13	0 12	0 16
Front quarters	0 05	0 09	0 05	0 08
Loins	0 19	0 22	0 22	0 27
Chucks	0 07	0 08	0 08	0 09

LARD MARKET HOLDING

Montreal.

LARD.—The trade in lard is slow, but there is no pressure on the market. A steady feeling prevails and present prices are holding with refined grades selling at from 14c to 15c per lb. in wooden pails. The higher prices on hogs have some influence in lard in that it lends a better tone to the future.

LARD—		
Tierces, 60 lbs.	0 13½	0 14½
Pails, 20 lbs.	0 14½	0 15½
Tubs, 20 lbs.	0 14	0 15
Bricks	0 15½	0 17

COOKED MEATS UNCHANGED

Montreal

COOKED MEATS.—There is no change in the market for cooked meats. Prices are steady with a light demand during this season.

COOKED MEATS—		
Jellied pork tongues	....	0 35
Jellied pressed beef, lb.	....	0 37
Hams, cooked	0 40	0 45
Pork pies (doz.)	....	....
Sausage, pure pork	....	0 20
Ox tongue, tins	....	0 65
Mince meat, lb.	....	0 15½
Head cheese, 6-lb. tins, per lb.	....	0 10
Plate beef	....	22 00

SMOKED MEATS UNCHANGED

Montreal

SMOKED MEATS.—There is no change in the market for smoked meats and although the tendency is stronger due to the higher prices on hogs the demand is light and no change has taken place. The call for supplies is only for immediate requirements and prices rule steady.

LOWER PRICES ON POULTRY

Montreal.

POULTRY—Poultry prices show a marked decline after the holiday season. Supplies on hand are fairly heavy and with the demand lighter, the market is easy. At present prices vary considerably and show a change from day to day. Fluctuations are to be expected.

POULTRY—		
Dressed turkeys	0 43	0 45
Geese	0 26	0 28
Ducks	0 34	0 35
Chickens	0 28	0 32
Fowl	0 15	0 26
Roosters	0 13	0 16

ONTARIO MARKETS

TORONTO, Jan. 11.—The produce markets almost throughout have developed easier tendencies. Heavy shipments of new-laid eggs both from local districts and the U. S., feature the egg situation with the result that prices are considerably lower. The easier feeling in fresh eggs is also reflected in easier tendencies for storage eggs. Butter is also lower while cheese continues to be a slow seller. Lard and shortening show no changes, remaining fairly steady. Cooked hams show a shade advance while smoked meats are steadier. Barrel meats are slightly easier. The hog market has developed an easy condition with prices lower. The fish market holds generally steady but a slight shading in prices of smelts is noted. Poultry market is fairly well maintained with prices showing little change as compared with last week.

BUTTER MARKET EASIER

Toronto.

BUTTER.—The butter market has been dull and quiet during the week, and with little export enquiry, an easier tendency has developed. This condition is somewhat accentuated by offerings of butter from New Zealand, Australia, Denmark and the Argentine. None of these butters have arrived on this market but shipments of New Zealand are expected within the week or ten days. Quotations to the retail trade are easier at 38c to 40c, although in some quarters as high as 42c is asked.

BUTTER—		
Creamery prints	0 38	0 42

CHEESE QUIET AND EASY

Toronto.

CHEESE.—There is little activity in the cheese market and in consequence the feeling is easier. September cheese is quoted at 19½c to 20c but June cheese is firmly held at 24c to 26c per lb.

CHEESE—		
Large, new	0 19½	0 20
Do., June	0 24	0 26
Stilton, new		0 24

Twins, 1c higher than large cheese and triplets 1½ cents higher than large.

FRESH EGGS LOWER

Toronto

EGGS.—Receipts of new-laid eggs are steadily increasing from local districts and with heavy shipments from the United States, prices have dropped considerably. The easier market for new-laids is reflected in slightly easier prices on storage. New-laid is quoted at 58c to 60c; No.1, 48c to 50c and selects at 53c per doz.

EGGS—		
No. 1	0 48	0 50
Selects	0 53	0 57
New laid	0 58	0 60

LARD STEADY

Toronto

LARD.—There is little change in the market for lard. Quotations are fairly steady although in some quarters on the tierce basis prices are ¼c higher.

LARD—		
Tubs are ½c higher than tierces and pails one cent higher than tierces.		
1-lb. prints	0 16	0 17
Tierces, 400 lbs.	0 13*	0 13¾

NO CHANGE IN SHORTENING

Toronto

SHORTENING.—The market holds fairly steady under a good demand. Quotations are unchanged.

SHORTENING—		
1-lb. prints	0 15	0 15½
Tierces, 400 lbs.	12½	0 13

MARGARINE QUIET

Toronto

MARGARINE.—There is a moderate demand for margarine but at the moment the situation is quiet with little of interest to note.

MARGARINE—		
Margarine, No. 1	0 23	0 25
Do., No. 2		0 20

COOKED HAMS HIGHER

Toronto.

COOKED MEATS.—In some quarters an advance of one cent per pound is noted on cooked hams; in others, however, quotations are unchanged which now range from 36c to 38c for ordinary round trimmed and 39c to 40c for square pressed.

COOKED MEATS—		
Boiled hams, lb.	0 36	0 38
Do., square pressed	0 39	0 40
Boiled shoulders, lb.		0 28
Head cheese, 6s, lb.		0 10
Choice jellied ox tongue, lb.		0 60
Jellied pork tongue		0 35
Bologna	0 13	0 15

Above prices subject to daily fluctuations of the market.

BACON STEADIER

Toronto

PROVISIONS.—Quotations on small and medium smoked hams show a shade of advance in some quarters, bringing the price to 26c per lb. There is no change in other cuts of smoked meats. Barrel meats such as short cut backs and pickled rolls show a reduction of $1.00 per barrel.

Hams—		
Small, 6 to 12 lbs.		0 26
Medium, 12 to 20 lbs.		0 26
Large, 20 to 35 lbs., ea., lb.	0 19	0 23
Heavy, 35 lbs., and upwards		0 18
Backs—		
Boneless, per lb.	0 35	0 37
Rolled, per lb.		0 40
Peameal	0 32	0 34
Bacon—		
Breakfast, ordinary, per lb.	0 25	0 29
Do., special trim	0 33	0 35
Cottage rolls		0 25
Roll, per lb.	0 20	0 22
Wiltshire (smoked boneless) lb.		0 26
Do., three-quarter cut		0 30
Do., middle		0 32
Dry Salt Meats—		
Long clear bacon, av. 50 to 70 lbs.		0 18
Do., av., 80-90 lbs.		0 15½
Clear bellies, 15-30 lbs.		0 19
Fat backs, 10-12 lbs.	0 13	0 15

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—	
Mess pork	30 00
Short cut backs, 200 lbs.	32 00
Picked rolls, bbl., 200 lbs.—	
Lightweight	36 00
Heavy	31 00

Above prices subject to daily fluctuations of the market.

HOG MARKET LOWER

Toronto.

FRESH MEATS.—Throughout the week under review, there has been an uncertain element in the hog market but it was not until the latter part of the week that prices broke. The larger packers all week were endeavoring to lower prices on hogs but on account of outside competition, prices were fairly well maintained. The week closed with quotations on the fed and watered basis at $10.75 per cwt. which is 50c lower than a week ago. There appears to be a general opinion around the Union Stock Yards that there is a plentiful supply of hogs in the country and from now on heavy shipments are expected which is likely to create a depressed condition in the market. Cattle, sheep, calves and lambs showed a stronger tone with quotations somewhat higher.

FRESH MEAT—		
Hogs—		
Live, off cars, per cwt.	10 50	
Live, f.o.b., per cwt	9 75	10 10
Live, fed and watered, cwt.	10 50	11 25
Dressed, light, per cwt.	13 00	15 00
Do., heavy, per cwt.	10 00	12 00
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 23
Loins		0 26
Fresh hams, lb.		0 24
Tenderloins, lb.		0 50
Picnics, lb.		0 18
Montreal shoulders		0 20
Boston buts, lb.		0 22
New York shoulders		0 20
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 14	0 18
Front quarters, lb.	0 08	0 10
Ribs, lb.	0 12	0 18
Chucks, lb.	0 08	0 10
Loins, whole, lb.	0 25	0 28
Hips, lb.	0 12	0 14

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb.	0 13	0 14
Sheep, whole, lb.	0 08	0 12
Spring lamb	0 20	0 24

Above prices subject to daily fluctuations of the market.

SMELTS DROP TWO CENTS

Toronto.

FISH.—There is a brisk movement in fish but there is little change in market conditions other than a reduction of 2c per lb. on smelts making the price 18c.

FRESH SEA AND LAKE FISH		
Cod steak, lb.	0 10	0 11
Do., market, lb.		0 09
Oysters, No. 1 tins	3 25	3 70
Do., No. 3 tins	9 25	11 10
Do., No. 5 tins	15 00	18 00
Do., glass jars, doz.	5 00	5 75
Do., shell, per bbl.	13 50	14 00
Smelts, No. 1, per lb.		0 18
FROZEN FISH		
Halibut, medium	0 18½	0 19½
Do., chicken	0 17	0 18
Do., Qualla	0 12	0 13
Flounders	0 09	0 10
Pike round	0 04	0 05
Do., headless and dressed	0 06	0 07
Salmon, Cohoe	0 16	0 17
Do., Red Spring	0 21	0 22
Brill	0 10	0 11
Sea Herring	0 07½	0 08
SMOKED AND SALT FISH.		
Haddies, lb.	0 10	0 13
Fillets, lb.		0 16
Kippers, box	2 25	2 75
Bloaters	2 00	3 00
Ciscoes, lb.		0 13

Salmon snack, lb.	0 24
Derby chicks, 5 to bundle	1 20
Boneless Digbys, 10 lb. box	1 65
Shred cod, box 24 cart.	2 20
Cod, 1 lb. tablet, box 24s.	3 20
Quail on toast	0 14
Holland Herrings, mixed 10-lb. keg.	1 10
Do., milkers, 10 lb. keg	1 20
Labrador Herrings—	
Kegs, 100 lbs.	6 50
Do., barrels, 200 lbs.	12 00

POULTRY MAINTAINED

Toronto.

POULTRY.—The market for poultry has kept up fairly well since the holidays. The heavy supplies which arrived for the end of the year trade are well absorbed and prices are well maintained. Dealers are offering 5c per lb. less for live turkeys but prices to the retail trade are unchanged.

Poultry—

Prices paid by dealers—

	Live.	Dressed.
Turkeys	0 35	0 45-47
Chickens, spring	20-22	25-30
Roosters	0 12	0 15
Fowl over 5 lbs.	0 20	0 23
Fowl, 4 to 5 lbs.	0 15	0 20
Fowl, under 4 lbs.	0 10	0 16
Guinea hens, pair	1 25	1 50
Geese	....	0 26
Ducks, 4 lb. and over	0 20	0 28
Prices quoted to retail trade:	Dressed:	
Ducklings	0 32	0 34
Hens, heavy	0 26	0 28
Do., light	0 16	0 20
Geese	....	0 30
Turkeys	....	0 50

MANITOBA MARKETS

WINNIPEG, Jan. 11.—The feature of the market is the continued strength manifest in the market for live hogs. There is a decidedly stronger tone and advances have been made over last week's quotations. The butter and cheese market is quiet and tendencies point to lower prices. The local market is practically bare of eggs and there is an easier feeling prevailing. There is no change in cooked or smoked meats. The market is ruling steady. The poultry market is showing an easier tone and lower prices are quoted on turkeys and geese. There is a steady demand for all lines of fish.

BUTTER MARKET QUIET

Winnipeg.

BUTTER—The creamery butter market is reported easier but dealers' prices to the retail trade so far remain unchanged. However, the tendency is for lower prices very shortly.

BUTTER—

Creamery, best table grade		0 45
Best table grade solids		0 42
Margarine	0 22	0 25

CHEESE MARKET QUIET

Winnipeg.

CHEESE—The cheese market is quiet but prices locally remain unchanged. Ontario large is quoted at 2c. per lb. Indications point to lower prices on cheese.

CHEESE—

Stilton cheese, large, lb.	0 24
Ont., large, lb.	0 20
Ont., twins, lb.	0 20½
Ont., triplets, lb.	0 21

EGG MARKET EASIER

Winnipeg.

EGGS—There is an easier feeling to the egg market and supplies arriving have been very small. Prices show little change but the tendency is downwards as the demand is falling off. Wholesalers prices on new laid eggs are 85c. per doz. with other lines selling at 58c. and No. candled eggs at 47c.

COOKED MEATS UNCHANGED

Winnipeg.

COOKED MEATS—There is no change in quotations on cooked meats. The demand is as good as can be expected at this season of the year.

COOKED MEATS—

Hams, best quality, skinned 8-14 lbs.	0 43
Do., 13-16 lbs.	0 41
Roast ham, lb.	0 43
Roast shoulders, lb.	0 29
Pork tongues, lb.	0 26
Head cheese, 6-lb. tins, lb.	0 13
Jellied ox tongues, lb.	0 48
Luncheon cooked meats	0 16

SMOKED MEATS STEADY

Winnipeg.

PROVISIONS—The market for ham and bacon has a steadier tone in sympathy with the firmness of the hog market. Hams are quoted at 21c. to 33c per lb. with bacon at 24c. to 40c. per lb.

Hams—

8 to 16 lbs., per lb.	0 33
16 to 20 lbs., per lb.	0 33
Boneless, 8-14 lbs., per lb.	0 37
Skinned, 14-18 lbs., per lb.	0 33
Skinned, 18 to 22 lbs., per lb.	0 33
Bacon, 6 to 10 lbs., per lb.	0 40
Cottage rolls, boneless	0 24
Bellies 6 to 10 lbs., per lb.	0 46

LARD MARKET STEADY

Winnipeg

LARD—The market shows little change and there appears to be a steadier tone which to some extent is a reflection from the advancing hog market. Quotations on shortening are unchanged and the market is ruling steady.

POULTRY MARKET QUIET

Winnipeg.

POULTRY—There is very little movement in the poultry market. Lower prices are quoted on turkeys and geese. Chickens however show no change.

POULTRY—	
Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
Do., 3½ lbs. and up, per lb.	0 24
Fowl, 3½ lbs. and under, per lb.	0 22
Do., 3½ lbs. and up, per lb.	0 24
Turkeys, young, per lb.	0 37 to 0 42
Duck, per lb.	0 30
Geese, per lb.	0 27 to 0 30
Roosters, per lb.	0 20

NO CHANGE IN FISH

Winnipeg

FISH—There are no changes in this market. Quotations are holding fairly steady with a good demand for all lines.

FISH—	
Brills	0 09
Herring, Lake Superior, 100-lb. sacks	4 00
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15½
Salmon, Cohoe, in full boxes, 300 lbs.	0 16
Salmon, Cohoe, in broken cases	0 17
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 09
Whitefish, dressed, case lots	0 12½
Whitefish, dressed, broken cases	0 13
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Haddies, in 30-lb. cases, per lb.	0 12
Kippers, East. Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 17
Salt Fish—	
Holland Herring, milkers, 9-lb. pail, pail	0 90
Holland Herring, mixed, 9-lb. pails, pail	0 85

HOGS CONTINUE STRONG

Winnipeg.

FRESH MEATS—The feature of the hog market is the steadily strengthening tone to live hogs. During the week the market has shown an advance of 25c. per cwt. Live selected hogs are quoted at $10.00 per cwt. In view of the light offerings for disposal the cattle market is active and quotations are higher. Veal calves are quoted from $5.00 to $6.50. Good yearling sheep are offered at $7.25 while good quality lambs are ranging from $7.50 to $8.50.

Hogs—		
Selected, live, cwt.		10 00
Heavier	7 00	7 50
Light	9 00	9 25
Sows	6 00	7 50
Fresh Pork—		
Loins of pork, lb.	0 25	0 27
Spare ribs		0 16
Loins of pork, lb.	0 25	0 27
Fresh hams, lb.	0 20	0 26
Shoulders	0 13	0 15
Fresh beef—from steers and heifers—		
Hind quarters, lb.	0 10½	0 14
Front quarters, lb.	0 06	0 08
Whole carcass, good grade, lb.	0 8	0 11
Mutton—		
Choice, lb.		0 18
Choice long hinds (legs and loin)		0 27
Choice Stews		0 10
Lambs—		
Choice, 30-45 lbs.		0 23
Veal'		
Good veal, 40 to 80 lbs., hind quarters		0 20

HIGHER PRICE FOR MAPLE SYRUP IS LIKELY

(Continued from Page 40)

Practically the same view of the question was taken by J. H. Grimm, president of the Grimm Manufacturing Co., and the Maple Tree Producers' Association when interviewed by the representative of Canadian Grocer. "Prices undoubtedly ran too low last year," said Mr. Grimm. "It did not encourage the production and that was mainly caused by a lack of demand in the United States. Still with the lower prices in Canada the consumption in our country did not show a marked increase. In my opinion in normal times the farmer should get on the basis of ten cents a pound for his sugar. That price would give a fair working margin so as to lay the product down in the distant parts of Canada at a price that would not be prohibitive. Canadians do not appreciate their maple sugar. They do not use enough of it. Only ten per cent. of the possible production is harvested and then a good part of that is wasted.

Bigger Production in U. S. A.

"While Canada last year produced the equivalent of 26 million pounds of maple sugar, the United States produced 46 million pounds and still imports sugar from Canada in large quantities. Canada is not yet consuming her share

"Thousands of Customers"

Thousands of people sampled Gunns Maple Leaf Brand Pork Sausages at the Canadian National Exhibition. The many favorable comments indicate that these thousands will be customers for this new line.

Maple Leaf Pork Sausages will keep indefinitely in the tin and can be served either hot or cold. They appeal strongly to the housewife because they can be kept on hand to meet any emergency call that may arise. The convenience of the tin and the delicious flavor of this sausage will make the Maple Leaf Brand a quick, easy seller, bringing you quick, easy profits.

Place your order now

Phone Junc. 3400

**"Gunns yellow and blue
Is a guide for you."**

Gunns LIMITED

West
Toronto

The Grocer's Standby

Of all the pure foods made or sold in Canada there is none that can hold a higher place in the grocer's esteem than the famous

WINDSOR BRAND SALT

For years it has been his stand-by, his standard of purity and quality.

It pays to keep well stocked in the following lines:—

WINDSOR TABLE SALT

for general household use

REGAL TABLE SALT

free running—sold in cartons

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Orders carefully and promptly filled

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HEINZ
OVEN BAKED BEANS

Require but little selling effort to keep them moving, outbound, over your counter. Proper displaying is all that is needed. That is what makes them so profitable for you to handle.

Along with the other 57 Varieties, Heinz Oven Baked Beans are so well and favorably known that people buy them without hesitancy, feeling sure of their goodness.

H. J. HEINZ COMPANY

NATIONAL FISH DAY FEBRUARY 1ST. NEXT

We are preparing for the rush of business that this Day will develop.

Get ready now and send in your orders. We can give you quality, service and more fish for your money than anybody else. Do it now and send in your order to the old reliable Headquarters.

D. HATTON COMPANY

ESTABLISHED 1874, - - MONTREAL

If in a hurry call us by Long Distance

Keep Canadian Money in Canada - Buy Malcolm's Milk Products

The purity of Malcolm's Milk Products will appeal to your women customers. They will like them at the first trial and will surely continue to demand them.

Mr. Grocer, you will like the profits derived from the sale of these All-Canadian products.

Try them to-day and see.

THE MALCOLM CONDENSING CO., LIMITED

An All-Canadian Condensed Milk Company

ST. GEORGE, ONTARIO

Feature convenience and keeping quality for hot weather

Still the Strongest and Best ---and the Leading Seller

In grandmother's day the thrifty housewife preferred Cow Brand Baking Soda because its **greatest strength** made it more economical and more efficient. To-day this old established favorite is still the strongest and best and its sales records indicate that most women know it.

CHURCH & DWIGHT, LTD., Montreal

BABY'S OWN SOAP

50 p. c. Profit

Buy direct from the factory. Freight prepaid. Minimum quantity, 2 gross, $38.40 less 20 p.c. and 5 p.c.—$29.18. Sell at 15c per cake—$43.20. On Sask., Alta., and B.C. add 60c per gross and retail at 50c per box of 3 cakes. Ask for price list on other lines.

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PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Winter Trade

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"Use the Bell To Buy and Sell"

Grocers who order supplies from wholesalers by Long Distance obtain shipment the same day and are able to give the kind of service that quickly becomes popular, increasing business.

Wholesalers who encourage small-town grocers to order supplies by Long Distance increase their turnover notably, and reduce selling expense.

There is an increasing number of concerns that credit their customers' accounts with the cost of Long Distance messages when ordering goods. It pays.

Every Bell Telephone is a Long Distance Station

THE BELL TELEPHONE COMPANY OF CANADA — LONG DISTANCE TELEPHONE

THE BRITISH GOVERNMENT
(Department of Overseas Trade)
announces that the eighth annual
BRITISH INDUSTRIES FAIR
will be held at
LONDON AND BIRMINGHAM
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All Canadian buyers are cordially invited to attend.

A particularly fine and comprehensive range of
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Fresh cars of ripe golden juicy oranges, arriving direct from Sunny California—every week—Different brands—Sunkist and Choice—to suit different classes of trade—

Our stocks are kept moving—hence you always get **fresh fruit** from **Walker's.**

Mail—Phone—and Wire Orders promptly attended to—

HUGH WALKER & SON LTD.
Established 1861

Guelph **Ontario**

King Oscar Sardines all Year Round

THE housewife has reached the time of year again when it is hard for her to decide what to get for some of the 1,000 meals a year that the average housewife has to plan. She depends upon you, Mr. Grocer, to suggest something, why don't you tell her about King Oscar sardines?

Your wholesaler can supply you.

CANADIAN AGENTS:

John W. Bickle & Greening

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Bodley's Chocolate Walnut Kiss
Bodley's Chocolate Marshmallow Bar
Bodley's Chocolate Lunch
Bodley's Fruit Cake Bar
Bodley's Chocolate Smacks

Each one of the five new **Bodley Chocolate Creations** listed on the left is a masterpiece in high grade confectionery. Their deliciousness has made them big favorites wherever they have been introduced, and the profit margin they offer is particularly inviting. Put these "business builders" on your counter. Then watch how fast they repeat.

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JELL-O

"Canada's Most Famous Dessert"

Now selling at a lower price

3 Dozen Case (any flavor) - - $3.50

Price to consumer, 2 packages for 25 cents

THE GENESEE PURE FOOD COMPANY OF CANADA, Limited.

MADE IN CANADA

At Bridgeburg, Ontario.

UPTON'S Pure Jams and Marmalades

Right now grocers are selling more marmalade than at any other season of the year.

A well assorted line of Upton's Jams and Marmalades will permit you to thoroughly satisfy your old customers and to make new ones.

Order Today

Jams and Marmalades that a grocer can safely recommend to his best customer.

The T. Upton Company Ltd.
Hamilton, Canada

Many grocers are selling large quantities of Malt Extract

Are you obtaining your share of this business? Are you handling the line which will give most satisfaction to your customers and bring most repeat orders to your store? Order a supply of Maple Leaf Malt Extract and you will be able to answer "Yes" to the above queries.

Maple Leaf Malt Extract is "Made-in-Canada," saves your customer the payment of duty, and is a scientifically blended and absolutely pure Barley Malt of uniform fine quality. Canadian Government supervision guarantees full strength. Sold in 2½-lb. cans with an attractive package of hops and full directions. Makes from 5 to 7 gallons of clear, sparkling beer.

Write for prices

Maple Leaf Malt Extract Company, Reg'd.

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Fruit, Produce & Commission Merchants

Southern Vegetables

New Cabbage
Shallots
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Escarole **Cauliflower**
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Now arriving in Car Lots

White and Co., Ltd.

Wholesale Fruits & Vegetables

TORONTO

DUMART KITCHENER BRAND PORK PRODUCTS

This trade-mark on pork products is a guarantee of the highest standard of purity and quality. It's just a little thing to look for but a big thing to find.

TRY A SAMPLE ORDER OF

"KITCHENER" PORK SPECIALTIES

Only the finest, carefully selected pork meat is used in the preparation of Dumart's "Kitchener Brand" Pork Specialties and they're all seasoned and cooked to perfection. Their inimitable flavor and high standard quality has built up the provision department of many hundreds of successful merchants. Send for a trial supply—they cost no more than ordinary pork products.

THE DUMART PACKING COMPANY, LTD.
KITCHENER, ONT.

C. A. MANN COMPANY

Strictly New Laid Eggs
Choice Creamery Butter
Fancy Dressed Poultry

Special Attention to Grocers' Orders
Satisfaction Assured

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"WHITE CROSS" is a pure, bleached-white, genuine crepe paper. It is exceptionally soft and strong—is purchased by the discriminating customers. Each roll weighs 8 ounces.

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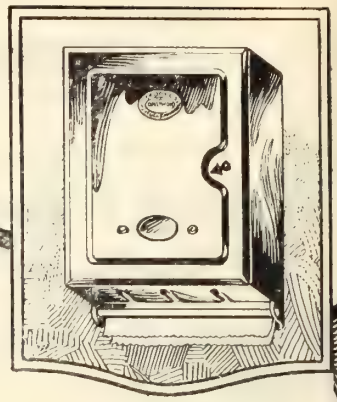

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Eddy's Onliwon Toilet Paper Holders

The Onliwon is so far superior to any similar fixture that it is merely necessary to show them to sell them.

Its handsome, nickeled finish, strong construction, economical method of serving paper, and, above all, its moderate price, renders the Onliwon a "bargain" that appeals strongly to purchasers.

The Onliwon allows you worth-while profits, which merchants are finding useful in these days. They create a steady sale for refills.

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Your jobber can supply you.

Every Kitchen Needs "Onliwon" Paper Towels.

They are a household economy that every woman will appreciate. Extra large, softer and more absorbent than cotton, Onliwon Paper Towels save laundering costs and wear and tear on finer towels. The neat, white enameled "Onliwon" cabinet, equipped with one hundred towels, is so moderately priced that every household can afford to have one. There's good profit in this line.

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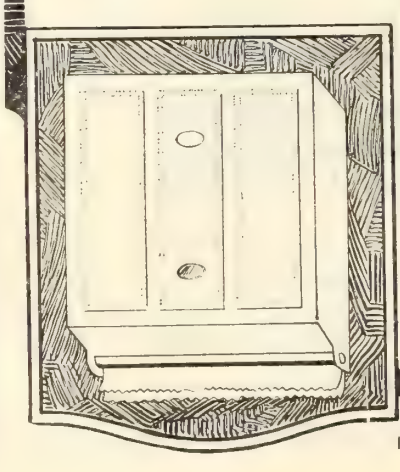

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· is a brand of Ceylon's choicest crop that is making big business wherever it has been tried out in Western Canada.

Once tasted, it becomes a fixture as a popular favorite. There is nothing in teas to surpass its rich body flavor. It is a real tea, and the tea drinker knows it the moment it touches the lips.

STOCK IT NOW

Get a few of your customers to give it **one trial** and your "publicity" will be quite safe in their hands.

HUDSON'S BAY COMPANY *WHOLESALE WINNIPEG*

Shirriff's

A Line Worth Pushing

True Orange MARMALADE

This delicious preserve has become a favorite in thousands of Canadian homes. It is a marmalade you can safely recommend to those customers who appreciate quality combined with value.

Manufacturers
IMPERIAL EXTRACT COMPANY
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Jelly Powders and EXTRACTS

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Sole Selling Agents
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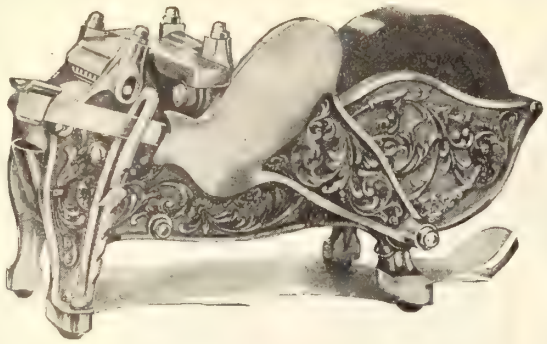

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It is a big repeater, none better for home brew. Ask your jobber or write us direct.

CANADIAN MALT EXTRACT CO.
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KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

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Please write to our Editor at any time regarding any matter upon which you wish information.

The Editor,
CANADIAN GROCER,
153 University Ave.,
Toronto, Ont.

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BUYERS' MARKET GUIDE
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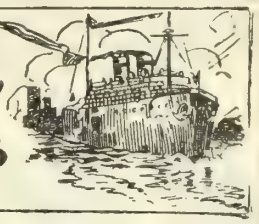


TEA POTS, MIXING BOWLS
And other lines of Rockingham and Cane Ware.
Special price on Crate lots.
The Toronto Pottery Co., Limited
Toronto - Canada

TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

CRANBERRIES IN LUXURY CLASS

Cranberries have now reached the highest price on record. Late Howes are quoted as high as $30 per barrel in Toronto. This is the outcome of the short crop the past season of which the total yield was 377,000 barrels. Advices from primary sources state that the crop is now almost entirely cleaned up and is said to be the first time this has occurred in the history of the industry and is claimed as being due to the exceptional demand as well as the shortage in the production.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

NEW BRUNSWICK POTATOES
Largest shippers of Seed and Table Potatoes. DELAWARES, IRISH COBBLERS, GREEN MOUNTAINS. Loading daily. Wire for prices.
NEW BRUNSWICK POTATO EXCHANGE LTD.
WOODSTOCK, N.B.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

Say you saw it in
CANADIAN GROCER
it will help to identify you

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

J. & J. Taylor's Safes

One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. **Price $250.00.**
One J. & J. Taylor safe 18 inches deep, two feet 9 inches wide. four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. **Price $200.00. Box 108, Canadian Grocer. 153 University Ave., Toronto**

FOR SALE

GENERAL STORE FOR SALE IN FARMING community. One of the most up-to-date in the North; fully equipped; no opposition. Reason for selling am interested in an Ice cream manufacturing plant and wish to devote all my time at this new enterprise. For particulars apply to Nap. T. Roy, Markstay, Ont.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

WANTED

WANTED—Second hand electric coffee mill in good condition with motor attached. CRANBROOK TRADING CO., Cranbrook, B.C.

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in

Canadian Grocer

It reaches the Buyers **It's a Business-Getter**

Rates and Information on Request

How To Subscribe

Those desiring to subscribe to this paper may use form below. Mail to nearest office. The offices are: 314 Carter Cotton Bldg., Vancouver; 901 Confederation Life Bldg., Winnipeg; 153 University Ave., Toronto; and Southam Bldg., 128 Bleury St., Montreal.

CANADIAN GROCER
MacLean Publishing Co.

Please enter my name as a subscriber to Canadian Grocer. Enclosed is Money Order for $4 (four) dollars for 52 copies, one each week. **Cheque**

Name .....
(Write plainly)

Address .....
(Write plainly)

Other subscription rates are: Great Britain, South Africa and West Indies, 16s a year; United States, $4.50 a year; other countries $6 a year; single copies, 25c., in advance.

Bright Spots In The Industrial Outlook

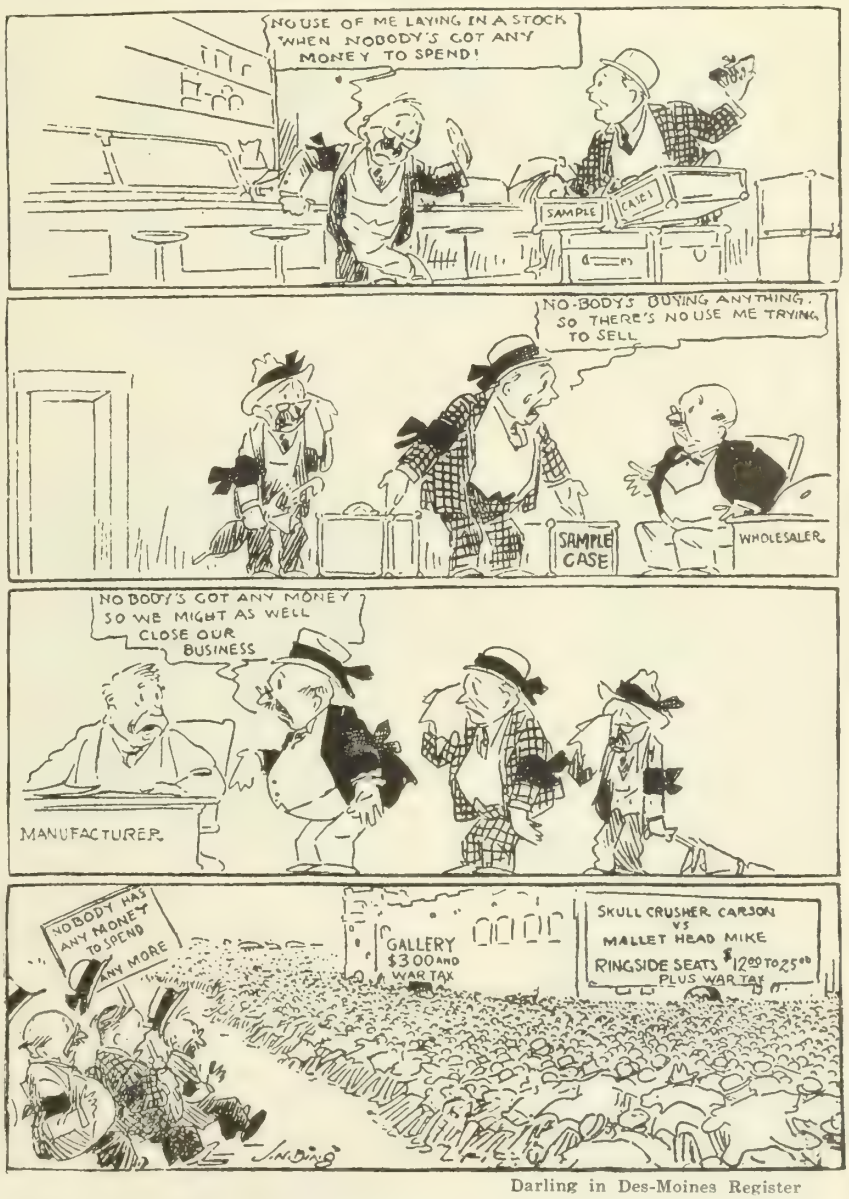
NO. 4

The accompanying cartoon aptly illustrates the lesson we have been endeavoring to inculcate by this series of advertisements, viz., that the present trouble with business is not so much that buyers refuse to buy as that sellers have discontinued their efforts or have made no special efforts to sell. We have given instance after instance of companies who have increased their business this year in spite of the general depression, yet in the very same lines in which these firms are engaged there are others who are bewailing the fact that business has gone to pieces.

Various reasons have been stated by the firms whose records we have given for the gratifying results reported, but one feature is always present, that is, increased sales effort. This is evidently the indispensable method which must accompany every other form of special endeavor.

Business can be secured by energetic salesmanship, judicious advertising to the merchant and to the general public is more essential and more important to-day than ever before. Our contention that where there is a will there is a way has been conclusively proved and it rests with each manufacturer or merchant himself to devise exceptional methods to keep business moving at its normal level or to increase it, instead of being content to sit still and await the coming of better times.

What's Wrong? What's Wrong?


NO USE OF ME LAYING IN A STOCK WHEN NOBODY'S GOT ANY MONEY TO SPEND!
SAMPLE
CASES
NO-BODY'S BUYING ANYTHING. SO THERE'S NO USE ME TRYING TO SELL
SAMPLE CASE
WHOLESALER
NOBODY'S GOT ANY MONEY SO WE MIGHT AS WELL CLOSE OUR BUSINESS
MANUFACTURER
NOBODY HAS ANY MONEY TO SPEND ANY MORE
GALLERY $3.00 AND WAR TAX
SKULL CRUSHER CARSON VS MALLET HEAD MIKE
RINGSIDE SEATS $12.00 TO $25.00 PLUS WAR TAX

Darling in Des-Moines Register

Moral: It isn't the public that has quit spending so much as it is business that has quit selling.

You can send your sales message throughout Canada from Coast to Coast by means of the following MacLean publications, all of which are members of the Audit Bureau of Circulations. Information regarding circulation, advertising rates and fields covered will be furnished on application.

The MacLean Publishing Co., Ltd. 143-153 University Ave. Toronto

Publishers of:-

The Financial Post
Canadian Grocer
Hardware and Metal
Dry Goods Review
Men's Wear Review
Bookseller and Stationer
Canadian Machinery
Canadian Foundryman
Druggists' Weekly
Power House
Canadian Motor and Implement Trade Journal
Marine Engineering
Printer and Publisher
Sanitary Engineer
MacLean's Magazine
Farmers' Magazine

James Robertson & Sons,
Preserve Manufacturers Limited
Paisley - - - - Scotland

The Greatest
MARMALADES
In the World

WISE GROCERS
WILL STOCK
and
RECOMMEND
THESE
QUALITY LINES.

SHIPMENTS OF
NEW PACK
ARE NOW ON
THE WAY.
BOOK YOUR ORDERS
EARLY AS THE
DEMAND FOR THESE
LINES IS INCREASING.

Selling Agents:

L. A. MacNab & Co.,
City Club Buildings,
St. Johns, Nfld.

J. W. Gorham & Co.,
Simpson Building,
Halifax.

C. L. Marshall & Co.,
Gooderham Building,
Front St., Toronto.

The Smith Brokerage Co.,
St. John, N.B.

C. & J. Jones, Winnipeg; Western Agents including B.C.

Featuring Fish Day

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI PUBLICATION OFFICE: TORONTO, ONT., JANUARY 20, 1922 No. 3

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.

SALES OFFICE:
1102 Royal Bank Bldg.
TORONTO
H. R. PHIPPS, Sales Mgr.
Phone Adelaide 3316

MONTREAL

Established 1888

SALES OFFICE:
806 Lindsay Bldg.
WINNIPEG
A. E. HANNA, Representative

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested

PURE MAPLE SYRUP

AND

PURE MAPLE SUGAR

—made from the finest grades of the run selected from the best Maple Sugar districts in Canada.

Only the finest grades of the run selected from the finest maple sugar districts in Canada are used in the preparation of our high grade pure Maple Products----That's why "Rock Maple" Brand Maple Sugar is so rich and creamy and "Rock Maple" Brand Maple Syrup of such excellent flavor.

When you fill your customers' requirements with "Rock Maple" Brand Maple Sugar and Maple Syrup you can guarantee its absolute purity. For every particle is free from adulteration of any kind and is made in strict accordance with Canada's Pure Food Laws.

You'll like our prices. May we send you our price list.

United Maple Products, Limited

Granby, Quebec, Canada

Producers, Packers, and Exporters of Pure Maple Products.

MASTER MASON
PLUG SMOKING
"It's good Tobacco"
The Big Plug
20c
MASTER MASON
YOU pack real enjoyment into your pipe when you fill up with Master Mason. Because the fine flavor that is packed into the Master Mason plug, HOLDS to the last pipeful. There is no better, handier or more economical way to buy high-grade tobacco, than in the big plug of Master Mason.

Big Profits in the "Big Plug"

Retailers who have handled Master Mason Plug Smoking know there is a wider margin of profit on it than on other brands of tobacco.

That is the reason it pays to tie up with the big Master Mason advertising campaign. You sell more tobacco and you make more money on the tobacco you sell.

Don't miss any of the big Master Mason profits. Start now to push the Big Plug in your store.

ROCK CITY TOBACCO CO.
Limited
QUEBEC - CANADA

MASTER MASON

PROFIT

is your objective in business, is it not, Mr. Grocer?

You can only make a profit by handling goods that sell, and the goods that sell are those which have an established reputation and

QUALITY

behind them.

The CLARK reputation is a half century old, and the CLARK quality has always been and still is—THE BEST.

If you want steady profits give your customers

Clark's Pork & Beans

and other good things

MACDONALD'S

The Tobacco with a heart

A Profit With Honor

There's a satisfaction in making **your** money on Macdonald's Tobacco because you know the purchaser is getting value for his. You are selling him the **best** tobacco and the **most** tobacco he can get for the amount he is expending—and he's satisfied.

There you have the business reason for business honor—it builds up a permanent trade. Macdonald customers are satisfied as long as they buy Macdonald's. And as long as they buy Macdonald's, you should see that they buy it from you. For just so long will you continue to reap the extra substantial profits from "the tobacco with a heart."

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers' Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

S. G. Freeze & Co.
Wholesale Grocery Brokers and
Manufacturers' Agents
806 Herald Building,
Calgary, Canada.

The Advertisers would like to know where you saw their advertisements—tell them.

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

CAN GIVE YOU

SERVICE

and by **service** we mean we give our principal's account **preferred attention** in every respect; **we** have a **sales organization** second to none; **exceptional warehouse accommodation** at all points, along with the **financial responsibility** which means much to the **manufacturer** who wants some guarantee of **stability** from their representatives.

THE NATIONAL BROKERS

HEAD OFFICE:
WINNIPEG, MAN.

Branches: REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER, MONTREAL.
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

WILLIAMS STORAGE LIMITED

W. R. WILLIAMS, PRESIDENT AND MANAGER

The Largest Storage, Distributing and Forwarding House in Western Canada

Concrete and Steam-Heated Warehouses - Excellent Track Facilities

LOW INSURANCE

"SERVICE" is Our Motto - WINNIPEG

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

Say You Saw It In Canadian Grocer, It Will Help To Identify You

When Writing to Advertisers Kindly Mention this Paper . .

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Personal Marketing Service

The **"House of Scott-Bathgate"** offers manufacturers who are desirous of successfully placing their products in the rich Western field a personal selling organization with an 18-year-old reputation for producing big results.

We have successfully placed such products as Christie's Biscuits, Robertson's Confectionery and Hungerford & Smith's Fountain Supplies and we can do the same for yours. Write us.

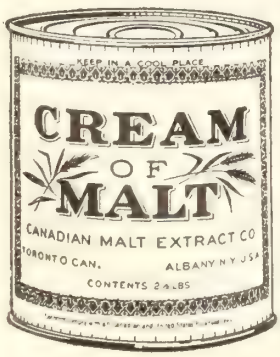
Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

Our advertising reaches ½ million readers weekly. Some of them trade with you. Co-operate.
The Codville Co. Ltd.

8



Are You Getting Your Share of Business and Large Profits Selling Cream Of Malt & Hops?

WE HAVE, after several years, devoted to research and experiment, succeeded in producing a pure barley malt extract that stands to-day in a class by itself. Our Cream of Malt is guaranteed not to weigh under 120 degrees. Fear not to sell this brand.

It is a big repeater, none better for home brew. Ask your jobber or write us direct.

CANADIAN MALT EXTRACT CO.
16 Pearl St., Toronto, Ont.

Storage and Distribution

Winnipeg

Insurance 30c

We operate the largest fleet of motor trucks in

Western Canada

Supplemented with a team service, which enables us to give a fast and dependable service.

Communicate with our Traffic Department for rates, etc.

The City Dray Company

LIMITED

Frost and Wood Building,
Cor. Pacific and Princess Streets.

Track P. 18 **Winnipeg**

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

George G. Yorke
40 Adelaide Street West, TORONTO
Agent for -
Joseph Travers & Sons Ltd.
London Eng.
The largest and oldest Wholesale Grocers in the Empire.

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

Be Sure you Ask Your Jobber for
Dominion Spring Clothes Pins

Manufactured by
The J. H. Hanson Co., Ltd.
MONTREAL

READERS OF CANADIAN GROCER

Please write to our Editor at any time regarding any matter upon which you wish information.

The Editor,
CANADIAN GROCER,
153 University Ave.,
Toronto, Ont.

***Now* is the Time to Buy—don't wait.**
Consult these Advertising Pages.
Our Advertisers will *save* you Money—buy now.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
ST. NICHOLAS BUILDING, MONTREAL

Italian & European Importing Co.
78 Crescent St., Montreal.
Importers of
Italian Nougat Italian Macaroons
Italian Perfumes
Agents Required

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL.
Established 1876
Telephone Main 1581.

The Advertisers would like to know where you saw their advertisements–tell them.

THEY ARE T-W-I-N-S!

NU-JELL IS THE LATEST ADDITION TO THE HORNE FAMILY

NU-JELL---IS HEALTHY, DOING FINE, and GOING STRONG

It will pay you to get in close touch with *Nu-Jell and Double Cream*

"KILTIE"

PINK SALMON

There is no Substitute

WALLACE FISHERIES LTD
VANCOUVER
CANADA

Detach And Use With Your Display

ORDERS

IS the machinery you have been using for the past 3 or 4 years to get orders—is it getting rusty?

Are you satisfied you have the harmony in your organization that you should have?

Do you feel that your salesmen are fighting every inch of the way for business and as happy in their work as you would like to see them?

Is there the proper co-operating fighting spirit?

The Fault May be Yours?

Your salesmen, and wholesalers who help sell your goods, have a right to expect co-operation. They have a right to expect that the house they are selling for really believes that good business is to be secured. They have a right to question if the whole responsibility of selling should be placed on them. Advertising is the strongest co-operation you can give them to show that you believe in your business. Powerful copy consecutively running in your dealers' specialized business paper, will stimulate dealers' interest in your goods; will encourage the salesman in his work; will help to make him a fighter, —and to sell more goods. And you know when you can get the influence of the progressive dealer behind your goods you have the biggest merchandising force in the country working for you.

Let CANADIAN GROCER help you get the fighting spirit in your sales organization and help you line up 6,000 progressive merchants behind your goods.

Why Canadian Grocer is Read

One of our subscription representatives recently sent in this report on Richardson & Son, Ottawa: "This firm has definitely saved from two to three hundred dollars in the last year from the market information and reports appearing in Canadian grocer on raisins, teas, canned goods, etc."

CANADIAN GROCER

Southam Bldg., Montreal
Confederation Life Bldg., Winnipeg
153 University Ave., Toronto
Carter-Cotton Bldg., Vancouver

"SALTESEA" OYSTERS

Help to make FEBRUARY 1st the BIGGEST NATIONAL FISH DAY we have ever had.

Suggest to your trade now to place their orders in advance.

If you serve them "SALTESEA" OYSTERS on Feb. 1st they will come to you each week and want the same QUALITY. This means BIGGER business for you as every SATISFIED customer creates demand. If you are not already handling "SALTESEA" a trial order will prove our claim is well founded.

Packed By

OCEANIC OYSTER CO. OF CANADA LIMITED, MONTREAL.

THE BELL TELEPHONE COMPANY OF CANADA — LOCAL LONG DISTANCE TELEPHONE

Tel. Main 387 **609 St. James St.**

January 19th, 1922.

OUR 14th ANNUAL SALE

Before Stock Taking

Is showing results beyond our expectations and no wonder. There are such exceptional values on our list, and the prices are so moderate.

Lot No. 1.—3,000 doz. Pure Flavoring Extracts

in 16 oz., 8 oz., and 2 1-2 oz. round bottles. Our "Victoria" Brand, pure flavoring extracts are of the best quality. Produced and guaranteed to give the maximum strength.

"We have all flavors and will gladly send samples on request."

Lot No. 2.—50,000 lbs. Pure Spices "Victoria" Brand

In 5 & 10 cent Packages, 2 oz. Square sifting top Tins. Also in one, five and ten lb Wooden Boxes and ten and thirty lbs. Galvanized Pails.

Allspice	Cayenne Pepper	Mace	Pastry Spice
Cloves	Cream of Tartar	Nutmegs	Paprika
Cinnamon	Jamaica Ginger	Black Pepper	Tumeric
	Curry Powder	White Pepper	

The maximum strength in every variety. A sure repeater once introduced to your customers.

Lot No. 3.—L. M. L. Brand Roasted Coffees

In 1, 5, 10, 30 and 50 lb. Tins or Cartons.
Java Mocha, Hotel Special, Pure Mocha, Pure Maracaibo, Pure Santos. All our Coffees are absolutely guaranteed, and are shipped fresh roasted each day. No stale coffees ever reach our customers.
"Try a sample."

Lot No. 4.—"Victoria" Brand Canned Goods

Tomatoes, Corn, Peas, String Beans, Beets, Okra, Succotash, Spinage, Asparagus, Strawberries, Raspberries, Plums, Pears, Peaches, Apricots, Cherries, Blueberries, Choice quality. Attractively labelled and the lowest prices.

"Send us a Trial Order"

LAPORTE, MARTIN, LIMITEE

Importers and Manufacturers
Groceries and Provisions

584 St. Paul St. West **Montreal**

Established 1870

FISH LEADERS

for *National Fish Day, Feb. 1st.*
Lent Commencing March 1st.

"MARITIME" *Mild Cured*
FINNAN HADDIES

"SWEET BRIAR" *Mild Cured*
SMOKED FILLETS

Sold by all Leading Wholesale Distributors

Also Canned Fish

CHICKEN-HADDIE
"LILY"

Packed 48 1 lb. Flats

THE BELL TELEPHONE COMPANY OF CANADA — LOCAL LONG DISTANCE TELEPHONE

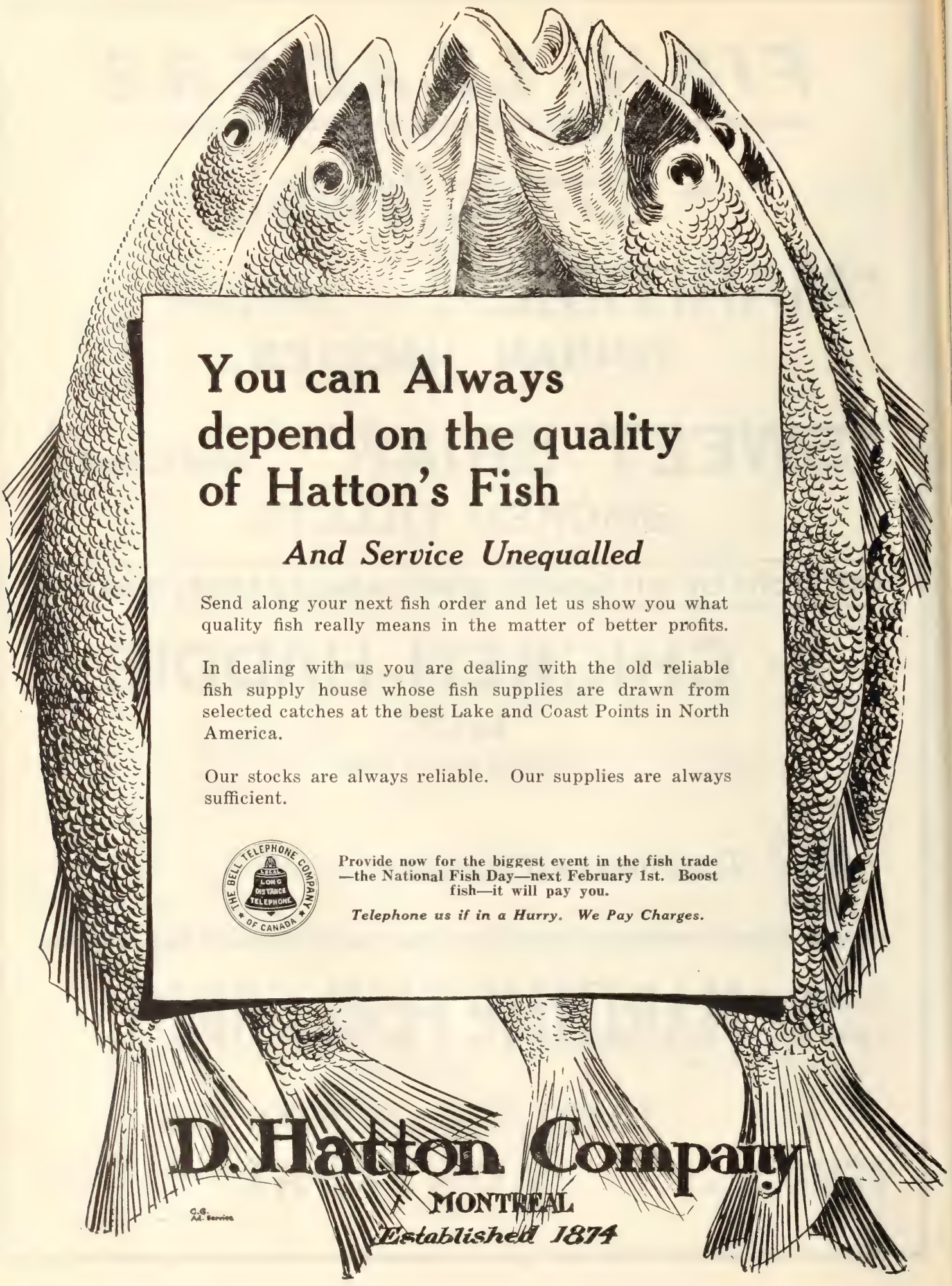
Telephone us if in a hurry

Packed and Cured by

MARITIME FISH CORPN.
LIMITED

at CANSO, N. S., and DIGBY, N. S.

Sales and Executive Offices: MONTREAL



You can Always depend on the quality of Hatton's Fish

And Service Unequalled

Send along your next fish order and let us show you what quality fish really means in the matter of better profits.

In dealing with us you are dealing with the old reliable fish supply house whose fish supplies are drawn from selected catches at the best Lake and Coast Points in North America.

Our stocks are always reliable. Our supplies are always sufficient.

THE BELL TELEPHONE COMPANY OF CANADA — LONG DISTANCE TELEPHONE

Provide now for the biggest event in the fish trade —the National Fish Day—next February 1st. Boost fish—it will pay you.

Telephone us if in a Hurry. We Pay Charges.

D. Hatton Company

MONTREAL

Established 1874

C.G. Ad. Service

For 1922—a Forecast

During 1922 MACLEAN'S MAGAZINE will continue to live up to the high standard which has been set. The articles will be of two characters: those which are essentially timely and those which describe some phase or facts of Canadian life which may have existed for a score of years—or more—but which have never before been served up for your delectation and entertainment in such a readable form. To use the language of the journalist, MACLEAN'S readers may expect the best news articles with a national slant and bright, entertaining feature-articles. These will be written authoritatively and among early ones which we can announce are articles by:

John Nelson — Nellie McClung — Janey Canuck — Stephen Leacock — Arthur Stringer — Charles A. Hayden — Dr. C. K. Clarke — J. L. Rutledge — C. C. Jenkins — C. L. Shaw — Agnes C. Laut — George H. Ham and James Mavor.

Some Details of the 1922 Short Fiction Program

First of all there is a novelette starting in January 15—"The Sail Dragger"—a gripping, sea-adventure story from the pen of Frederick William Wallace; illustrated by C. R. Patterson.

Other fiction scheduled includes: three "Lenix Ballister" stories, by Archie McKishnie; two fascinating romance-adventure stories by Madge MacBeth; "Wetherell's Romance" and "Her Feet Were Crossed," by Alan Sullivan; "Pierre des Lacs," by H. B. Atlee; "The Lost Stirrup" and "Alter Idem," (two more in his series of racing stories) by W. A. Fraser.

Illustrators

Whose Work Will Appear in MacLean's During 1922.

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CHARLES A. MACLELLAN
DUDLEY GLOYNE SUMMERS
R. M. BRINKERHOFF
ARTHUR WILLIAM BROWN
F. R. GRUGER
W. V. CHAMBERS
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MARY ESSEX
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C. H. TAFFS
CHARLES L. WRENN
E. J. DINSMORE
T. Y. McCARTHY
C. R. PATTERSON
G. F. PETERS
NORMAN PRICE
BARNET BRAVERMAN

Heming Will Return

It is perhaps a long way off to announce Arthur Heming's next feature in MACLEAN'S, but anything he writes—or paints—is of such paramount interest to MACLEAN'S readers that we will draw aside the veil a moment and let you have a peer at something which is coming through, probably not until toward the close of 1922.

Mr. Heming has once more left the cities and retired to a quiet Inn, where he is engaged upon another book, which will be a worthy successor of "The Drama of Our Great Forests." It will treat, of course, of Canada's vast North Land, but from a very different view-point.

A Striking Series by "Sapper"

Now, the only war-writers who receive attention are the few who, by their craftsmanship and wide human appeal have a likelihood of more than ephemeral fame. Among the chief of these is "Sapper"—H. Cyril McNeile. Throughout the war his engaging personality was displayed in newspaper articles and books of short stories. Now he is writing stories of the peace, which are just as enthralling. The best of these will appear in MACLEAN'S MAGAZINE during 1922.

Feature Departments

In addition to the most attractive offering of the best short stories and serials, and the more serious literature — biographical, reminiscent, political — MACLEAN'S provides its twice-a-month

Review of Reviews Department

which keeps its readers posted on current topics and developments in all parts of the world; also the semi-monthly articles on

The Business Outlook and Investment Situation

which is looked upon as the most authoritative review of this kind in the Dominion; and the special articles on

Topics of National Interest in Canada

which have made MACLEAN'S something more than a magazine—a National Institution.

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CHICORY

We can plant chicory in our district in Quebec and some farmers produce considerable quantities. Would you mind telling me if there is a good market for that product and would it pay me to plant some next Spring? It takes considerable money to start it and I wanted to ask your opinion before I started.

N. M.—St. Jerome, Quebec.

Answer—It is simply a matter of finding a purchaser for the chicory. Canadian chicory is now selling wholesale around 16 cents a pound and it is doubtful if the dealers would buy your production at that price since there is a good supply on the market. Belgian chicory is now plentiful and is offered at a low price which makes keen competition. You can best judge whether or not a price between ten and fourteen cents would pay you for your outlay, acreage and labor. We would advise that you get your prospect buyer and an approximate quotation before you make your decision.

SECOND HAND FEED BAGS.

Would you please furnish us with the names of firms buying second hand feed bags.

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College Bridge, N. B.

Answer—E. Pullan, Maude St., Toronto, Ontario.

FOR SHARPENING KNIVES

Can you furnish address of the manufacturer of attachments for sharpening circular knife on a slicing machine?

N. L. ADAM,
Box 339, Sudbury, Ont.

Answer—Canada Machinery Corporation, Galt, Ont.; Cowan & Company, Galt, Ont.; Waterous Engine Works, Brantford, Ont.

ICE CREAM CONES

I would appreciate if you would give me two or three makers of ice cream cones.

J.W.H.—St. John, N.B.

Answer—St. Lawrence Baking Co., Ltd., Montreal; Maple Crispette Company, Montreal; eal Cake Cone Co., 107 Front St., E., Toronto; The Consolidated Wafer Co., 107 Front St., E., Toronto; Canadian Cone Co., 10 Alice Street W., Toronto; The Union Cone & Wafer Co., Christie and Yarmouth Rd., Toronto.

MILLING PUBLICATION

Will you please give me the address of some milling magazines.

H. W. REIMER,
Steinbach, Manitoba.

Answer—The Canadian Milling and Grain Journal, 42 St. John Street, Montreal; and Northwestern Miller, Minneapolis, Minn.

TORONTO HAY BUYERS

Would you kindly give names and addresses of some Toronto hay buyers.

READER.

Answer—John Moffatt, Lumsden Bldg., Toronto; J. F. Thompson, Royal Bank Bldg., Toronto; J. A. Peer & Sons, 14 Commercial St., Toronto; Crampsey & Kelly, 778 Dovercourt Rd., Toronto.

CHINAWARE.

Will you please give me some addresses of people who sell chinaware.

T. W. PARLMER,
105 Hearn Ave., Guelph, Ont.

Answer—College China Hall, 370 College St., Toronto; Nerlich & Co., 146 Front St., Toronto; W. O. Littleford & Sons, 763 Yonge Street, Toronto.

ENGLISH CHEDDAR CHEESE

Do you know of any jobber or commission agent handling English cheddar cheese?

W. GORDON,
Cumberland, B.C.

Answer—We would refer you to Charles Chapman, 318 Dorchester Street, West, Montreal; also Kraft McLaren Cheese Co., St. Paul Street, Montreal.

BAKER AND CONFECTIONER

Do you know of a trade journal covering baking, etc.?

R. TILLOTSON,
977 King Street, East, Hamilton, Ontario.

Answer—The Baker and Confectioner, care of the Acton Publishing Co., Toronto.

"PLASTER BOARD"

Will you kindly advise me the names of manufacturers of "Plaster Board," a material lighter than Beaver Board, for finishing inside.

THE SALMO TRADING CO., LTD.
Salmo, B.C.

Answer—The Beaver Board Timber Co., Charlton, Ont.; The Canada Plaster Board Co., Brantford, Ont.; The Ontario Plaster Company, Paris, Ont.; Dominion Gypsum Company, Winnipeg, Man.

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CANADIAN GROCER

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Vol. XXXVI TORONTO, JANUARY 20, 1922 NO. 3

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H. A. WEBB, Associate Editor, Montreal.

H. V. STODDARD, Montreal Representative.
C. M. MUTCH, Toronto and Hamilton Representative.
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CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone 1004. Toronto, 143-153 University Avenue, Telephone Adelaide 5740. Winnipeg, Room 901, Confederation Life Bldg., Main Street, Telephone A. 3773. Vancouver, 314 Carter-Cotton Bldg., 198 Hastings St. W., Telephone Seymour 4337.

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CANADIAN GROCER

VOL. XXXVI. TORONTO, JANUARY 20, 1922 No. 3

Are Retailers Holding up Cost of Living?

Thinks B. W. Ziemann, Past-president of the Retail Merchants' Association of Ontario Is Right, When He Says The Reduction Of Retail Prices Has Everywhere Been Commensurate With The Reduction of Wholesalers' And Manufacturers' Prices.

(Written especially for Canadian Grocer by H. MICHELL, Professor of Political Economy in McMaster University)

AT THE meeting of the Retail Merchants' Association held in Toronto on January 11, B. W. Ziemann, the President, in his address is reported to have said, "It is not the retailer who is keeping up prices of commodities. The reduction of retail prices has everywhere been commensurate with the reduction of wholesalers' and manufacturers' prices."

This statement is worth examining, and a study of the figures given month by month in the Labor Gazette will allow us to come to a pretty accurate conclusion as to whether Mr. Ziemann is correct or not. The Labor Gazette has for a number of years kept a record every month of the retail prices of 29 articles of food in about 60 cities, the commodities chosen being fairly representative of what the average family of moderate means will consume week by week. The total cost of these foodstuffs at the beginning of November 1921 was $11.08, which compares with the peak reached in June 1920 of $16.91 and $7.96 in November 1914. Now a reduction of $5.83 from the peak to November, 1921, is equal to 34.4 per cent. If we now take the index number of wholesale prices, a'so issued by the Department of Labor, we find that the peak was reached in May, 1920 when it touched 356.6, and that it had fallen to 227.3, which is equal to a reduction of 36.2 per cent. from the peak. We therefore conclude that wholesale prices have fallen 1.8 per cent. further than retail, a difference so small as to be negligible, and that Mr. Ziemann was perfectly right.

Rent and Fuel Considered

What has held up the cost of living has not been the prices of foodstuffs but of rent and fuel. If these two items are added to the family budget, as of course they must be, a very different story is told. Here we find that the highest figure was reached in July 1920, when it touched $26.92 and that at the beginning of November 1921 it had fallen to $21.60, a per cent. decrease of only 19.9.

It is perfectly plain, therefore, that the blame for the failure of the cost of living to fall further cannot possibly be laid to the account of the retailer of foodstuffs. His prices have fallen regularly step by step with the wholesalers. It has been rent and fuel that have kept up.

Retailer Always Gets the Blame

But it is the retailer that always gets blamed because he is the one who is in daily contact with the buying public. The housewife, worried with the continued high cost of living, and not understanding the real facts of the case, takes it out of the grocer with whom she deals, accusing him of keeping up prices. This is only human nature. It is utterly unfair, but the housewife does not know she is being unjust, or else we might hope that her sense of fair-play would prevent her from doing it.

Trade and industry are passing through very difficult times, and have been in that unhappy state for a long period. When one comes to think of it carefully, most merchants will agree that a period of rising prices is hardly less trying than one of falling prices. In both cases the anxieties attendant on unsettled conditions are present. What trade wants is a fair measure of stability, with prices neither rushing up nor falling down. Such a condition may be a good deal less exciting, but it is much safer.

Most Remarkable Decline Has Been In Groceries

From time to time news items have appeared in the daily press dealing with the prices charged for necessities in retail stores, and many of these news items have not been fair in the statements made.

The Head office of the Retail Merchants' Association of Canada, at Ottawa, undertook a thorough investigation of the prices charged in retail stores in 1920, as compared with prices charged during 1921. Notwithstanding an increased burden of municipal taxation, and increased rents paid in 1921 by the retail merchants throughout Canada, a very decided drop in prices is shown by their report, averaging approximately thirty per cent.

The most remarkable decline is in groceries, which dropped 44.49 per cent, and other lines show declines as follows:

Furs,	37.3	per cent.
Dry Goods,	31.6	per cent.
Hats, Men's,	31.25	per cent.
Ladies' Wear,	30.9	per cent.
Clothiers,	29.16	per cent.
Men's Wear & Furnishings	28.8	per cent.
Boots and Shoes,	26.3	per cent.
Merchant Tailors,	20.8	per cent.
Confectioners,	17.8	per cent.
Butchers,	15.0	per cent.

The foregoing statement clearly shows that retail prices have been keeping pace with the declines taking place in the market, and that the public has been treated fairly by the retail merchants who, after all, are but the servants of the public in providing the necessaries of life.

This is the best answer that can be made to those who are endeavoring to place any blame on the retail trade.

A Quick Turnover and a Good Profit

George J. Schell, Kitchener, Ont., Finds The Sale of Fish a Sideline Well Worth Handling In A Grocery Store—Sells From 400 to 500 lbs. of Fish a Week—Has Separate Storeroom For Fish And Keeps Only Small Amount in The Main Store

A FISH department in a grocery store is a profitable sideline, according to George J. Schell, Kitchener, Ont., who sells in his store, on an average of from 400 to 500 lbs. of fish every week, during the period from the first of January until Easter. Such lines in fresh fish, as halibut, salmon, smelts, white fish and all the smoked varieties, are stocked. "Fish represents a quick turnover," Mr. Schell told a representative of Canadian Grocer the other day, "and if a grocer has the proper facilities for handling fish, it certainly pays him for doing so. Our fish trade is usually only two days a week, except in the Lenten season, when there is an extra demand for fish, and it is a good seller for Wednesdays and Fridays. Otherwise our big sales are on Thursday, and on Friday morning. We have a storeroom for keeping our stock of fish, and only show sufficient to attract attention at the front of the store.

Display Under Glass

"We keep fish on display throughout the winter months, outside, at the front door. Of course it is kept under glass, and is not in any way exposed. Showing fish in this way greatly increases the turnover, and being situated where there is always a large number of people passing, the suggestion of fish is made to the passerby, and a sale is very often the result. In having a storeroom for fish, we can keep a fairly heavy stock, the amount that we think we can dispose of in a week, and it is kept entirely separate from the groceries.

Suggesting Fish

"We sell a good deal of fish too, to customers when giving their orders over the telephone by suggesting to them that we have certain lines of fish in stock. We are never content, in just taking an order as a customer dictates it, but we believe that if we are to maintain sales at satisfactory levels, we must sell, and to sell, means disposing of some other lines, other than the ones particularly asked for. Fish is one of the things we very often suggest, and if fish is ordered then we offer the suggestion of such lines that we think would go well with fish, in constituting an appetizing dinner.

20 Gallons of Oysters

"For instance, the week between Christmas and the New Year, we sold twenty gallons of oysters, that is, in bulk. Ordinarily our turnover in oysters is fairly heavy, our average sales ranging from six to ten gallons every week. Before the New Year holiday we made special efforts to increase our turnover in oysters, with the above results. Every salesman in the store was to'd to suggest oysters to the customers he attended. That is the policy we follow. Every few days or week, we take some special line, and to every customer who enters our store, or from whom we take an order the suggestion of the particular article that we are making a feature of, is offered, with the result that a sale is invariably made."

Results in Other Lines

In this connection, Mr. Schell stated that recently he had sold 500 pounds of prunes in one day. Prunes were suggested to every customer. Another time a drive was made on apples in barre's, and two cars were disposed of. During Christmas week one of the special lines that was concentrated on, was Christmas wines, and in the week preceding the holiday, ten cases were disposed of. At the time of the visit of the representative of Canadian Grocer to Mr. Schell's store, he was "pushing" the sale of olives in jars. While it was yet only the first day of the drive on olives, he was well pleased with the turnover.

"We are selling goods all the time in this way," he stated, "and we believe it is the only method to pursue in building sales." Mr. Schell stated that his Christmas trade this year was greater than a year ago, and he accounts for the increase chiefly, through the effort he and his staff devoted to selling something more than the customer asked for.

Sells a Barrel of One Kind of Fish in a Day by Putting It in the Window

Harry Smith of Smith's Market, in Sydney, N.S., Thinks the Grocer Who is Not Selling Fish is Missing an Opportunity to Increase His Turnover —Makes a Feature of Fish

SYDNEY, N. S., Jan. 17.—According to Harry Smith of Smith's Market, Victoria Road, Sydney, N. S., there are many grocers today who are passing up a big opportunity to increase their turnover, by neglecting to stock fish. When a representative of Canadian Grocer called on Mr. Smith recently, he was just cleaning up after a big fish day. He was in the right mood to talk fish sales.

"While our store is largely a grocery store, fish is one of the lines we push," he remarked. "There are many people who come to our store chiefly to buy fish and of course there is the opportunity to make sales of other lines. Many of these 'fish buyers' come considerable distances. In summer we never have any fish that is frozen as the customers won't buy it. We have always tried to carry nothing but fresh fish, whenever possible and the customers now won't have anything else. In the winter time, it is of course, impossible to avoid the fish being frozen as it is impossible for us to get it in any other condition."

Mr. Smith has made a big study of the successful handling of fish, and has decided that the only way to get the best results is to buy direct from the fishermen. Previously he bought all his stock in the city but after close checking it was found that in almost every order there was a difference of weights which prevented the selling of fish on a very close margin. This prompted Mr. Smith to look for other fields and finally he was able to arrange with fishermen in Newfoundland, who are now shipping direct to him. In this manner, he is getting his stock in better condition and at a much better price.

This grocer has personally solicited the fish business in the district, and each week makes a specialty of the line in his window display. The effect of this is proved by the fact that by putting a barrel of caplin in the window and advertising it only through the medium of white chalk on the window, the entire stock was sold out before the day was over. This was in addition to the other varieties sold.

A few days preceding the visit of the Canadian Grocer representative to the Smith market, this enterprising man had received a stock of one hundred and fifty pounds of fish at eight-thirty in the morning, and in two hours and a half the entire stock had been sold. This was through window display entirely.

Mr. Smith attributes his success in the handling of fish to the fact of having studied the customers' wants and in trying to satisfy them. During the summer months, Mr. Smith is the only merchant in the city who sells fresh fish and not the frozen variety.

It is his intention to move into larger quarters in the very near future.

Displaying fish under glass in this attractive manner always means increased sales in Fred Levesque's store in Westmount, Que.

Sells Nearly Two Thousand Pounds of Halibut in This Store Every Week

"It is all a matter of getting a reputation for handling good fish," says Fred Levesque, Westmount, Que., when discussing the large turnover in fish in his store—good fish means repeat orders.

By Staff Correspondent Canadian Grocer

MONTREAL.—"We sell between fifteen hundred and two thousand pounds of halibut every week. In fact it nearly averages a ton a week, besides 500 pounds of fillets and 250 pounds of salmon," said Fred Levesque, one of the store managers of Levesque's Market, 388 Victoria Ave., Westmount, to a Canadian Grocer representative. "Halibut is the best seller, I suppose because it is easily cooked, is tasty and looks well in a display."

Building up a Reputation

When asked how a merchant should go about building up such a sale of fish, Mr. Levesque replied, "It is all a matter of getting a reputation for handling good fish. The business must be started on a small scale with a quick turnover. It is far better to sacrifice a piece of fish than to risk losing the confidence of a customer. We started with a small order. We pushed the sale of fish, advertised it and talked it. One sale invariably meant a repeat order and so by degrees we built up a reputation for good fish. The best ad a merchant can have for the sale of fish is a long list of regular customers. They tell others and besides when people know that the fish is turned over quickly in a particular store, they have confidence that the supply on hand is always fresh.

Mr. Levesque emphasized the fact that it is necessary to have one man who devotes his time to the fish sales. There is considerable cleaning and dressing to be done in some fish and display is a big part of the sale. In this store the fish is laid out on white trays in an open front display counter. It is not a sale that is pushed for two days in the week but every day.

Another point brought out by Mr. Levesque was that in the district to which he caters, on the whole it is not a matter of religious obligation that the people should eat fish at least once a week, but it is plainly a matter of taste. While the latter part of the week brings an increased sale, the movement of fish is steady throughout the week. "Fish is a tasty food, and when the people can get good fish at any time, it is not hard to get them into the habit of ordering it."

A Little Advice

When asked what advice he would give to a grocer or butcher inaugurating a fish department, Mr. Levesque said, "Buy the best fish in a small quantity. Display it as attractively as possible. Advertise it in any way reasonable under the circumstances, and talk it continually to the customers. Know the fish thoroughly and if it does not at first sell quickly, throw it out before there is any doubt about its quality, and buy more. Regulate the buying to be just a little over the requirements for the previous week and push the surplus. By this practice the sale will increase and the net profit on the sale of a ton and a half of fish a week, which will average two and a half cents a pound, will amply repay, time, trouble and initial investment."

SAP RUNNING IN KENT

Chatham, Ont., Jan. 17.—Sap is running in the rural districts of Kent. It is said to be flowing in some sugar bushes as freely as it does in the spring. The continued mild weather, however, is proving disastrous for the wheat crops, according to the district agricultural representative. The fields are feeling the need of snow, and the alternate thawing and freezing, is pulling a great many of the plants out of the ground.

The Treaty and Canada's Fish Trade

Sir Robert Borden's Informal Discussion With The U. S. A. Government Regarding Fishermen's Privileges In Both Countries, Is Interestingly Commented Upon By Canadian Dealers

By Staff Correspondent Canadian Grocer

MONTREAL, (Special).—Reports to the effect that Sir Robert Borden, Canada's representative to the Washington conference, has opened an informal discussion with the United States Government with regard to a renewal of the war time privileges given the fishermen of both countries on the Atlantic and Pacific coasts have excited not a little interest in the fish trade.

While these negotiations are not at all official, it is interesting to note the present conditions of the fish market and the effect such a treaty would have on the Canadian fishing trade. In 1918, the joint fisheries' conference, composed of Sir Douglas Hazen of New Brunswick, G. J. Desbarats, deputy minister of naval affairs and William Found, superintendent of Fisheries representing Canada met the representatives of the United States and made a certain agreement regarding the phases of the fisheries question. This agreement is summed up in seven articles.

1. That the fishing vessels of either country may enter from the high seas any port of the other, and clear from such port to the high seas and the fishing grounds.
2. That the fishing vessels of either country may dispose of catches and purchase bait, ice, nets, lines, coal, oil, provisions and all other supplies and outfits in the ports of either country.
3. That the repairing of fishing implements in the ports of either country may be allowed to the vessels of the other country.
4. That the fishing vessels of either country may dress, salt or otherwise prepare their catches on board their vessels in the territorial waters of the other country.
5. That the fishing vessels of either country may ship their crew and transship their catch in the ports of the other country.
6. That the fishermen of either country may sell their catch in the port of the other country, subject to the local tariff if any.
7. The commissioners also unanimously recommend free trade in fish.

These seven articles constitute the agreement of 1918, which some months ago was abrogated by the American Government, insofar as the reciprocity of port privileges is concerned. Still Canada extends to the American fishermen the privileges subject to the tariff, if any in that particular line, on the sale of fish.

Finds One Objection

In speaking to a Canadian Grocer representative about the proposed treaty, A. H. Brittain, the Montreal manager of the Maritime Fish Corporation, said, "I find one objection to the proposal, and that is, the recommendation in the last article. Canada would be a loser if free trade in fish came into effect. Even the proposal as it stands is mainly advantageous to the Americans. The United States have ten people to every one in Canada to feed. The bigger cities are all on the sea coast. There the fishermen find a ready market, a quick turnover without any delay or anxiety about what condition their catch will be in, when it reaches its destination. It is only to be expected that many of the Canadian fishing vessels will take their catch to the American cities."

Attractive Market In U. S. A.

It can be seen by looking at the map that the United States offers an attractive market to the fishermen. In the first place some of the largest cities in the United States are right on the sea coast, while Canadian fishermen have to transship their catch to Montreal, Quebec and Toronto and then all the western provinces have to be fed with Atlantic fish, after a long freight haul across the Dominion. It is safe to say that America offers the most attractive market. An example of this was shown last week when Boston offered nine and one half cents wholesale, after all the freight charges were paid. This is purely a matter of supply and demand and had a reciprocal port privilege been in force, no doubt the Canadian fishermen would have put into Boston.

May Have To Buy From U. S. A.

One man actively connected with the fishing industry claimed that should such a treaty come into force, that it was not improbable that Canada would be buying fish from the United States that had been caught by Canadian fishermen in Canadian waters. He furthermore admitted that if such were the case the industry in which he was interested might be forced to operate from the United States. Yet he favored the treaty on the grounds that the fishermen in Canada need a better price for their fish.

A Short Sighted Policy?

Another said: "It seems that such a policy is exceedingly short sighted, for if our fishermen are going to be attracted to the American ports with their catch, they are also going to buy their outfits, bait and provisions in those ports, and an extensive industry would be lost to Canada."

Attractive For Fishermen

From the fishermen's standpoint it is attractive. The United States with its large population already offers a big market. Since the treaty has been cancelled as far as the American privileges are concerned, a trawler returning from

Continued on page 25

VALUE OF CANADA'S FISHERIES AND NUMBER OF POUNDS MARKETED IN 1920

WHILE the value of fisheries in Canada during 1921 is not yet available, figures of valuation for the 1920 twelvemonth, are interesting. The total value of fisheries in this period, amounted to $49,241,339, representing a decrease as compared with 1919 of $7,267,140. British Columbia shows the greatest valuation at $22,329,161, and Nova Scotia comes next with $12,742,659, both showing a decline as compared with the previous year, respectively, of something over two million dollars. The figures for the other provinces are as follows:—New Brunswick, $4,423,745, Ontario, $3,336,412, Quebec, $2,592,382, Prince Edward Island, $1,708,723, Manitoba, $1,249,607, Alberta, $529,078. Saskatchewan, $296,472, and Yukon Territory, $33,100.

The quantities of the chief commercial fishes, marketed in 1920 constitute a grand total of 760,044,900 lbs., consisting of such fishes as lobsters, smelts, cod, herring, mackerel, haddock, halibut, hake and cusk, pollock, salmon, alewives, whitefish, trout, pickerel, perch and pike. 196,562 bbls. of sardines were marketed as well as 12,700 bbls. of oysters.

The totals by provinces are: Prince Edward Island, 16,355,000 lbs., and 2,775 bbls. of oysters; Nova Scotia, 260,481,200 lbs.; New Brunswick, 84,312,000 lbs., 196,562 bbls. of sardines and 8,207 bbls. of oysters; Quebec, 73,679,800 lbs.; Ontario, 33,579,500 lbs.; Manitoba, 16,836,700 lbs.; Saskatchewan, 3,417,300 lbs.; Alberta, 5,042,800 lbs.; British Columbia, 266,098,600 lbs., and 1,718 bbls. of oysters; Yukon Territory, 242,000 lbs.

Wireless Keeps Fishermen Informed

Canadian Fishermen Have Shorter Trips Compared With The American—Best Fishing Grounds Are In The Canadian Waters, And The Best Fish Are Caught By Hook And Line

By Staff Correspondent Canadian Grocer

MONTREAL, Jan. 16.—When the grocer displays a side of halibut in his store, perhaps, little does he or his customers think of the labor, the hardships and oft-time, the risks taken by the deep-sea fishermen who reap this harvest. Wholesale and retail fish dealers state that halibut is the most popular of the lower priced sea fish. This fish is most plentiful in Canada's territorial waters. The Newfoundland banks, 585 miles north-east of Halifax, yield the biggest supply while large quantities of halibut and cod are caught on the banks of Sable Island, 159 miles from Halifax.

Use Steam Trawlers

Steam trawlers are used to fish on these banks, since the distance from the fishing ports is so great. The steam trawlers make about 10 nautical miles an hour, and so it takes a little over two days to run from Halifax to the centre of the Newfoundland banks, and 16 hours for the run to Sable Island. These vessels are out at sea about one week. Little fishing is done on the Grand Banks from Nova Scotia.

Canada Has Many Banks

The best fishing grounds are off the Canadian coast and yet they can hardly be termed our territorial waters. The map on this page showing the fishing banks will indicate graphically that the American fishing vessels have farther to go to the fishing grounds than have the Canadian boats. From Boston to the Grand Banks (Newfoundland) is a distance of 963 miles. To Sable Island it is 463 miles. Yet, since the United States offers the biggest market for the fish, Canadian fishermen have either to make the extra trip after calling at a Canadian port, most often Digby or Yarmouth, or accept a price that will permit placing the fish in the city markets in competition with the fish that is taken direct by sea to the ports.

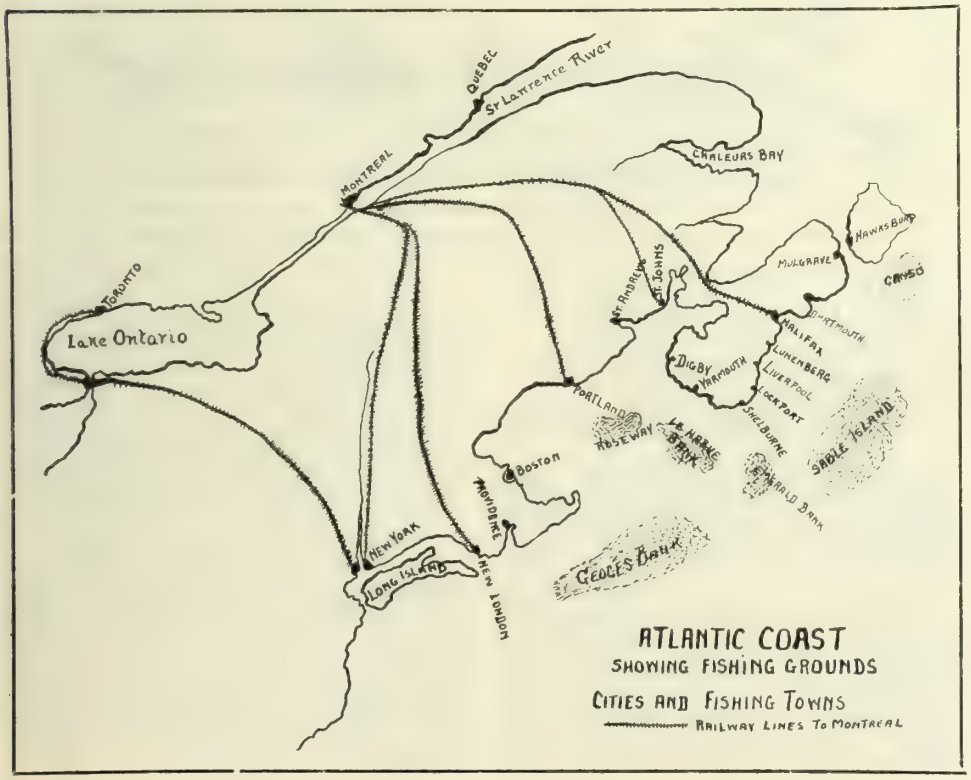
A Dangerous Labor

The deep sea fishing industry is fraught with dangers, but recent scientific developments have lessened these dangers. The trawlers that fish on the Newfoundland banks, Sable Island banks, Banquereau and Canso are steam driven boats, most of which are equipped with wireless. After they get to the fishing grounds which are nautically known as banks, (parts of the ocean bed which are nearer the surface than surrounding parts), the vessels slow down and drop out their drag nets. With these they drag near the bottom and pulling up, raise their catch of all kinds of fish.

As these vessels are out at sea from one to two weeks, market conditions and the demand vary while they are away. The master of the trawler keeps in touch with his headquarters by wireless, reporting the progress of the catch, getting weather reports and instructions when to return and where to put in with his cargo. His destination is largely determined by the demand at the time and the nature of the haul.

Fishing By Hook And Line

Considerable fishing is done just off the Canadian shores by small sail or motor boats. These fishermen use hook and line with bait. Their catch is comparatively small but they get a better price for their fish which is of a better quality than that dragged in by the net, and dumped into the hold of a steam craft. These smaller boats fish all day along the shore and return in the evening with their catch.



SAFE OF GENERAL STORE IS ROBBED

The general store of Mistele and Co., at Rodney, Ont., was entered and robbed early one morning last week. The vault and safe were blown open but only a small amount of money was secured. Goods to the amount of between $500 and $800 were carried off.

THE TREATY AND CANADA'S FISH TRADE

(Continued from page 24)

the fishing grounds must call at a Canadian port and then enter an American port. Outgoing, it must call again at a Canadian port and clear there before going to sea. This takes up time but it saves the identity of the Canadian fishing fleet if nothing else. Besides, it builds up around the fishing industry, a business that supplies provisions, equipment, vessels, nets and bait. Should the treaty be ratified once more, these vessels to a great extent would likely forsake Canadian ports. Canada alone does not offer a sufficient market for her catch of fish.

One Remedy in View

D. J. Byrne, Montreal manager of Leonard Fisheries, points out that one remedy would result from the proposed Fordney tariff in the United States. This would provide a cent a pound tax on Canadian fish but would hurt terribly the Canadian industry. It is reasonable to believe that should Canadian fishermen have free access to American ports that, in the case of steam trawlers, it would be to those ports that they put in, even with the supply of fish for distribution in Canada. A glance at the accompanying map will show that there is a shorter overland haul from Portland, Boston, or New York to Montreal than from any of our Atlantic ports.

Originality In Fish Advertising

Stanfords, Ltd., Montreal, Make A Feature Of Some Little Story In Their Daily Advertisement, And Believe That Good Results Are Thus Obtained—Keeping The Telephone Number Prominently Before The People Is Also Important

By Staff Correspondent Canadian Grocer

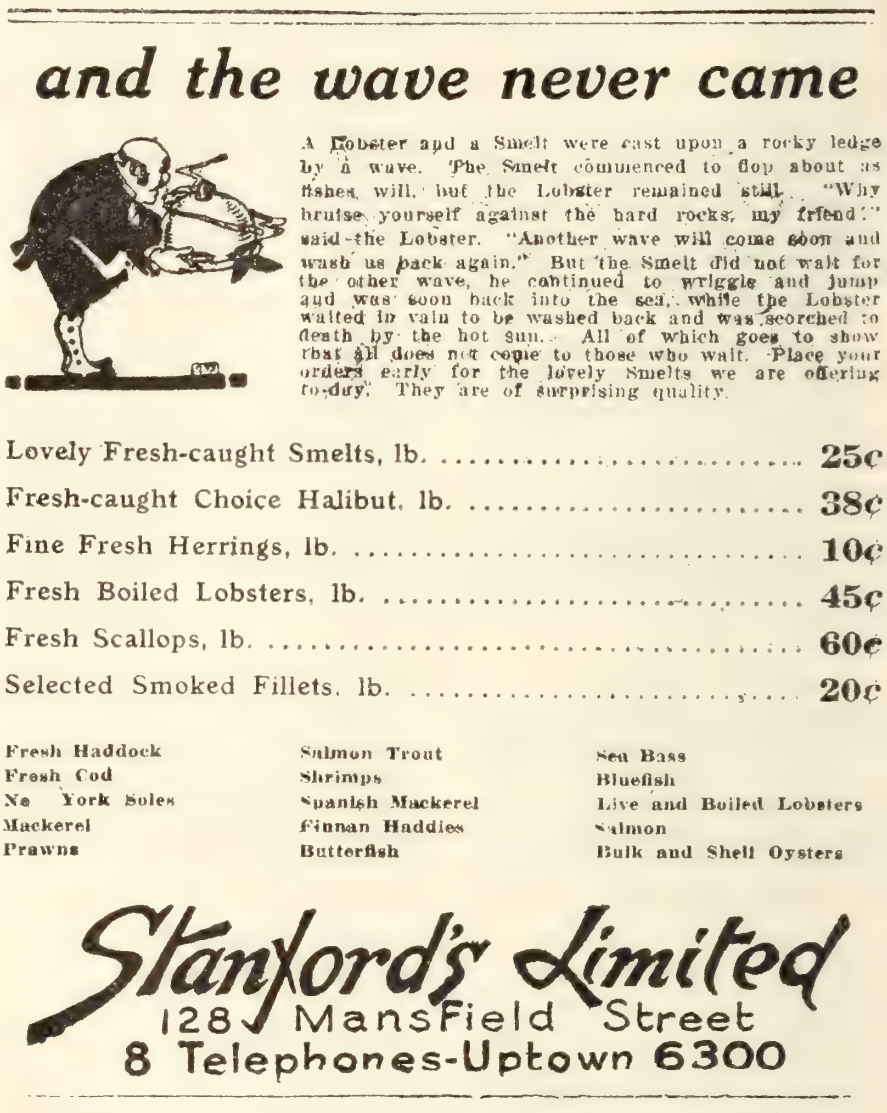
MONTREAL.—"And the wave never came"—is the attractive and impelling heading of Stanford's newspaper advertising for their fish department. Every day some similar ad. appears but this sample is one that arouses the curiosity and impels the reading of the rest of the advertisement. "This kind of advertising saves us money although we pay an agency to do it for us," said Harry Naylor manager of the fish department to a Canadian Grocer representative. "The title commands attention and forces people to read over the small print. In this way we are able to put in a small space what would otherwise take three times as much space to command attention.

Brings Results

"Yes, it brings results. We can plainly see where our advertising has brought us business. When we advertise a particular fish, we find the people coming in and asking for it when otherwise they would come in and merely ask for 'some fish.' The same is true of telephone orders and right here I might say that making a feature of the telephone number in an ad. is a big thing. It will bring results quicker than any other way. It gets business from distant parts of the city. People will telephone their fish order to the firm where they are assured they will get the quality. The main thing is to get the public to read your ad and then tell them convincingly and in as few words as possible all you can about the quality of your offerings."

"The story in the advertisement itself is worth repeating. It begins—'and the wave never came—A lobster and a smelt were cast upon a rocky ledge by a wave. The smelt commenced to flop about as fishes will, but the lobster remained still. "Why bruise yourself against the hard rocks, my friend?" said the lobster. "Another wave will come soon and wash us back again." But the smelt did not wait for another wave. He continued to wiggle and jump and was soon back into the sea while the lobster waited in vain to be washed back, and was scorched to death by the hot sun.'

"All of which goes to show that all does not come to those who wait. Place your orders early for the lovely smelts we are offering to-day. They are of surprising quality."


and the wave never came
A Lobster and a Smelt were cast upon a rocky ledge by a wave. The Smelt commenced to flop about as fishes will, but the Lobster remained still. "Why bruise yourself against the hard rocks, my friend?" said the Lobster. "Another wave will come soon and wash us back again." But the Smelt did not wait for the other wave, he continued to wriggle and jump and was soon back into the sea, while the Lobster waited in vain to be washed back and was scorched to death by the hot sun. All of which goes to show that all does not come to those who wait. Place your orders early for the lovely Smelts we are offering to-day. They are of surprising quality.
Lovely Fresh-caught Smelts, lb. 25¢
Fresh-caught Choice Halibut, lb. 38¢
Fine Fresh Herrings, lb. 10¢
Fresh Boiled Lobsters, lb. 45¢
Fresh Scallops, lb. 60¢
Selected Smoked Fillets, lb. 20¢
Fresh Haddock
Fresh Cod
New York Soles
Mackerel
Prawns
Salmon Trout
Shrimps
Spanish Mackerel
Finnan Haddies
Butterfish
Sea Bass
Bluefish
Live and Boiled Lobsters
Salmon
Bulk and Shell Oysters
Stanford's Limited
128 Mansfield Street
8 Telephones-Uptown 6300

Original and novel way of advertising fish that is successful

Ont. Government Is Retiring From The Fish Business

Toronto, Jan. 17.—The fish sales branches of the Ontario Government game and fisheries department, will be discontinued, according to Hon. Harry Mills.

Fishermen for some time have made complaints that the Government was interfering with their sales. The government has come to the conclusion that this scheme was more or less of a war measure, designed to get the public to buy fish when meat was scarce.

The government has had 14 fishermen under contract to fish Lake Nipigon and Lake Nipissing. Payment being 5½ cents per pound except for sturgeon, which brought 11¼ cents on Lake Nipigon and 12½ cents on Nipissing.

The net profits for the government at the end of October last were $23,000 for the fiscal year.

Lake Nipissing is to be closed for three years to commercial fishing, and Lake Nipigon will probably be worked on a royalty basis, limiting the catch each year to some 2,000,000 lbs. of whitefish and 40,000 lbs. of other varieties. The sales branch disposed of 1,840,000 pounds to Ontario municipalities last year, Toronto getting 868,169 pounds.

Sells Canned Pineapple In Novel Way

Suggesting Pineapple to be Used in Conjunction with Citron in Preserving the Latter, Daniel MacDonnell, Kamloops, B.C., Disposes of His Surplus Stock—Finds a Knowledge of Recipes Often Helps Sales of Various Lines

By Staff Correspondent Canadian Grocer

KAMLOOPS, B.C.—"I was a little bit 'long' on pineapple last fall," said Daniel MacDonnell of this town in the course of a conversation with Canadian Grocer representative recently, "and I happened to read a recipe in one of the many recipe booklets I collect, calling for pineapple in the citron preserves. Now all my customers were familiar with putting ginger in their citron. Some of them put lemon, but pineapple was a new one. I found out that the citron was particularly good with some pineapple added, so I recommended the innovation to all the people buying citron. I cleared out all my pineapple (15 cases) with the exception of a few cans. In this way I disposed of all the surplus that I wanted to move. Besides, my customers like the new preserve, and I trust, are pleased that I induced them to use pineapple in their citron."

Likes to Have Information

"You said a while ago, that 'one of the recipe booklets of which you make a col'ection,' etc. Now why do you make a collection of these things. To give away?" asked Canadian Grocer.

"No," said this merchant, "my customers come and ask me all manner of questions. I might tell them I didn't know or I might ask them what do they think I am, but as a matter of fact, I try to know what they are likely to ask me. In the last few months I have been most frequently asked how to make various jams and pickles. I didn't use to know, I know considerable about pickles and jams now. If the customer wants to make chili pickles, green tomato pickles or whatever she wants to make, I can find out what she needs—what and how much spice she wants etc, sell her what she needs. To answer as many questions as possible, I have as many booklets as I can gather."

Displaying Canned Fruit

A neat display of canned fruit is piled around the cash register, not large, and not in the road, but the eye, in glancing over the display, is reminded of almost all kinds of fruit that are packed. A customer is thus helped to a decision in deliberating over "what to order."

Credit Register is Valuable

One of the modern credit registers stands on the counter. In answer to the Canadian Grocer representative's enquiry, Mr. MacDonnell said, "that is the most valuable thing that a grocer can have in his store. That is, if he is forced to do a credit business. Here 50% of our sales go on the books, although only for 15 to 30 days. Before we used this system, with the totals carried forward each time, and a balance shown on each bill, it would not be unusual to have a customer say, when we presented a statement, 'Oh! I didn't konw my bill was so large. I cannot pay it all today, but I will give you (after a look in her purse) twenty dollars on account.' There is no excuse for a person getting beyond his depth, if the total is shown each time. I think it is helpful to the customer to have this timely reminder whether the account is getting beyond the safety point or not."

Glass fronted bins display shelled nuts, raisins, currants, various sizes and styles of macaroni, etc. Fruit and vegetables are shown in large quantities and tastefully displayed.

"If a Grocer Is Doing a Credit Business a Credit Register Is a Most Valuable Asset"

"THAT is the most valuable thing that a grocer can have in his store," remarked Daniel MacDonnell, Kamloops, B.C., in discussing the merits of a credit register that stands on his counter. "If a grocer is forced to do a credit business, a credit register is a valuable acquisition. Here 50 per cent. of our sales go on the books, although only for 15 to 30 days. Before we used this system, with the totals carried forward each time, and a balance shown on each bill, it would not be unusual to have a customer say, when we presented a statement, 'Oh, I didn't know my bill was so large. I cannot pay it all to-day, but I'll give you (after a look in her purse) twenty dollars on account.' There is no excuse for a person getting beyond his depth, if the total is shown each time. I think it is helpful to the customer to have this timely reminder whether the account is getting beyond the safety point or not."

These Grocers Are Anticipating An Advance In Teas

London, Ont.—Anticipating an advance in tea prices, local grocers have been laying in larger stocks than usual this week. One Market Square grocer stated to Canadian Grocer that his order amounted to $3,000.

Following an exceptionally fine holiday trade, local grocers report that business is maintained well, and that there is a steady demand. Many firms are paying especial attention at the present time to their collections, and all doubtful accounts are being checked up very closely.

"It is an easy matter these days," said one grocer, "to extend credit and to get a very large amount of money on one's books. With the markets as they are I think I need all the money I can obtain to keep my stock in such shape that I can give customers the very best prices. The cost of collecting numerous small accounts materially reduces any profits made on the transactions and merchants to my mind should exercise the greatest care not only in not getting too many outstanding accounts but in not letting those they have get too large. Frequently a situation of this kind involves tactful handling, especially with an old customer, but close checking up is essential unless serious loss is to be sustained."

U.F.O. Club at Linwood Makes Assignment

Elmira, Jan. 17.—The U. F. O. Club of Linwood, a village a short distance from here, has made an assignment, its liabilities being greatly in excess of its assets. The club was a large one of a hundred members, and conducted a general store and a grain elevator. The liabilities are set at $17,000, and the assets at $12,000, composed of book accounts and stock. The failure is said to be due to heavy purchases of goods at the peak prices, upon which it was impossible to realize.

Retiring R. M. A. President is Honored

B. W. Ziemann, President of the Ontario Branch of the Retail Merchants' Association, is Recipient of a Presentation on His Retirement at the Closing Session of the Annual Convention—The New Officers

TORONTO, Jan. 13.—Following the visit of the deputation of the executive of the Ontario Retail Merchants' Association to the office of the Hon. H. C. Nixon, provincial secretary, at the parliament buildings on Wednesday morning, the convention of the association was called together in the auditorium of the Prince George Hotel. President B. W. Ziemann was in the chair. Reference was made in last week's issue to the hearing before the Provincial Secretary and the various questions there brought up, were dealt with.

One of the Best Years

Opening the first regular session on Wednesday afternoon, Mr. Ziemann stated that 1921 had been one of the best years in the organization despite the fact that it had been a hard year for many retailers. He referred to the newspaper statements alleging that the retailers were responsible for holding up prices, stating that the buyers' strike did not bring down prices, but on the other hand brought about a disorganization of business, and that as a result retailers could not sell goods and so could not give business to wholesalers. In turn the manufacturer was forced to curtail with the result that unemployment resulted in a large measure.

"No one body can act alone in the commercial world," said Mr. Ziemann, "and what affects one affects every branch, and the worker, who is the ultimate consumer, is going to feel it just the same as the retailer, wholesaler and manufacturer. The people by this time have come to the conclusion that the retailer is not responsible for high prices and the retailer cannot break away by himself from the situation. I venture to say that there is not a retailer who is not taking his loss day after day and not saying anything about it. We have had high priced goods on our shelves and the only way to take advantage of lower prices has been to clear out the old goods at any price and stock up on the new. This process has been general throughout the country and retailers are not in league to keep up prices. There are so many retailers, and all anxious to do business, that this competition regulates prices to a large extent. I believe we have reached the turning point in the road. I believe from now on we will find the people throughout the country are gaining confidence. We find that factories are beginning to operate more steadily than in the past year."

B. W. ZIEMANN
Of Preston, who has retired from the presidency of the Ontario R. M. A.

ONTARIO R.M.A. OFFICERS FOR 1922

The following officers were elected by the Ontario R.M.A. for the ensuing year: president, W. J. McCully, Stratford; first vice-president, Wilfred Hodgins, London; second vice-president, T. A. Sharp, Midland; third vice-president, R. A. Stephens, Ottawa; treasurer, D. W. Clark; secretary, W. C. Miller. Officers to the Dominion executive council, Henry Watters and R. A. Stephens, Ottawa; representatives on the National Exhibition Board, D. W. Clark and T. Bartram, Toronto; and auditor, W. S. Ball, Toronto.

Increased Membership

Secretary Miller's report showed a total of 3995 members, a net increase of 685 for the past year. He briefly reviewed legislative matters taken up during the year including the eight hour day, transient traders, motor vehicles, amendments to minimum wage law, female help, damage to stores from riots, trade section meetings, auto dealers' delegation to Ottawa concerning the tax on automobiles, etc. In regard to this latter matter he stated that the manufacturers had agreed to absorb 50% of the tax which was demanded by the Government from dealers on cars in stock at time of application, but the adjustment had not been satisfactory and a full refund of the amount was asked. Concerning the minimum wage regulations Mr. Miller pointed out that in most cases the wages paid by retailers are higher than the minimum wage suggested.

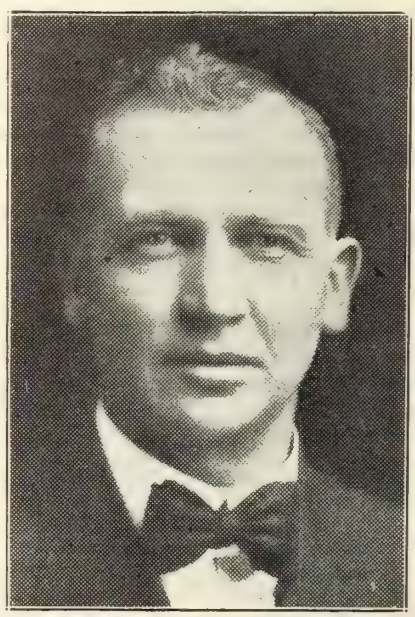
His report showed that five new trade sections had been organized in Toronto in the year. Assessment matters were also being taken up and it was stated that in future more care would be exercised in assessing retailers' properties. The help which the association had been to merchants in connection with the Income Tax was also dealt with, it being pointed out that whereas some merchants had been penalized $50 for laxity in making returns, representations had been made and this fine reduced to $10 in most cases.

The report of the Treasurer, D. C. Clark, showed a very substantial balance on hand.

Henry Watters, Dominion treasurer, speaking for E. M. Trowern, Dominion secretary, pointed out that it was the plan to appoint provincial advisory committees to bring pressure on the Dominion Government in connection with national problems. He stated that an assistant secretary had been appointed on the Dominion Board for the purpose of keeping in close touch with various Government departments.

Govt. Should Pay Inspection Fees

Referring to the fees charged for the inspection of weights and measures, he



W. J. McCULLY
A grocer in Stratford, Ont., who is the new president of the Ontario Retail Merchants' Association.

expressed the opinion that this should be borne by the government as such inspection was in the interests of the people. Postage rates on mail order catalogues was also taken up and it was suggested that the government investigate the subject to ascertain the cost to the country of this service which enabled the distribution of merchandise under such circumstances as gave little opportunity for competition by retailers. In giving an argument for branch associations, Mr. Watters stated that the Eastern Ontario and Ottawa District Ass'n had increased its membership to 442 this year and had a surplus of $927 on hand.

Thursday's Session

The feature of the convention on Thursday was the presentation to the retiring president, B. W. Ziemann, Preston. D. R. Clark, treasurer of the Ontario association and an active worker in the Toronto grocer's section, in making the presentation of a handsome club bag, referred to the great interest that Mr. Ziemann had taken in the work of the association. He had been untiring always in his activities on behalf of retailers. His abilities of leadership, and his advice had always been at the service of the organization. For the past twenty years he had given a great deal of his time to the work, and it was pleasing to know that with his retirement from the office of president, he was not ceasing to be as interested in the work. It was fitting that his services should be appreciated in some tangible form and it was with a real sense of appreciation of what Mr. Ziemann had done, that he made the presentation.

The retiring president in expressing his gratitude, declared that he had always tried to serve the best interests of the retail merchants of Ontario and the Dominion. He had enjoyed the work, and he had formed friendships that would endure as long as he lived. He had always had the co-operation of his fellow officers, and while at times, the work represented a thankless job, there were compensating features. He would ever be ready to serve, even though not as president, the interests of the Retailers' Association.

200 Eastern Ontario Retailers Meet in Convention in Kingston

Large Delegation of Merchants Attend From Ottawa—Retailers Want to Confer With Manufacturers in Fixing Resale Price—Banquet in the Evening

KINGSTON, Jan. 17.—(Special)—With upwards of two hundred delegates in attendance, the fourth annual convention of the Retail Merchants' Association of Eastern Ontario opened in the Y.M.C.A. hall this afternoon at 4 o'clock. President Henry Watters, Ottawa, presided. The Ottawa delegation was the largest from any single city, a party of forty merchants coming from there. Mr. Watters was accompanied by the officers and executive, including R. Craig, Brockville, second vice-president; T. W. Collins, Ottawa, treasurer; Alexander Phillips, Ottawa, auditor; J. C. Campbell, Ottawa, secy.; Mr. Beale, organizer; E. A. Stephens, president and G. G. Crabtree secy., of the Ottawa Branch. B. W. Ziemann, past president, W. C. Miller, provincial secretary, Toronto, Norman S. Jones, Hamilton, Clarence A. J. Miller, Ottawa, were also in attendance. Addresses of welcome were given by Mayor S. S. Corbett on behalf of the city of Kingston, and W. Y. Mills on behalf of the Kingston branch. President Watters replied on behalf of the officers and thanked the Mayor and President Mills of the local branch for the warmth of the greeting which was fully reciprocated by all.

Resolutions Passed

During the afternoon session, two resolutions were passed. One resolution asked the Provincial Legislature to pass an act giving an interpretation to define all trade sections. The other resolution asked that the Board be given power to confer with all manufacturers who fix the retail selling prices of standard goods.

Banquet in the Evening

Tonight's banquet tendered the delegates by the local retail merchants was marked by an eloquent appeal from Major-General MacDonnell, commandant of the Royal Military College, for a United Canada. Over one hundred business men sat down to the Banquet. W. Y. Mills, president of the local branch of the Retail Merchants' Association, presided, and the speakers included Major-General MacDonnell, who proposed the toast to "Canada" and which was responded to by Brigadier-General A. E. Ross. President Watters gave an excellent address on the principles of the Retail Merchants' Association, showing the enormous amount of work accomplished during the past two years. The toast to the visitors was proposed by R. J. Rogers, and responded to by B. W. Ziemann, W. C. Miller and Bryand White, Ottawa, and Major Corbett, Kingston. The business session will be continued on Wednesday.

The Guelph Retail Grocers' Association are holding their annual Banquet on Wednesday, February 8.

Will Make Effort To Oust Hucksters From The Market

London, Ont.—With two men in the city council to direct operations, Ald. John T. May and Ald. Gordon Drake, London grocers plan to shortly begin in earnest their fight to oust hucksters from the city market. This will probably necessitate the amendment of some of the statutes in the Ontario Act governing sales and this matter, it was stated to Canadian Grocer, will be gone into immediately and whatever recommendations are necessary for changing the law, will be presented to the legislature at its coming session. As matters now stand, hucksters, it is claimed, are evading the spirit of the law and buying up large quantities of merchandise which is resold to citizens at exorbitant profits. The Retail Grocers' Association has had the matter of banning hucksters from the market under advisement ever since last fall and the men in the trade are looking for definite action very shortly. It was stated to Canadian Grocer that in one case a party who is alleged to be a huckster comes from as far as Port Huron, seventy miles away, buying produce all along the line which is disposed of on the London market, the seller getting the advantage of the exchange on American money.

Suggestions for Better Storage of Canned Goods

1. Avoid rough handling of cases at all times. It damages tins and starts leaks and swells.

2. Watch for the evidences of can leak stains on the outside of the cases. One broken can, no matter what the cause, can stain a remarkable number of cans if the case is allowed to stay in the pile.

3. Storage should be cool, dry and frost proof. Do not store alongside of radiators or steam pipes. Extreme heat or cold will impair the quality. Rapid changes of temperature will cause cans to sweat resulting in rusty cans and damaged labels.

4. Do not store in basements if possible to avoid it. If absolutely necessary be sure and put strips of lumber under piles so that the bottom case is at least two inches from the floor.

5. Store cases on their sides and change position occasionally, "THIS IS MOST IMPORTANT."

6. Store goods, so that first in will be first out.

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Meeting Chain Competition

A GROCER attending the annual convention of the Ontario Retail Merchants' Association in Toronto the other day, was heard to complain of what he declared was the unfair competition of chain stores in his town. The "chains," he said, operating on the cash and carry plan, were selling under service store prices. In order to meet this competition, he stated that several of the grocers in his town had been forced to lower their quotations to such an extent, that he knew, their prices on certain lines did not show more than three or four per cent. gross profit. "How else was this chain competition to be met?" this grocer asked.

Another grocer from the northern part of the province, who was present, remarked that he had had the same difficulty at one time, when "the chains" came into his town, but they were no longer a problem with him. People buying in his store had the option of either cash and carry prices or service prices. If customers wanted the service of delivery and credit, they must pay for it. It had actually been his experience that the trade in his delivery and credit department had grown, since adopting this scheme.

There is no doubt about it, the service grocer cannot sell for the same prices as the cash and carry stores. His overhead is greater, and he must receive fit and proper return for the extra advantages his store affords. Advertising this fact to his clientele, it would seem, should be part of his plan of combating the difficulty, and his people should be educated to the fact that if they insist on their goods being delivered, and time being allowed in which to pay for them, then they must pay something for these privileges.

Increase in Business

DEPARTMENT stores, says the writer of an editorial in "Printers' Ink," have been running up a satisfactory volume of sales right along during 1921. According to the Federal Reserve Bank, of 372 such stores reporting, there was a decrease of only 6.7 per cent. in October sales compared with October, 1920. In New York and northern New Jersey, October showed not only an increase in sales as measured in volume, but also a substantial increase in the dollar value of the merchandise sold. Since prices are considerably lower than last year, this, of course, means that their actual increase in business is much greater than the figures reveal. New York department stores show an increase in sales during December in dollar value of 3 per cent. compared with December, 1920.

Many persons are unable to reconcile this increased department store business with the slackened pace of industry as a whole. But there is nothing mysterious about it. Some authorities claim that department store sales, as well as Stock Exchange trends, record the movement of business six months in advance. If this theory is true, it is another good sign that the business revival is on in full force.

But regardless of this theory, we think it is self-evident that the department stores are getting the business to be had for the very good reason that they are going after it. Never have we witnessed better retail advertising than the big stores have been running for six months. These stores advertised in generous volume and most of them filled the space with real sales-impelling copy. It is axiomatic that business gravitates to those who ask for it the most persuasively. The big stores have been recognizing this axiom.

There is another reason why department stores have been doing so well. They had the goods. They kept up their stocks. Strange as it may seem, thousands of small stores are trying to do business without merchandise. Their stocks are poorly assorted. They are constantly out of the commonest staples. People, tired of going from store to store and being told that the article they wanted was not in stock, have finally gone to the stores where they can always get what they need. Anyone who spent much time in the shops before Christmas and kept his ears open, would have got some first-hand information as to how badly understocked many small merchants are.

Another U. F. O. Failure

A FARMERS' co-operative store in Linwood, near Elmira, Ont., is reported to have gone out of business with liabilities amounting to approximately $17,000 and assets $12,000, composed of book accounts and stock.

Most co-operative stores have discovered that it is not so easy as one would think to jump into the grocery or general store business and find a rapid royal road to success. As H. B. Clemes, manager of United Farmers' Co-Operative Company, stated at the annual meeting of that organization a few weeks ago, it would have been better if this company had not gone into retail business but had centred its efforts on marketing stock, produce, etc.—things that the farmers themselves are familiar with.

The Ban on Margarine

THE WESTERN Ontario Dairymen's Association in convention at London, Ont., last week passed a resolution asking the government to restore the pre-war ban on oleomargarine.

This attitude on the part of dairymen, is to say the least, narrow and rather prejudiced. Oleomargarine is an edible product, and has a well established use in the homes of many people. There is no reason in the world why packers should not be permitted to manufacture it, any more than any manufacturer should be prohibited from making any other food. It would seem that it would be as much within the rights of the packers to say that farmers should not grow any one of their products, as it is for the dairymen to ask that oleomargarine again be banned.

This Grocer Is Taking Too Much Salary

Merchant Whose Statement is Here Analyzed is Too High on His Salary Percentage—Salaries Run to 11.68 Per Cent Which is at Least 1.68 Per cent. Too High, According to the Writer of This Article

By HENRY JOHNSON, Jr.

A GREAT deal can be put into a short letter, as this one shows:

Dear Sir:—I notice each week there appears in Canadian Grocer a statement of some fellow groceryman's business and you comment on it as it looks to you. I am sending statement of my business for a twelvemonth period, 1920-21, with the exception of 10 days. I operate an outside store. More than half the business is done over the 'phone. The business made a net of only $400 after all expenses and I had drawn $3274.07 as salary and living expenses. Is this good or bad? I invoice stock at market not at cost. The stock invoiced $3200, fixtures, $3250. Do you think I have done well?

STATEMENT

Miscellaneous Expense	$1300.36
Rent, Insurance, Taxes	999.19
Salaries paid	5954.29
Delivery—Driver's Salary not included	898.47
Wrapping Expense	758.94
	9,911.25
My salary and supplies, not included above	3274.07
Total Expense	$13,185.32
Total sales for period	$79,091.78

Rent, $60 a month; butcher, $40 a week; 'phone girl, $25 a week; grocery clerk, $30 a week; delivery boy, $20 a week.

Surely, there is a lot of information in the few lines and figures. Also, there is a situation not altogether unfortunate, though it must be improved.

Salaries, altogether, run up to over 11.68%—at least 1.68% too high. That they are too high can be sensed readily enough by the fact that the total expense is only 16.70%, which is only normal for a store located as this one is, in a city where complete service is the rule.

Cut at Home First

This matter of economy can well begin right at home—like charity. I think it may be accepted as a truism that 3% on sales is enough for the manager of a business of that size to draw. So this man must limit himself rigidly to $2,400 a year. That must include everything, too. It will pinch, but such pinching never does harm—will do immense good right here.

Get the butcher to take $35 or get another butcher. Make the 'phone girl get down to $18 per week, the clerk to $25—or change 'em! I lea veout the delivery boy now for two reasons: because the total delivery expense now stands at only 2.45%, and because it may take a little time to find the right kind of boy to work for $18, or even $15, a week. But the difference between $20 and $18 remember is $104 of annual earnings to you.

Together these savings will foot up $1,658 a year, enough to pay two and one-third per cent. profit on present sales. That will help some. That, added to the trifle of $400, which figures only just over ½%, being in fact .506%, will show over 2.8% of earnings and that is very good indeed.

Too Much Hidden in "Miscellaneous"

I do not like that "miscellaneous" expense item of more than $1300. I do not know what it contains, and it is too big a catch-all for such a small business. I miss two very important items—interest and depreciation. I find stock and fixtures together amount to $6,450. Allowing for cash on hand and accounts, I suppose the capital cannot be less than $8,000. At 7% this gives an expense item of $560. If that is in the hidden lot, alright, but I fear it is not.

Depreciation at 10% on fixtures of $3,250 will yield a charge of $325. To that must be added 20% annually on the going value of the delivery outfit—let's say it is $175. The two make up $500. So of interest and depreciation together there is $1,060. Are they in the miscellaneous lot? I hope so!

There are any number of hopeful and favorable things about the business There is the fact that inventory was taken at market undoubtedly accounts for much of the depreciated earnings. For here is shown now an average margin of only 17.206%, and I feel sure he does not operate on such a percentage usually. So here he is down to bedrock and must go upward from now onward.

On the basis of $3,200 stock with the margin taken at 18%, sales would show more than twenty turns. I do not think he does as well as that, but I do think this condition indicates a man who keeps things moving and operates conservatively—and that's great stuff these days. But if we assume $8 000 total capital and the same stock margin percentage, we shall find total capital turnover is more than eight times a year—splendid.

Figures for rent, insurance and taxes are moderate and so is the wrapping charge. I think that I have indicated just where savings must come in. But I certainly do hope to hear more from this man—he is a bright merchant and I am sure will benefit some way from these hints.

What and How to Build?

Here's a different kind of problem:

Dear Sir:—I take the Canadian Grocer and always turn to your article first. Would like you to give me some information personally or through the Canadian Grocer. I am going to build a store in a suburb of the city to do about $20,000 a year. 1st: Would you build of brick or wood, or cement blocks with brick front? 2nd: Size of store 20 x 32 feet with a cooler and meat market on a small scale in the rear. Size of lot is 40 x 132. Would you make the store wider in front and not so long; if so, could one get as much shelf space? 3rd: How wide would you make the shelves? What space apart? 4th: What hints could you give in the construction of the cooler? Do not want a very large one. 5th: Is there any way to utilize the middle of the store space, if the building should be almost square, with a larger, wider front? 6th: Would you make ceiling out of wood, plaster or steel?

Yours very truly.

I wrote him directly, because of many letters ahead of his, about this way:

Main thing is to get room small enough. For a business of $20,000 you need stock of between $1,100 and $1,200. That does not require much room and the smaller space you have to walk in, the more economical will be your service—the lower your expenses. Most merchants have too much room.

Material used must depend somewhat on local conditions. It being a place of severe winters, I recommended by preference hollow cement blocks with brick front. Ceiling should be only moderately high—12 to 14 feet.

With market in rear, I recommended a store 20 by 40. That would give a twenty foot front which with door set on one side or in corner would give only one fine, wide window to dress and keep in order. Thus the lot would afford ample room for a drive and yard space, to handle goods, store the delivery or drayage equipment and admit of ready access to fill the cooler.

Shelving should be narrow. Counter shelf should be around 18 inches, standard shelves above say ten inches deep. Merchants usually also have too much shelf room. It gets to be filled with trash. With little room, goods must be moved out and replaced, so things are kept clean and stock is not "lost." In the

(Cont'd on Page 34)

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Quebec

D. R. Turnbull, general manager of the Acadia Sugar Refineries, Montreal, is in Halifax, this week, on business.

S. W. Pascall is in Canada looking after the Canadian interests of the English firm, Pascall's Ltd., of which he is president.

G.A. Macdonald, sales manager of the Quaker Oats Co., Ltd., Peterboro, was in Montreal this week, visiting the Montreal office of the company.

Zeph. Hebert, president of the wholesale firm of Hudon Hebert Co. Ltd., Montreal, returned this week from France by the S. S. Paris which landed at New York on Monday last.

Two of the employees longest in the service of the J. B. Renaud Company, Quebec City, on the occasion recently of their retirement from the concern were the recipients of handsome presentations. The two members retiring are Alexandre Lemoine who had been with the company 40 years, and Charles Langlois who had been with the firm for 21 years. The latter is entering business for himself.

The death occurred on January 14th of Charles Pettigrew, of Rioux & Pettigrew, wholesale grocers, Montreal. Mr. Pettigrew was a director of Le Banque Nationale. He was in his 66th year and was a former member of the City Council. He is survived by his widow and one daughter.

Ontario

St. Catharines will again have daylight saving this year.

The retail merchants of Galt, Ont., intend to hold a banquet the latter part of this month.

Mr. Paul is now managing The Dominion Store at Napanee, Ont.

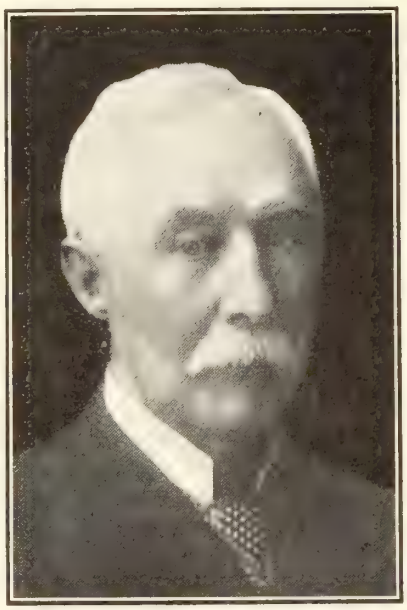
Garrison Bros., have commenced business at Napanee, Ont.

The merchants in Galt, Ont., are closing their stores on Wednesday afternoons, commencing January 11th.

John Goodwillie of John Goodwillie & Sons, jam manufacturers, Welland, Ont., passed away at his home there on Sunday last. He was 58 years of age.

A grocer on Dundas Street, west, Toronto, was fined $10 for selling groceries after 7 o'clock. The inspector stated that it was this man's second offence.

W. R. Drynan, Dominion Canners Limited, Hamilton, went to Louisville, Kentucky, this week to attend the National Canners' Association Convention.



THE LATE W. T. WICKHAM

Prominent Figure In Grocery Trade Passes Away

Toronto, Jan. 17.—There passed away in Toronto early last week W. T. Wickham, a salesman with the Canada Starch Co. He was born in Norwich 74 years ago and went to Brantford in 1865 and was in business with his brother-in-law, the late Robert Turner, for a number of years, and later was a partner of J. C. Steele in the grocery firm of Steele and Wickham.

In later years Mr. Wickham was in business for himself at the place now occupied by the Vanstone grocery, in Brantford, and after continuing successfully in this line for some years, he was appointed a manager of the Standard Bank about 1886, a position which he held for a short time, and then he returned to the grocery business, going in for manufacturing and carrying on a vinegar factory in Holmedale for some time.

For a short time he was in the broom and brush business and later he undertook the wholesale grocery business in Brantford, carrying on until about 20 years ago, when he moved to Toronto, and while there he was engaged as a traveling sales agent for a Chicago house, and later as a salesman for the Canada Starch Company.

Mr. Wickham held an aldermanic chair for some time and was a member of First Baptist church. He was one of the 50-year members of Gore Lodge, I. O. O. F., and was twice married and is survived by a large family.

Another Grocery Store in Montreal is Burglarized

Montreal.—Another attempt to burglarize a grocery store occurred a week ago last Thursday at 3 o'clock in the morning, when three men tried to break into the grocery store of Albert Brosseau, 2844 St. Hubert Street. The owner of the store, hearing the men in their attempt, grabbed his revolver and went to investigate. After firing several shots at the men, he frightened them away before they had been able to steal anything. The police were notified, but no trace of the fugitives could be found.

"Station to Station" Calls in Long Distance Rates

Montreal.—The Bell Telephone Company recently issued a new schedule of long distance rates which emphasizes the "Station-to-Station" call. A Station-to-Station call is one on which you do not specify a particular person at the called telephone station. The rate for such a call is 20 per cent. lower than for other classes of long distance service. The day rate applies between 4.30 a.m. and 8.30 p. m. The evening rate from 8.30 p.m. until midnight is about one-half the cost of the day rate while the night rate which runs from mid-night till 4.30 a. m. is one-fourth the day rate.

ONTARIO

James Wagstaffe, managing director, Wagstaffe Limited, Hamilton, is in Louisville, Ky. this week attending the National Canners' Convention.

The business formerly run under the estate of John Sullivan at Arnprior, Ont., has been transferred to John P. Sullivan and will be run under that name in future.

The employees of Loblaw's groceterias, Toronto, were entertained at a banquet by the board of directors, the other evening. T. P. Loblaw, who presided, was presented with a handsome pair of field glasses by the employees. Mr. Loblaw is shortly to leave for South America.

Enforcements of Marking Act is Again Postponed

Ottawa, Jan. 15.—An order in Council has been passed, further postponing the operation of section 12, A, of the Customs Tariff Act, which provides that all goods imported into Canada must be marked with the name of the country of origin, until after the next session of Parliament. It was provided in the original section that it should come into force October 1, 1921, but objections received from importers and others have led to the delay in its enforcement. The section provides a penalty of $1,000 fine or one year's imprisonment, or both, for failure to conform to the provisions regarding marking of goods.

Ontario Division C.M.A. Is Meeting in Hamilton

Hamilton, Jan. 18.—A Convention of the Canadian Manufacturers' Association, Ontario division, is being held here to-morrow. Report of action taken in regard to marking of country of origin on goods, depreciated currency act, new clauses in anti-dumping act. Prospects for revision of the Canadian customs tariff, departmental ruling customs and excise will be discussed as well as reports re amendments to the Dominion Railway Act, re Bell Telephone case, new steamship service, proposed legislation in provincial legislatures, amendments to workmen's compensation acts, anti-combine legislation, reports on the work of the export clubs, graphic exhibits of Canadian products, labor conditions, international labor conference, Geneva. At 4 p. m. a special meeting will be held of the whole Ontario division, to discuss: "Proposed changes in the Ontario Workmen's Compensation Act," and "The Hydro-Electric power situation."

New Goods

Flavoral Extracts are a new line of extracts on the market. They come in collapsible tubes packed one dozen tubes in a display carton. There are two assortments of flavors, one of fruits and the other of vegetables. Flavoral Extracts are manufactured by Grid manufacturing Co., Montreal, Que.

Space Allotted In New Food Building

Draw Made at Joint Meeting of Food Products' Executive and Members of Exhibition Board—No Space Greater Than 36 Feet Allowed to One Firm

TORONTO, Jan. 18. (Special).—At a joint meeting of the executive of the Food Products' Association and of members of the Canadian National Exhibition Board held Tuesday, space in the new Pure Food Building under course of erection was allotted to the various firms that had reserved same.

The method adopted was as follows: Firms taking the greatest amount of space were given first choice. Numbers were placed in a hat from one up to the number reserving a certain size space. In the case of those who had reserved 36-feet spaces, for instance, the number was seventeen.

The 36-feet spaces were agreed upon, marked off and numbered from 1 to 17 on the ground plan of the building, by the committees jointly. Names of the 36-feet exhibitors were then read off from an alphabetical list and a number drawn simultaneously from the hat in the presence of all present. The space as marked corresponding to the number drawn was allotted to the exhibitors in turn. The same procedure was adopted in allotting the 24 and 12 feet exhibitors. There are 33 exhibitors using 24 feet and 15 using 12 feet each.

The above method was unanimously decided upon by all present as being the fairest for everybody.

The Canadian National Exhibition Board ruled that no single manufacturer would be allowed more than 36 feet frontage for exhibiting.

The secretary of the Food Products' Association pointed out that out of the 26,500 square feet of available space 25,536 had been sold the executive.

Among the exhibition directors present were Robert J. Fleming, G. T. Irving, Sam Harris, John G. Kent, manager, and N. V. Hansplant, assistant manager. Members of the Food Products executive in attendance were H. N. Cowan, chairman, W. G. Patrick, Charles T. Miller, Thomas Shortiss and B. T. Huston, secretary.

Western Ontario Brush Manufacturer Dies in Toronto

Toronto, Jan. 15.—John Hepner, of Stevens-Hepner, Ltd., Port Elgin, died in Wellesley Hospital, yesterday, in his 73rd year. He was born in Napanee and went to Port Elgin when a young man. He was engaged in the old Port Elgin Brush Works, controlled by the late Col. B. B. Boyd.

With H. H. Stevens he secured control of the firm, with the firm name of Stevens & Hepner.

THE LATE JOHN HEPNER

Mr. Hepner was concerned mostly with the practical end of the business, and during his long connection with the firm was held in high regard by his employees. Three years ago ill-health forced him to quit active work and since then he had traveled considerably. His illness, however, did not become serious until a few weeks ago.

He had always taken an active interest in the affairs of the town of Port Elgin, although he never held public office. He was twice married and is survived by his wife and one daughter, Mrs. Verne McLean.

Severs Connection With Bowser Pump & Tank Co.

C. H. Davies who has been connected with the S. F. Bowser Pump and Tank Company for the past sixteen years has tendered his resignation. During his association with the firm he has served in many important capacities having at different periods had charge of mail sales, schooling of new salesmen, manager of advertising and other work in connection with sales work, and the publicity of the company's products. Until recently he was in charge of the promotion of factory sales with headquarters in Chicago. Mr. Davies has already taken up his new duties with the Citrus Products Co. of Chicago. He will have supervision of advertising and sales promotion for which work his previous experience has so well equipped him.

WESTERN CANADA NEWS

Western

J. Frank. Newson, of the Donald H. Bain Company, is on a short trip to Toronto.

An initiative by-law, establishing daylight saving in Vancouver, was carried by a close vote in city elections last week.

R. B. Campbell, Saskatoon manager of the W. L. MacKenzie Company, is on a business trip to the firm's head office at Winnipeg.

John Edwards died at the family residence, in Winnipeg last week, aged 71 years. He had been a resident of Manitoba 35 years and was formerly proprietor of a grocery store at the corner of Portage avenue and Edmonton street. He is survived by his wife, one son, and two daughters. The deceased was a native of England.

Tees & Persse, held their annual sales convention at the Fort Garry Hotel, Winnipeg, during the week of Jan. 6th. All managers and salesmen were in attendance and they went over the work of 1921, criticising the same and making arrangements for the year 1922. All in attendance showed enthusiasm and believe that with hard work 1922 can be made a good business year.

SCOTT-BATHGATE CO. HOLDS ANNUAL SALES CONFERENCE

Scott-Bathgate Company, Ltd., Winnipeg, held their annual Sales Conference at the Fort Garry Hotel, on the 6th instant. All the Western representatives, together with the Manitoba and City salesmen, were present. Plans were made for the coming year's work.

The Convention was presided over by J. L. Bathgate as chairman, others present were A. E. Scott, President, E. G. Williams, secy-treas., C. S. Williams, sales manager, F. M. Barton, accountant, and the sales staff, as follows: E. Howard, H. Nixon, J. K. May, L. J. Hughes, S. S. Hart, H. A. Hart, F. R. King, W. M. Hopkins, H. P. Hansen, S. Bowen, T. Bayles, M. A. Hansen and A. Richardson.

RETAIL MERCHANTS MEET IN NEW WESTMINISTER, B. C.

New Westminster, B. C., Jan. 16.—The annual meeting of the Retail Merchants' Association, is being held January 18, and it will likely prove a banner day in the history of the local organization, arrangements being under way at the present time to have present the officers of all the organizations scattered throughout the Fraser Valley. Secretary W. F. Ing has the matter in hand and according to present plans the proceedings will open with a luncheon at noon, followed by a business session in the afternoon and a banquet in the evening when prominent speakers will be present. During the last few months the organizer has been active throughout the Fraser Valley forming branches and meeting with every success.

Suspension of Half Holiday Still Under Discussion

Edmonton, Jan. 17.—Suspension of weekly half-holiday regulations until the provincial legislature has had time to deal with the question, was proposed to the city council by a delegation from the Retail Merchants' Association last week. As council was in informal session, no action could be taken on the request.

One step gained was a decision to hold a conference between the retail merchants and the clerks when another attempt will be made to reach an amicable settlement. If the merchants can satisfy the clerks that it is necessary for business reasons to get a further extension of the suspension period, it will likely be the subject of joint representations to council.

With heads of the Retail Merchants' and Retail Clerks' associations present, council was treated to a full discussion of the dispute over the weekly half-holiday. On behalf of the merchants, President W. A. Thompson and Secretary James Kellas spoke, while President Bailey appeared for the clerks.

Mayor Duggan pointed out to council that there was no desire on the part of the city commissioners to work a hardship on anyone in connection with store closing regulations. If it was the wish of council to repeal the by-law or make some charge, it could be done, but in the meantime, the law as it stood had to be enforced.

Shortage of Cal. Canned Fruits Is Very Likely

Vancouver, B. C. ,Jan. 14.—(Special). C. H. Gross, manager of the British Columbia branch of the Mason & Hickey brokerage firm, summarized the California dried and canned fruit situation, when he said to Canadian Grocer recently, "The new year finds most canned and dried fruit markets cleaned up to a greater extent than for several years. I do not expect to see any notable advances in California canned fruits, but there will be a shortage. In dried fruits, with the possible exception of raisins, there are less available supplies than would seem to be needed during the next seven months. Prunes especially will likely advance.

"Even though the European demand for California dried apples fell off due to prohibitive exchange, the failure of the apple crops in the East caused such a heavy demand on the California production that the short crop there is taxed to accommodate the drains upon it.

"Apricots were a puzzle to every operator for a while last fall. The canners held back until almost all the tonnage had been practically destined for the evaporators, and then came in at the last moment and bought heavily. The large buyers of dried apricots themselves eliminated the 'firm-at-opening price contract' last fall by holding back till the last, and then buying at the market price. In this way the price had a very close relation to the supply available, and the demand for the fruit. This system is much preferred by many operators to the 'opening price' method."

THIS GROCER IS TAKING TOO MUCH SALARY

(Continued from page 31)

absence of movable shelves, they should be spaced so the first shelf above the counter shelf will take three cans of standard tomatoes piled end on end. Above that, room should be allowed for two cans and about an inch to spare.

I was unable to give any hints on coolers. Prefer to let him talk to experts on that head.

Non-Conducting Ceiling Desirable

Both to ward off heat in summer and cold in winter, a non-conducting material is best for ceilings, so he should use either wood or plaster, depending on which is less costly locally.

A narrow store is my idea. Then there will be no middle space problem. A business of twice the size can be done in 20 x 40. Try to make as few steps for yourself as possible. Steps cost money. The ideal of every grocer should be to buy only what his business needs, in minimum quantities, unpack it into its final location in the store, sell it out and buy again. This makes for rapid turnovers and minimum handling.

Such method makes for ease in keeping a store clean, presentable, with goods well displayed. Good displays and clean lines promote sales. Study selling always. Buying will then take care of itself.

On such lines this man should have a very comfortable, compact business which, if run intelligently, with diligence, will make him money.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

MARKETS AT A GLANCE

THE raw sugar market has been decidedly stronger during the week under review. Considerable buying interest in Cubans has developed with sales at 1 15-16c c. & f. New York. It is also reported that sales of 5,000 tons of old crop Cubans at 2c have been made to operators and also to foreign countries and the United Kingdom at 1 7-8c f.o.b. Cuba. A sale of 2,500 tons of San Domingos was made to Canadian refiners at 1.84c f.o.b. San Domingo. American refined sugar is steady at $4.80 to $4.90 per cwt. f.o.b. seaboard basis.

Weather in Cuba for the harvesting of the new crop is reported favorable and there are now 58 central factories grinding as against 91 for the same period last year.

It is estimated that the world's sugar crop for 1922 will amount to 15,907,313 tons which is a decrease of 659,899 tons as compared with the outturn of last year. The highest amount produced in any season was for the sugar campaign of 1914-15 which amounted to 18,483,226 tons.

There is little of interest to report in Canadian refined situation. Indications are that the domestic beef crop is about finished and that the Ontario factories will soon be on the same competing basis with Eastern refiners, when all are grinding imported raws. Refiners have not changed their list price of $6.90 Montreal basis, but there appears to be some irregularity in wholesalers quotations, principally in Toronto and other Ontario cities.

Latest advices from primary tea sources indicate further advances. Ceylons opened on the Colombo market—after the closing of the holidays—at an advance of from one to two cents per pound. Indias and Javas continue strong, while Japans and Congos show a further advance with a scarcity of supplies.

Canned goods, nuts, coffees and dried fruits continue with a firm undertone. Some brands of marmalade, also cocoa and chocolate, are down.

QUEBEC MARKETS

MONTREAL, January 19.—The grocery market is quiet just now since most of the retailers are stock-taking or otherwise preparing their stocks for a good spring season. The outlook of the grocery trade is bright. Wholesalers talk optimistically about conditions and the attitude of the trade in general after the holiday season is that good things are in store. Stocks held are light and buying in the main is only for immediate requirements. The sugar market is of interest since it is firmer and many retailers express the opinion that a reaction will take place. No American sugar is coming across the border and the present basis looks steady with something of a stronger tone. Can syrups have been reduced in price. The canned goods market is steady. Spices are more active with a firmer market. Dried fruits are quiet and an advance in currants is expected in view of the advance in the primary markets. Black teas have been advanced in price and an advance in Japan tea is expected. The price cutting in soaps continues, but no further reduction has occurred. Some changes are made in package rolled oats and in corn flakes. Shelled walnuts are gaining strength but the demand is light.

NO CHANGE IN CEREALS

Montreal.

CEREALS.—There is no change in the cereal market. Prices are steady with a good movement of supplies and a good demand from the consumers. Millers state that stocks on hand are light and that the buying plan of filling immediate requirements is quite satisfactory to all concerned.

CEREALS—		
Rolled oats, bag	3 00	3 15
Oatmeal		3 75
Pearl Hominy		3 25
Corn Meal	2 75	2 80
Graham Flour, 98 lbs.		7 65
New Buckwheat Flour		6 75
Pot Barley		4 00
Pearl Barley		4 90
Beans, Ont.		3 50
Do., Can.		3 30
Lima Beans		0 06
White Beans		0 06
Green peas, dried	0 03	0 05¾
Split Peas		0 07½

CANNED GOODS STEADY

Montreal.

CANNED GOODS.—Following a cut in price of canned tomatoes no new developments have occurred and it is expected that the old price will be resumed by those who made the initial cut. Local wholesalers quote a reduction of 15c. on Old City Strawberry Jam, making the price $3.75.

CANNED VEGETABLES		
Asparagus, imported (2½s)		6 00
Beans, golden wax	2 00	2 05
Do., Refugee	2 10	2 15
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, 2 lb. doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb tins		1 60
Tomatoes, 1s	1 55	1 60
Do., 2s		1 85
Do., 2½s		1 65
Do., gallons		6 25
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		5 00
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s		3 25
Do., Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80

CANNED FRUITS		
Apricots 2½-lb. tins		4 50
Apples, 2½s, doz.	1 60	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz	4 00	4 05
Do., gals. doz.		18 50
Cherries, red, pitted, heavy syrup, doz., 1		3 20
Do., 2½		3 50
Do., 2½		3 50
Do., 2	2 75	3 10
Gooseberries, 2s, heavy syrup, doz.		2 75
California Peaches—		
1s		2 90
2s		3 25
2½s		4 40
Peaches, heavy syrup—		
2-lb.		2 40
Pears, 1s, Keiffer		2 30
Do., 2-lb.	2 45	3 10
Greengage Plums, heavy syrup	2 65	2 75
Lombard plums, heavy syrup, 2-lb.		2 40
JAMS—		
Strawberry, 16-oz.		3 75
Raspberry, 16-oz.		3 75
Black currant, 16-oz.		3 80
Orange marmalade		4 65

DRIED FRUITS QUIET

Montreal.

DRIED FRUITS.—The dried fruit market is quiet and buying is light. Currants are strong with quotations on spot

stocks lower than the import cost. An advance will come just as soon as these spot stocks are cleaned up. Sultanas are strong wtih heavy buying in primary markets. Wholesalers' stocks are light and when the spring buying commences, some big changes are to be expected. In the meantime prices are steady. The prune market is strong following the recent advance.

DRIED FRUITS—

Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)		0 16
Peaches (fancy)		0 28
Do., (choice)		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon		0 28
Orange		0 28
Citron		0 44
Raisins (seeded)		
Valencias	0 20	0 21
Sultana, unbleached		0 20½
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown		0 21
Fancy Seeded (bulk)	0 18	0 19
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.		0 24
Do., 16 oz.		0 26
California Seedless, in bulk		0 23
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, Excelsior (36 10s), pkg.		5 00
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 75
Loose	0 10	0 12
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼'s, lb., 7 crown		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, 5 Crown, 10 pounds	0 24	0 26
Do., 12 ounce packages		0 25
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), mats.		0 09
Do., Turkish, 3 crown, lb.		0 22
Do., 5 Crown, lb.		0 28
Do., 7 crown, lb.		0 30
Prunes (25-lb. boxes) 20-30s		0 32
30-40s		0 18½
40-50s		0 17
50-60s		0 14½
60-70s		0 13
70-80s		0 12
80-90s		0 11½
90-100s		0 10½

WALNUTS GAIN STRENGTH

Montreal.

NUTS.—The nut market is quiet. Walnuts are gaining strength although the buying is limited. Primary markets show no change in peanuts although some local dealers have made half cent cuts. The price on Bon Ton is now 16c. Other nuts are steady with a limited demand.

NUTS—

Almonds, Tarragona, per lb.		0 20
Do., shelled	0 46	0 48
Valencia shelled almonds	0 48	0 50
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily,) per lb.		0 16
Brazils, shelled		0 38
Do., Barcelona		0 15½
Peanuts, Jumbo		0 16
Do., shelled, No. 1 Spanish		0 11½
Do., salted red		0 18
Do., shelled, No. 1 Virginia		0 13½
Peanuts (salted)—		
Fancy wholes, per lb.		0 36
Fancy splits, per lb.		0 31
Pecans, shelled	1 00	1 50
Walnuts Grenoble in shell		0 33
Walnuts, Marbot	0 26	0 28
Do., new Naples		0 26
Bordeau		0 76
Do., Chilean, bags, per lb.		0 40
Do., Bordeaux shelled		0 90

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

SPICE MARKET ACTIVE

Montreal.

SPICES.—Reports from primary markets on spices state that the market is feverishly active, with firmness predominant. The feature of the market is that "war-parcels" of spices are pretty well cleaned up and the market is on a more natural basis. In pepper there is steady buying to fill immediate needs. The future of all peppers is strong. Cloves are unsettled by recent liquidations in primary markets but a reaction is expected early in the spring. On the whole the spice market shows improvement.

SPICES—

Allspice	0 13	0 20
Cassia, pure	0 25	0 25
Cocoanut, 20 lb. pails, per lb.		0 30
Do., sweetened, lb., packages		0 39
Chickory, (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 32
Pure, ground		0 35
Cream of Tartar (French pure)	0 41	0 60
Do., American high test	0 65	0 80
Whole cloves		0 45
Ginger (Jamaica		0 30
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs whole—		
Do., 64, lb.		0 30
Do., 80, lb.		0 28
Do., 100, lb.		0 25
Do., ground, 1-lb tins		0 30
Pepper, black		0 24
Do., white		0 32
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00

CANE SYRUP REDUCED

Montreal.

MOLASSES.—The molasses market is steady at the present basis. Buying is only for immediate requirements but stocks held by retailers are small. There are some changes made this week by wholesalers in the price of cane syrup. The price on 24-2 lb. pails it $4.50 per case, a reduction of $1.00. Corn syrups are steady after the reduction of two weeks ago.

MOLASSES—

Puncheons, Island of Montreal	0 73
Barrels	0 76
Half barrels	0 78
Puncheons, outside of Montreal	0 70
Fancy molasses in tins (ginger bread)	
No. 2, 2 doz. per case	4 20
No. 3, 2 doz.	4 50
5-lb. tins	8 95
10-lb. tins, per case	8 60
CORN SYRUPS—	
Barrels, about 700 lbs.	0 05½
Half barrels, about 350 lbs.	0 05¾
Quarter barrels, about 175 lbs.	0 06¼
2 gals., 25-lb. pails, each	2 00
3 gals., 38½-lb. jails, each	2 85
5 gal. 5-lb. pails, each	4 50
5-lb. tins, per case	4 20
10-lb. tins, per case	4 00
24 2-lb. tins	3 75
WHITE CORN SYRUP—	
24 2-lb. tins	4 25
12 5-lb. tins	4 70
6 10-lb. tins	4 50

REDUCTION IN ORANGES

Montreal.

FRUITS.—The fruit market is quiet through January with a slight reduction in the price of oranges. California navels are quoted from $5.00 to $5.50 per case with some improvement in the quality. There is a good movement in grape fruit with Porto Ricos quoted at $4.50 a case. The apple market is quiet wtih small supplies offered.

APPLES—

Hampers, per bushel	1 50	2 00
Baldwins	7 00	8 00
Boxes, 175s, 216s	3 25	3 50
Bananas (as to grade) bunch	6 00	7 25
Lemons, 300-360s		3 50
Grape Fruit, Porto Rico		4 50
Spys	7 00	8 00
Domestic		6 00
Russetts	8 00	9 00
California navels	5 00	5 50
Do., Blood Oranges, half boxes		3 75
Malaga grapes, kegs	9 50	9 00
Tokay grapes, per crate		4 50
Blue and green grapes, per bas.	0 40	0 50

BLACK TEAS ADVANCED

Montreal.

TEAS.—Ceylon teas are advanced 5c. per lb. by local wholesalers during the past week or ten days. The change in tea came as a result of the strength in primary markets during the past few months. This strength took some time to show effect on this market but wholesalers have been forced to advance their prices with, in some cases, a shortage of the better grade. The lowest price on black tea now quoted is 32c. and throughout the market an advance is shown. Japan teas are unchanged in price but are quite firm. There is no doubt but that a further advance in Japans is in store. Importers state that tea supplies have never been so low in the last twenty years.

TEAS—

Pekoes	0 38	0 45
Broken Pekoes	0 45	0 60
Broken orange Pekoes	0 50	0 70
Broken orange Pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60

Above retail prices range of quotations to the retail trade.

Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

RICE MARKET STEADY

Montreal.

RICE.—The rice market stands steady at present prices. There is no change in primary markets although the strength is fully maintained. The future of rice depends entirely upon conditions in India and the ability of the producers in the Southern States to hold out for their price. Buying is active in primary markets on account of Japan's need and on the whole the market is strong.

RICE—

Carolina, extra fancy		0 09
Do., fancy)		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Rangoon, B, per cwt.		5 75
Texas rice		0 05½
Tapioca, per lb. (seed)	0 07½	0 08½
Do., (pearl)	0 07½	0 08½
Do., (flake)	0 07½	0 08½
Honduras		0 07
Siam		0 14½

CHANGES IN PACKAGE CEREALS

Montreal.

PACKAGE Goods.—There are a few changes in package goods. Krinkle corn flakes are now quoted at $2.90 per case during a special campaign which is a reduction of 50c. Post Toasties are reduced 5c. per case. Purity Oats are now

quoted at $4.60 for the family size and $1.85 for the small size.

PACKAGE GOODS—

Breakfast fod, case 18	....	3 50
Cocoanut, 2-oz. pkgs., doz.	....	0 78
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3 doz. case 3 40	3 55	3 75
Cornmeal, yellow, 24s.	....	2 85
Rolled oats, 20's	....	5 00
Rolled oats, 18's	....	2 60
Aluminum package, 20's	....	6 00
Oatmeal, fine cut, 20 pkgs	....	5 50
Puffed Rice	....	5 70
Puffed Wheat	....	4 40
Farina, case, 24s.	....	2 55
Hominy, pearl or gran., 2 doz.	....	3 00
Scotch Health Bran (20 pkgs.), case		3 50
Pancake flour, self-raising, doz.	....	1 50
Wheat Food, 18-1½s	....	3 25
Porridge wheat 36s, case	....	6 40
Do., 20s case		6 50
Self-raising flour (3-lb. pkg.) doz.	....	2 25
Do., (6-lb. pkg.) doz.	....	4 40
Do., buckwheat flour, per doz.		1 50
Corn starch (prepared)	....	0 09
Corn starch, 1 lb. pkgs.	....	0 07½
Potato flour	....	0 14½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour	....	2 90
Shredded Krumbles, 36s	....	4 35
Shredded wheat	....	4 45
Cooked Bran, 12s	....	2 25
Enamel Laundry Starch, 40 pkgs. case		0 09¼
Celluloid starch, 45 pkgs., case		5 80
Malt Breakfast Food (36 pkgs.)	....	9 60
Macaroni	....	3 75
Spagheti	....	3 75
Egg noodles, Quaker	....	2 25
Canadian cheese loaf, lb.	....	0 30
Swiss cheese loaf	....	0 42

SUGAR MARKET MORE STEADY

Montreal

SUGAR.—No new developments have occurred in the sugar market. Raws have been fluctuating around the 1¾c. point and refiners in Canada are not looking for any immediate change in price. Some expressed the opinion that the market will stay firm at the present basis, while others feel that some change will come in the course of two or three weeks. The price of refined in New York is about steady and as far as can be seen no American sugar is coming across the border at present. As long as this is the case Canadian prices may be expected to stand firm. The opinion is expressed by some that an advance in price would not be surprising but this is not likely as long as the American refined price does not advance.

SUGAR—

Granulated sugar, per cwt.	6 90
Do., barrels	6 95
Granulated, gunnies, 20-5	7 30
Do., cases, 20 5-lb. cartons	7 50
Do., gunnies, 10-10	7 40
Do., cases, 50 2-lb. cartons	7 65
Yellow, light, per cwt.	6 50

PRICE CUTTING IN SOAPS

Montreal

SOAP.—The price cutting in soap has developed nothing of interest during the past week. Wholesalers are now quoting $6.75 for Surprise, Sunlight, Comfort, and Queen Laundry. There are other reductions in other brands of soap and Old Dutch Cleanser has also been cut to $4.90 a case. Just how long this cut in price will last it is hard to say but some retailers state that they would not be surprised to see even a further cut if the haphazard competition continues. An advance of one cent a pound is quoted on the small sizes of cotton rope. Three-sixteenths is now quoted at 22, one-quarter at 21½ and 5-16 at 21½ cents a pound.

POTATO PRICES FIRMER

Montreal.

VEGETABLES.—The feature of the vegetable market is the strength gained in potatoes. As yet there is little change in the wholesale price but the future is strong and an advance is looked for. Quotations on potatoes still remain at $1.40 to $1.60 per bag and some retailers are selling potatoes as low as $1.70 per 100 lbs. Onions maintain their strength and roots are strong in price but no change has occurred, although supplies offered are light.

VEGETABLES—

Cabbage, local, per bbl.	2 50	3 00
Carrots, new, per bag	0 75	1 00
Celery, imported, 4-doz. crate	....	5 50
Horseradish /lb.	....	0 60
Mint	....	1 00
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Parsnips, bag	....	1 00
Peppers, green, doz.	....	0 50
New potatoes, Mont. (90-lb. bag)	1 40	1 60
Do., sweet hamper	....	3 25
Spanish onions, per case	....	5 75
Turnips, per bag	0 75	1 00
Red Onions, per crate	5 50	6 50
Texas Onions, per crate	....	3 50
Yellow onions, per cwt.	....	6 00
Cranberries, barrel	....	25 00

ONTARIO MARKETS

TORONTO, Jan. 18.—Several price changes are registered this week, chief of which are reductions on cocoa and chocolate, clothes pins, marmalade, jelly powders, prepared icings, paraffin wax candles and bicarb. soda. No. 2 breakfast food is quoted at a shade reduction while one brand of package oats is offered by the manufacturer at a special price for the balance of the month. Ontario beans are quoted a shade higher. Canned goods show a good movement but the market condition shows little change, remaining with a firm tone. Teas continue strong with advices from primary sources indicating further advances. Refined sugar shows little change but there appears to be considerable irregularity in quotations, wholesalers generally quoting at a lower basis than refiners' lists. Bananas and oranges are slightly lower. Potatoes are fairly steady but higher prices are quoted on onions, celery and cabbage.

BEANS A SHADE HIGHER

Toronto.

BEANS.—The bean market has developed a slightly firmer tone with wholesalers quoting at a slight advance. Ontario hand picked are quoted at $3.40 to $3.50 per bushel while No. 1 are quoted at $3.10 to $3.20 per bushel.

BEANS—

Ontario hand picked, per bushel	3 40	3 50
Do., No. 1 lb. pickers, per bushel	3 10	3 20
Cal. Limas, per lb.	0 09½	0 10

CANNED GOODS UNCHANGED

Toronto.

CANNED GOODS.—There are no new developments in the canned goods situation as compared with last week's report. There appears to be a good steady demand but for the most part in fairly small quantities. Practically all lines of Canadian marmalade are now selling at the lower basis as announced in last week's issue.

CANNED GOODS—

Sockeye 1s, doz.	....	5 60
Do., ½s, doz.	....	3 25
Alaska red, 1s	....	4 25
Cohoe 1s, doz.	....	2 90
Do., ½s, doz.	....	1 90
Pinks, 1s doz.	....	1 45
Lobster, ½-lb. doz.,	3 75	4 15
Do., 1-8-lb. tins	2 50	2 75
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	....
Canned Vegetables—		
Tomatoes, 2½s, doz.	....	1 75
Do., Gal. No. 10 tins, doz.	5 95	6 25
Peas, standard, doz.	....	1 75
Do., Early June	2 00	2 15
Do., Sweet Wrinkle	....	2 40
Do., Extra Sifted	....	3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.	....	2 15
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.	....	6 60
Canadian corn	1 40	1 50
Pumpkins, 2½s, doz.	1 50	1 60
Do. ,gal., No. 10 tins, doz.	1 50	1 60
Spinach, 2s, doz.	....	1 60
Pineapples, sliced, 2s doz.	3 40	4 25
Do., shredded, 2s, doz.	4 75	5 25
Do., sliced, 2½s, doz.	....	4 25
Apples, gal., doz.	....	5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.	....	3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Do., Green Gage	3 25	3 40
Cherries, pitted H.S.	....	4 25
Blueberries 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	**4 50**	**5 00**

JAMS—

Black currants, 12 oz., doz.	3 00	3 75
Do., 16 oz. doz.	3 50	4 65
Do., 4s, each	0 85	1 07
Strawberry, 12 oz., doz.	3 25	3 75
Do., 16 oz., doz.	3 25	4 65
Do., 4s, tins	0 95	1 04
Raspberry, 12 oz., doz.	2 40	3 75
Do., 16 oz., doz.	3 25	4 65
Do., 4s, tins	0 85	0 97
Marmalade—		
12 oz. glass, doz.	2 35	2 45
16 oz., glass, doz.	....	2 90
No. 4 tins, each	0 58	0 65

COFFEE HOLDS FIRM

Toronto

COFFEE.—There is little change in spot conditions. Quotations are firmly held and although importers claim replacement costs are considerably higher they intimate that there will be no change in prices for a time at least.

COFFEE—

Java, Private Estate	0 51	0 53
Begotas, lb.	....	0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Mocha, lb.	0 52	0 55
Rio, lb.	0 22	0 24
Santos	....	0 35

LITTLE CHANGE IN CEREALS

Toronto.

CEREALS.—There is little change to record in the market for bulk cereals. No. 2 breakfast food is quoted at a slight reduction, at $4.50 per bag but in small-

er lots some wholesalers are quoting 6c per lb. Millers and wholesalers ideas of the price of rolled oats continue to differ. Wholesalers quotations remaining at $2.95 per bag while millers are quoting around 15c per bag higher.

CEREALS—		
Barley, pearl, 98s		5 50
Buckwheat flour, 98s		4 50
Barley, pot, 98s		4 00
Barley Flour, 98s		6 25
Cornmeal, golden, 98s		2 40
Oatmeal, 98s		4 30
Corn flour, 98s		2 75
Rye flour		3 25
Rolled oats, 90s		2 95
Rolled wheat, barrel		6 00
Cracked wheat, bag		5 25
Breakfast food, 98s		4 50
Rice flour, 100 lbs.		10 00
Flaxseed, 98s		7 00
Peas, split, per bag		6 50
Marrowfat Green peas, Ont.	7 75	8 50
Do., English, per lb.		11 00
Graham flour, 98s		3 25
Whole wheat flour		3 65
Wheat kernels, 8s		5 00
Farina, 98s		5 35
Lentils, Red, lb.	0 18½	0 19¾

NO CHANGE IN HONEY

Toronto.

HONEY.—The market continues quiet with a moderate demand for immediate requirements. Quotations are unchanged.

HONEY—		
5-pound tins, per lb.		0 16½
10-lb. tins, per lb.		0 15½
60-lb. tins, per lb.		0 15
Comb, per doz	5 75	4 50

SPECIAL IN PACKAGE OATS

Toronto.

PACKAGE GOODS.--The only change of interest in this market is a special price for the month of January on Purity oats: cases of 20 family packages are offered at $4.60 per case and the smaller size, 18 to case at $1.85 per case.

PACKAGE GOODS—		
Rolled Oats, 20s, round, case		5 00
Do., 18s, case		2 00
Do., 20s, square case		5 00
Do., Aluminum Prem., 20s		6 00
Corn Flakes 36s, case	3 10	3 75
Porridge Wheat, 36s, reg., case		6 00
Do., 20s, family, case		6 80
Package peas, per doz.		0 90
Cornstarch, No. 1, lb. carton		0 09
Do., No. 2, lb. cartons		0 07½
Laundry starch		0 07
Do., in 1-lb. cartons		0 07¾
Do., in 6-lb. wood boxes		0 11¼
Do., in 6-lb. tin canisters		0 14½
Celluloid starch, case		4 00
Potato flour, 1-lb.		0 14½
Fine oatmeal, 20s		5 75
Cornmeal, 24s		2 30
Farina, 24s		3 25
Barley, 24s.		2 75
Self-rising Pancake Flour, 24s.		2 70
Buckwheat flour, 24s		2 70
Self-rising pancake flour 18s		3 85
F. S. Hominy, gran. case		3 00
Do., pearl, case		3 00
Scotch pearl barley case		2 70
Puffed rice pancake flour, 24s		2 90
Macaroni 30-16 oz. per case	3 40	3 75
Do., 30-8 oz. per case	2 00	2 20

DRIED FRUITS STEADY

Toronto.

DRIED FRUITS.—Evaporated apples are commencing to show more activity and prices are firmly held at 16c. to 17½c. per lb. In Prunes, apricots and dried peaches are moving in fair volume with prices steady and unchanged. In some quarters a reduction is noted on layer figs, seven crown being offered at 28c. per lb.

Citron caps, 12-lb. boxes, lb.		0 06
Lemon caps, 12 lb. boxes, lb.		0 29
Orange caps, 12 lb. boxes, lb.		0 31
Mixed containing 4½ lb. lemon per lb.		0 35
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½ lb. orange 3 lb. citron caps, 3 dozen per case, per dozen		4 50
Currants—		
Greek Filliatras, cases	0 13½	0 14
Do., Patras	0 16½	0 17
Do., Vostizza		
Dates—		
Excelsior, pkgs, 3 doz. in case		5 50
Dromedary, 3 doz. to case		7 50
Fard, per lb.		0 26
Hallowee dates, per lb.		0 14½
Do., half cases, lb.		0 15½
Do., Sair		0 13
Prunes—		
30-40s, 25s		0 19
40-50s, 25s		0 16½
50-60s, 25s		0 14½
60-70s, 25s.		0 13½
70-80s, 25s		0 11¾
80-90s, 25s		0 11¼
Raisins—		
California, Sultanas, lb.		0 21
Do., 15 oz. pkts.		0 22½
Seeded, 15-oz. packets		0 26
Do., 11-oz. packets		0 21
Seeded, 15-oz. packets	0 20½	0 21
Thompsons, seedless		0 22½
Valencia, Spanish	0 22½	0 28½
Clusters, boxes, 20 1-lb. pkg.		6 65
Smyrna Sultanas		0 23½
Muscat, 25 lb. box		0 19
Evaporated apples	0 16	0 17½
Figs—		
Smyrna, bags, approx. 28 lbs.		0 14½
Do., 60-lb. bag		0 12½
Layer, 4 Crown		0 30
Layer, 5 Crown		0 30
Layer, 7 Crown	0 28	0 35
Pulled, 10 lb. box, per lb.		0 34
Pulled, 1-lb. box, each		0 20
Do., 2-lb. box, each		0 36
Mats	0 09	0 09½
Peaches—		
Choice		0 20
Standard		0 18½
Apricots—		
Choice		0 32
Standard		0 28

NO CHANGE IN NUTS

Toronto.

NUTS.—There are no new developments to report in the market for nuts. The market is fairly steady with quotations unchanged.

NUTS—		
Almonds, Tarragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian		0 25
Do., Chili		0 17½
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sac k	6 00	7 50
Do., unsweented, lb.		0 30
Do., sweetened, lb	0 28	0 32
Do., shred		0 25
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 18	0 20
Do., medium	0 14	0 18
Mixed nuts, bags 50 lbs.	0 20	0 25
Pecans		0 30
Shelled —		
Almonds, lb.	0 47	0 50
Filberts, lb.		0 33
Walnuts, Bordeaux, lb.	0 80	0 90
Do., Manchurian	0 60	0 65
Do., Broken	0 45	0 55
Jordan almonds	0 70	0 75
Peanuts, Spanish, lb.		0 10½
Pecans, lb.	0 95	1 00
Brazils		0 72

SAGO A SHADE LOWER

Toronto.

RICES.—The market for rices continues in a strong position at primary sources but there is practically no change in the local situation. Quotations on white sago are slightly lower at 6⅞c. to 7½c. per lb., while medium pearl tapioca is also quoted on the same basis.

RICE—		
Honduras, broken, per lb.	0 07½	0 08
Blue Rose, fancy	0 08½	0 09
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 05
Chinese, XX		
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White Sago	0 06⅞	0 07½
Tapioca, per lb.	0 06⅞	0 07½
Do. fancy	0 09	0 11

IRREGULARITY IN SUGAR

Toronto.

SUGAR.—There is little of special interest to report in the local refined situation. There appears to be considerable irregularity in wholesalers quotations which generally are around $7.00 while the refiners list remain at $7.24, Toronto or $6.90, Montreal basis. Indications are that the domestic beet crop is about finished and that the Ontario factories will soon be on an equal competitive basis with the Eastern refiners, when all are grinding imported raws.

SUGAR—	
St. Lawrence, extra gran., cwt.	7 24
Atlantic, extra gran.	7 24
Acadia Sugar Refinery, ex gran.	7 24
Dom. Sugar Refinery, ex. gran.	7 05
Canada Refinery, gran.	7 24

Differentials: Granulated, advance over basis 50-lb. sacks, 25c; barrels, 5c; gunnies, 5-20, 40c; gunnies, 10-10s, 50s; cartons, 20-5s, 60c.

REVISION IN SPICE PRICES

Toronto

SPICES.—A general revision in spices is announced. The changes are for the most part slightly advanced. Following are the new prices.

SPICES—		
Allspice	0 18	0 21
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 45
Mustard, pure	0 35	0 40
Pastry		0 32
Pickling spices		0 18
Mace		0 65
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.	0 60	0 70
Do., 80s		0 35
Chillies, lb.		0 50
Nutmegs, selects, whole	0 26	0 40
Do., ground		0 28
Mustard seed, whole		0 20
Celery seed, whole		0 40
Coriander seed		0 18
Caraway seed, whole		0 30
Turmeric		0 30
Curry Powder		0 35
Cream of Tartar—		
French, pure		0 40
4-oz. packages, doz.		2 00

The above quotations are for the best quality cheaper grades can be purchased for less.

NO CHANGE IN SYRUPS

Toronto.

SYRUPS.—The market for syrups and molasses shows no change as compared with a week ago.

SYRUPS—		
Corn Syrup—		
Barrels, about 700 lbs., yellow		0 05½
Half barrels, ¼c over bbls; ¼ bbls. ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case		4 25
Cases, 5-lb. tins, white, 1 doz. in case		4 70
Cases, 10-lb. tins, white, ½ doz. in case		4 50
Cases, 2-lb. tins, yellow 2 doz. in case		3 75
Cases, 5-lb. tins, yellow, 1 doz. in case		4 20
Cases, 10-lb. tins, yellow, ½ doz.		4 00
Sugar Syrup—		
Cases, No. 2 tins 24 t ocase		4 25
Molasses, baking grade—		
No. 2 tins, 2-doz. case		4 20
No. 3 tins, 2-doz. case		5 50
No. 5 tins, 1-doz. case		4 60
No. 10 tins, ½-doz. case		4 20
Pails—No. 1		1 10
Pails No. 2		1 75
Pails No. 5		3 55
Molasses, table grade—		
No. 2 tins, 2-doz. case		7 75
No. 5 tins, 1-doz. case		8 95
No. 10 tins, 1-doz. case		8 60
Pails—No. 1		2 10
Pails, No. 2		3 75
Pails No. 5		8 55

SOME PRICE CHANGES

Toronto.

MISCELLANEOUS. — Round clothes pins are reduced to $1.65 per box of five gross. Pure Gold Jelly Powders are down to 95c per doz., while the same brand of prepared icings are reduced to $1.35 per dozen. Bisto Gravy Salt, small size, is reduced to 85c per doz. Changes are noted in two sizes of McLarens' peanut butter; No. 3 jars are quoted at $2.30 per doz., and No. 1 tins at $2.65 per doz. Bicarb. soda is reduced to $4.25 per keg of 112 lbs, or in smaller lots at 5c per lb. La Tosca Castile Soap is down to $2.85 per case. Paraffine wax candles are reduced to 11c per lb for 6s and 11½c for 12s in case lots, with broken lots quoted ½c higher. Cowan's perfection cocoa is reduced as follows: No. 1 tins are now quoted at $4.50 per doz., halves at $2.40 and quarters at 90c per doz. Baker's cocoa and chocolate is quoted lower, following are the new prices: 1/5 tins, 47c. per lb.; ¼ lb. tins, 45c per lb; ½ tins 43c per lb. Webb's cocoa powder is now quoted at 28c per lb. Caracas sweet chocolate, 32c per lb; Diamond sweet chocolate, 26c per lb; Dot sweet chocolate 36c per lb; premium chocolate ½'s, 39c per lb, and premium ¼'s at 41c per lb. Top Notch hand cleaner is reduced to 90c. per dozen.

TEAS TAKE ANOTHER ADVANCE

Toronto.

TEAS—Advices from primary sources state that the market for Ceylons has shown an advance at the opening of the market after the closing of the Christmas holidays. Indias and Javas continue in a strong position while Japans are quoted at an advance. In the local situation, some wholesalers have again advanced prices to the retail trade.

TEAS—

Pekoe Souchongs	0 34	0 38
Pekoes	0 36	0 58
Broken Pekoes	0 39	0 58
Broken Orange Pekoes	0 50	0 65
Japans and Chinas—		
Early pickings, Japans	....	0 58
Do., seconds	....	0 50
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 60

Above prices give range of quotations to the retail trade.

BANANAS MARKED LOWER

Toronto.

FRUITS—Navel oranges are reduced in price this week. Quotations are 25c to 50c per case lower, running from 5.25 to 5.75 per case, according to size. Bananas continue to have an easy tendency with prices lower at 6½c to 7½c per lb, including packing.

FRUITS—

Oranges, Floridas,	....	5 00
Oranges, Navels, 100s	....	5 75
Do., 126s	....	5 75
Do., 150s, 176s, 200s	5 25	5 75
Tangerines, per case	4 00	5 50
Lemons, Messina	....	4 50
Do., California	4 50	5 00
Bananas, per lb.	0 06½	0 07½
Apples—Barrel.		
Spys, No. 1	....	9 00
Spys, No. 2	....	8 00
Spys, No. 3	6 00	7 50
Greenings No. 1	..	7 50
Greenings No. 2	....	7 00
Baldwins No. 1	....	7 50
Baldwins No. 2	....	7 00
Grapes, Malaga, bbls.	13 00	15 00
Apples, B.C., boxed	3 25	4 50
Cranberries, Cape Cod, bbls.	....	30 00
Grapefruit, Florida	5 50	6 00

NEW VEGETABLES ARRIVE

Toronto.

VEGETABLES.—New vegetables are commencing to arrive from the south. New carrots are quoted at $2.50 per hamper; beets at $2.25 and parsley at $2.25 per hamper; new cabbage is quoted at $8.00 per large case. Old cabbage is higher at $5.00 per barrel, while onions continue to show strength. Spanish onions are advanced to $10 per crate and Yellow Danvers to $8.00 per sack. Celery is scarce and higher at $10 to $11 per crate. Potatoes are steady at unchanged quotations.

VEGETABLES—

Cabbage, per barrel	....	5 00
Potatoes, Delaware, per bag	1 65	1 75
Do., Ontario	1 25	1 40
Beets, per bag	0 75	1 00
Carrots, per bag	0 85	1 00
Turnips, per bag	....	0 85
Parsnips, per bag	1 00	1 25
Onions, Spanish, crate	....	10 00
Do., sack, 100 lbs.	....	8 00
Celery, per crate, Cal.	10 00	11 00
Cauliflower, Cal., case	6 00	6 00
Head lettuce, iceberg, case	....	5 25
Sweet potatoes, per hamper	2 75	3 00
Mushrooms, per bkt.	....	2 50
Shallotts, per doz.	....	75
New carrots, hamper	....	2 50
New beets, hamper	....	2 25
New parsley, hamper	....	2 25
New cabbage, large case	....	8 00

MILLFEEDS HIGHER

Toronto

MILLFEEDS.—There does not appear to be any improvement in the supply of millfeeds and the demand continues strong. Bran and shorts are advanced $2 per ton, making the former $28.25 and the latter $30.25 per ton. Choice middlings are $1.00 per ton higher, now quoted at $36.25 per ton.

MILLFEEDS—

Bran, per ton	28 25
Shorts, per ton	30 25
Choice middlings, per ton	36 25

FLOUR STANDS FIRM

Toronto.

FLOUR—The market for flour holds firm at unchanged quotations.

FLOUR—

First Patents, in cotton bags, bbl.	7 70
Second Patents, in jute bags, bbl.	7 50

MANITOBA MARKETS

WINNIPEG, Jan. 18.—The coffee market is ruling firm. The bean market is also steady and indications point to higher prices, while rolled oats and barley are showing a weaker tone. Canned goods are ruling firm and American tomatoes are showing strength. Prunes are strong and have advanced. Spanish walnuts are on the market. Cane syrup has declined. The spice and tea markets continue active and are showing strength. There is not much change in the fruit and vegetable market.

COFFEE HOLDS FIRM

Winnipeg.

COFFEE—.Rain in Santos has been reported which should help the bean to develop and possibly improve the 1923 crop prospect but, if previous reports are correct, not enough to furnish a normal crop. The visible supply of Brazil coffee is 1,530,000 bags against 1,828,000 bags a year ago. Owing to the good deliveries it is thought supplies are better than usual. Freight rates from South America to the U. S. have advanced from 30 to 60 c. per bag.

COFFEE—

Rio, roasted, best grade, per lb.	0 19½	0 20½
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica, roasted, best grade, lb.	0 28	0 30
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

BEAN MARKET FIRM

Winnipeg

CEREALS.—The bean market is ruling firm and indications point to higher prices very shortly. Bulk rolled oats are showing a weaker tone as a'so is barley. Peas are firmer. Package cereals show no change under a light demand.

PACKAGE CEREALS—

Rolled Oats, 20s, round cartons	4 00	4 65
Do., 36s, case square pkts.	....	3 50
Do., 18s, case	....	2 10
Corn Flakes, 36s, case	3 50	3 80
Cornmeal, 2 doz. case, per case	....	3 40
Puffed wheat, 4 doz. case, per case	....	4 40
Puffed rice, 3 doz. case, per case	....	5 70
Cream of Wheat, 3 doz. case, per case.		9 00
Grape Nuts, 2 doz. case, per case	....	3 80
Package Peas, 3 doz. case, per case	....	3 00

BULK CEREALS—

Rolled Oats, 80s, per bg	....	2 30
Do., 40s, per bag	....	1 25
Do., 20s, per bag	....	0 65
Do., 10-18s, per bale	....	3 15
Do., 15-6s, per bale	....	3 65
Oatmeal, 98s, gran. or stand. bag	....	3 30
Wheat granules, 98s, per bag	....	6 10
Do., 16-6s, per bale	....	6 60
Peas, whole, green, 100-lb. bag per bushel	....	3 85
Do., split, yellow, 98s, per bag	....	7 50
Do., split, yellow, 49s, per bag	....	3 80
Beans, fancy, hand picked, 100-lb. bag, per bush	3 55 to	4 25
Do., Lima, 100-lb. bag, per lb.	....	0 10½
Barley, pot, 98s, per bag	....	3 90
Do., pot, 49s, per bag	....	2 00
Do., pot, 24s, per bag	....	1 02
Barley, pearl, 98s, per bag	....	5 05
Do., barley, 49s, per bag	....	2 58
Do., pearl, 24s, per bag	....	1 33
Cornmeal, 98s, per bag	....	2 15
Do., 49s, per bag	....	1 13
Do., 24s, per bag	....	0 58
Do., 10-lbs., per bale	....	2 77
bags, per bag	....	6 25

CANNED GOODS STEADY

Winnipeg.

CANNED GOODS.—The canned goods market is ruling steady and sales are restricted but are mostly confined to small orders and if the expectations of canners are realized there will be no lower prices during the balance of the season. With the light pack the unsold portion will easily be marketed before the new pack is offered. American tomatoes and peas are showing strength. String beans and spinach are reported scarce. The demand for canned fruits at the present time is quiet but the market is improving in tone as spot stocks are running low. Peaches are reported firm and while apricots were not purchased last season in their usual volume the demand for this line is improving.

CANNED FISH—

Shrimps, 1s, 4 doz. case, doz.	....	2 75
Finnan Haddie, 1s, 4 doz. case	8 25	11 50
Do., ½s, 8 doz. case, case	....	7 25
Herring (Can.) 1s, 4 doz. case,		

per case	6 50	8 00
Do., imported, ½s, 100 doz. cs.	....	21 50
Lobsters, ¼s, ⅛ doz. case, doz.	....	2 35
Do., ½s, 4 doz. case, doz.	....	4 00
Oysters, 1s, 4 doz. case, case	....	9 40
Do., 2s, 8 oz. 2 doz. case, case	....	7 90
Pilchards, 1s, tall, 4 doz. case, per case	....	6 90
Do., ½s, flat, 8 doz. case, case	....	9 00
Salmons—		Per case
Sockeye, 1s, tall, 4 doz. case	....	20 00
Do., ½s, flat, 8 doz. case	....	21 25
Red Spring, 1s, tall, 4 doz. case	....	16 25
Do., ½s, flat, 8 doz. case	....	17 00
Cohoe, 1s, tall, 4 doz. case	12 00	13 00
Do., ½s, flat, 8 doz. case	13 00	14 00
Pink, 1s, tall, 4 doz. case	....	6 25
Do., ½s, flat, 8 doz. case	....	8 00
CANNED FRUITS (Canadian)—		Per case
Apples, 6 tins in case	....	3 20
Blueberries, 2s, 2 doz. case	....	5 00
Cherries, 2s, 2 doz. case	....	7 20
Gooseberries, 2s, 2 doz. case	....	7 50
Lawtonberries, 2s, 2 doz. case	....	7 00
Peaches, 2s, 2 doz. case	6 60	7 10
Pears, 2s, 2 doz. case	6 45	7 00
Plums, Green Gage, H. S. 2s, 2 doz. case	....	6 00
Plums, Lombard, H. S., 2 doz. case	....	5 95
Plums, Lombard, L. S., 2s, 2 doz. case	....	4 65
Raspberries, 2s, 2 doz. case	8 00	8 60
Strawberries, 2s, 2 doz. case	8 00	8 60
CANNED FRUIT (American)—		Per case
Apricots, 1s, 4 doz. case	....	10 60
Peaches, 2½s, 2 doz. case	....	9 15
Peaches, sliced 1s, 4 doz. case	....	10 85
Do., Halves, 1s, 4 doz. case	....	10 75
Do., 2s, 2 doz. case	....	6 90
Pears, 1s, 4 doz. case	....	12 75
Pineapple, sliced, 2s, 2 doz. case	....	7 25
CANNED VEGETABLES—		
Asparagus tips, 1s, tins, 4 doz. case, per doz.	....	4 40
Beans, Golden Wax, 2s, 2 doz. case, per case	....	4 75
Beans, Refugee, 2s, 2 doz. case	....	4 60
Corns, 2s, 2 doz. case	....	3 50
Peas, Standard, 2s, 2 doz. case	3 65	3 90
Peas, Early June, 2s, 2 doz. case	....	4 50
Sweet Potatoes, 2½s, 2 doz. case	....	7 00
Pumpkin, 2½s, 2 doz. case	....	3 35
Sauer Kraut, 2½s, 2 doz. case	....	4 10
Spaghetti, 2s, 2 doz. case	....	2 05
Tomatoes, 2½s, 2 doz. case	....	4 10
Spinach, 2½s, 2 doz. case	....	6 75

PRUNE MARKET FIRMER

Winnipeg.

DRIED FRUITS.—An active dried fruit market is reported. Prunes are extremely firm and have advanced ½c. on the smaller sizes and about 1c. on the larger sizes. Wholesalers are finding active inquiry at gradually advancing quotations. Evaporated apples are quoted slightly higher due to the improved demand for export. Apricots are advancing as stocks are becoming cleaned particularly in the higher grades. Peaches have also advanced and are up ½c. Raisins continue dull as the demand for jobbers is apparently light. Currants are quiet with no change in quptations.

DRIED FRUITS

Evaporated apples, per lb.	0 18
Currants, 90-lb., per lb.	0 16
Do., 8 oz. pkgs., 6 doz. case, lb	0 13
Dates, Hallowee, bulk, lb.	0 15
Do., pkgs., 3 doz. case, lb.	0 15½
Figs, Spanish, per lb.	0 15
Loganberries, 4 doz. case, pkt.	0 23½
Peaches, standard, per lb.	0 17
Do., choice, per lb.	0 18
Do., fancy, per lb.	0 20
Peaches, unpitted, per lb.	0 10
Pears, extra choice, per lb.	0 30
Do., Cal., cartons, per carton	1 30
Prunes—	
30-40s, 25s, per lb.	0 20
40-50s, 25s, lb.	0 17½
50-60s, 25s, lb.	0 14
60-70s, 25s, lb.	0 13¼
70-80s, 25s, lb.	0 10½
80-90s, 25s,	0 10¾
90-100s, 25s, lb.	0 08
In 5-lb. cartons, carton	0 65 0 75
Raisins—Seeded	
Cal., pkg., 16 oz., fancy, per pkg.	0 20
Do., pkg., 12 oz., fancy, per pkg.	0 16¾
Do., 16 oz., choice, per pkg.	0 19
Do., 12 oz. choice, per pkg.	0 16
Cal. 5-lb. cartons, per carton	1 20
Do., bulk., 25-lb. boxes, per lb.	0 19
Raisins—Seedless—	
Cal., pkg., 11 oz., per lb.	0 19½
Do., bulk, 25-lb. boxes, per lb.	0 22
Do., bulk, 5-lb. cartons, per carton	1 30
Do., Cal. Muscatels, 5 lb. carton, per carton	1 35
Apricots, choice, 25s, lb.	0 32
Do., 10s, lb.	0 34
Do., Standard, 10s, lb.	0 28¼
APRICOTS—	
Do., Standards, 25s, lb.	0 25½
Do., choice, 10s, per lb.	0 34
Do., choice, 25s, per lb.	0 32
Do., fancy, 25s, lb.	0 35
Do., fancy, 10s, lb.	0 36
Apricots, 5 lb. cartons, per carton	1 65

FLOUR UNCHANGED

Winnipeg.

FLOUR.—The local flour market remains practically unchanged with buyers generally inclined to await developments in the wheat market, while at the same time the domestic wheat situation is believed to depend largely on the extent of flour operations and it seems to be a question of which market will first assume the aggressive attitude.

FLOUR—	
98-lb. sacks	3 90
Two 49-lb. sacks	3 97½
Four 24-lb. sacks	4 07½

JAM MARKET FIRM

Winnipeg.

JAMS.—A feature of the jam situation is a scarcity of strawberry and black currant jams. The crop of both of these fruits was remarkably small and many packers are completely sold out and will have no more to offer until the new pack is ready in 1922. Prices have already been advanced and the tendencies are for even higher prices before the new crop is ready for this market.

JAMS

Strawberry 4s per tin	0 91
Black Currants, 4s, per tin	0 91
Raspberry, 4s, per tin	0 91
Apricots, 4s, per tin	0 85
Cherry, 4s, per tin	0 85
Peach, 4s, per tin	0 85
Compound (all flavors), 4s, tin	0 55

SPANISH WALNUTS ARRIVE

Winnipeg.

NUTS.—The French shelled Bordeaux walnut market still remains firm. New crop Spanish have arrived on the market and are quoted about 7c. per lb. cheaper than Bordeaux. The quality is exceptionally good. It is thought that Manchurian walnuts will be back again on the market very shortly and it is said will have the effect of lower prices on all lines. Almonds still remain firm in price while pecans have eased off considerably and are now offered at 90c. per lb. Shelled brazils are slightly easier. Spanish No. 1 peanuts are slightly firmer.

RICE MARKET QUIET

Winnipeg.

RICE.—Latest reports state that rice is moving slowly and buying orders are based entirely upon the immediate requirements of the distributor. Inactive prices are maintained as there is no free selling on the face of a firm market at primary points.

SUGAR MARKET WEAK

Winnipeg.

SUGAR.—The raw sugar market continues weak and it is reported that Cuba is carrying over a large quantity of old crop and with light buying the market continues uncertain. The price on Canadian refined is $8.00 per cwt. and the trade is looking for a further decline.

CANE SYRUP LOWER

Winnipeg

SYRUP.—A reduction is announced on cane syrup. On No. 2s there is a decline of 40c. and on sizes 5s, 10s and 20s a reduction of 50c. per case. There is no change in quotations on corn syrup.

STARCH UNCHANGED

Winnipeg.

STARCH.—There are no price changes to report on this market which at the present time is steady with a fair demand for immediate requirements.

SPICE MARKET ACTIVE

Winnipeg.

SPICES.—There is a fairly active demand for the general assortment of spices and although buyers are proceeding cautiously their purchases are being made for immediate requirements. Peppers both black and white are firm but quiet. Cloves are slightly easier while pimento is scarce and firmer. New crop Jamaica ginger is slightly easier, and more in buyer's favor.

TEA MARKET FIRM

Winnipeg.

TEA.—The tea market is in a strong position and prices on all varieties are showing substantial advances from the low levels. The situation as at present indicated is a result of a decided shortage in crops of all growths, more particularly Ceylons, Indias and Japans. The crop failures have admitted of the absorption of the accumulations of old teas, with which the markets were heavily weighted. The tendency of prices continues upward and likely to continue for the next 5 or 6 months or until the new crop becomes available.

STEADY DEMAND FOR FRUIT

Winnipeg.

FRUIT.—There is little change in the fruit market. The trend of prices on oranges is upward. Lemons show no change and are quoted at $7.00 per case. Bananas are expected to decline shortly. There is practically no change in the price of apples.

SOUTHERN CABBAGE ARRIVES

Winnipeg

VEGETABLES.—The vegetable market is ruling quiet with a few advances in prices. New California cabbage has arrived on the market and is quoted at 6c. per lb. California head lettuce has advanced and is quoted at $4.50 per case with head lettuce at $1.50 per doz. Florida tomatoes have declined and are quoted at $13.00 per case. California celery is in good demand at $13.00 per case. Cauliflower has shown a slight advance and is quoted at $4.00 per doz.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Saskatchewan Markets

FROM REGINA BY WIRE

Regina, Sask., Jan. 17.—New Chinese pakling and Siam rice is on this market at a reduced price. The former is quoted at $2.80 and the latter at $5.75. Baker's chocolate and cocoa declined 4c. per lb. Seedless raisins are slightly higher and indications point to higher prices on sugar. Evaporated apples are in good demand at 18½c. per lb.

Beans, Kotenashi		5 95
Rolled oats, 80s		2 42
Rice, Siam		5 75
Rice, Blue Rose		9 25
Tapioca		7 25
Sago		7 25
Flour, per bbl.		7 95
Sugar, pure cane granulated, cwt		8 30
Cheese, No. 1, Ont., large		0 20¾
Cheese, No. 1, Ontario, twins		0 21
Butter, creamery, lb.		0 45
Butter, dairy, lb.		0 25
Lard, pure, 3s		9 75
Eggs, new laid, local		21 00
Do., No. 1 storage		15 60
Tomatoes, 2½s, choice		4 60
Lemons, case		8 00
Corn, 2s, standard choice		3 65
Peas, 2s, standard choice		4 15
Do., 2s, Early June, choice		4 87
Salmon, Sockeye, 1s		21 00
Do., Sockeye, ½s		22 05
Strawberries, 2s, B.C. choice		8 75
Raspberries, 2s, Ontario choice		8 75
Cherries, 2s, red, pitted		7 20
Peaches, 2s, halves		7 20
Do., 2s, sliced		6 00
Apples, evaporated, lb.		0 18½
Peaches, evaporated, lb.		0 23
Prunes, 70-80		0 13

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Jan. 17.—Several reductions are announced. Krinkle cornflakes are down 55c. per case. Post Toasties are reduced 25c. while Bakers cocoa is down 4c. per lb. and premium chocolate dropped 3c. per lb. Sugar house molasses is reduced 10c. to 25c. per case and Braids coffee in one pound tins is down 4c. per lb. Creamery butter is lower at 35c. to 40c. and dairy at 23c. per lb. Storage eggs are practically cleaned up but B. C. fresh are quoted lower at $14.00 per case.

Beans—Ashcroft, per cwt.		6 00
Do., Kotenashi, per cwt.		5 90
Rolled oats, 80s		2 25
Rice, Siam	5 50	6 00
Japan, No. 1	7 35	8 00
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.		7 75
Sugar, pure cane, gran., cwt.		8 19
Cheese, No. 1, Ont., large	0 22½	0 23
Alberta cheese, twins		0 20
Do., large		0 22
Butter, craemery, lb.	0 35	0 40
Do., diry, lb.		0 24
Lard, pure 3s		10 20
Eggs, new laid, local, case		14 00
Do., No. 1 storage, case		16 00
Tomatoes, 2½s	4 15	4 35
Pumpkin, 2½s, case		4 40
Lemons, case		7 75
Corn, 2s, standard case	3 00	3 60
Peas, 2s, standard case	4 20	4 30
New early June peas, case		4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye, ½s		21 55
Strawberries, 2s, Ont., case	8 15	8 40
Raspberries, 2s, Ont., case	8 40	9 25
Cherries, 2s, red, pitted		8 50
Peaches, 2s, halves		5 85
Do., 2s, sliced		6 25
Apples, evaporated, lb.		0 18
Do., 25s, lb.		0 18½
Pineapples, Hawaiian, sliced 2's	6 30	7 85
Do., canned, 2s	7 45	7 90
Potatoes, local, ton	20 00	30 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., Jan. 17.—Potatoes are slightly higher at $3.00 per barrel while onions are steady at $8.00 per bag and $9.00 per crate. Clear pork is down 50c. while shoulder hams are quoted higher at 22c. with roll bacon at 23c. per lb. Shortening and lard are advanced ½c. per lb. Lard in pails is now quoted at 15½c. and shortening at 14½c per lb. Eggs are lower at 48c. per doz.

Rolled oats, bag		3 50
Do., bbls.		8 30
Rice, Siam, per cwt.		7 00
Tapioca, per 100 lbs.		9 50
Molasses, gal.		0 60
Tomatoes, cans		2 00
Do., bags		6 00
Raisins, Valencia layers	0 24	0 30
Currants, cleaned		0 20
Prunes, 90-100, 25-lb. boxes		0 11¼
Lemon peel		0 34
Orange peel		0 34
Citron peel		0 46
Walnuts		0 28
Almonds		0 22
Brazils		0 20
Peanuts		0 17
Filberts		0 16
Cocoanuts, bag		6 00
Potatoes, per bbl.		3 00
Onions, bag		8 00
Pork, clear, bbls.		32 50
Pigs' feet, per 20-lb. pail		2 10
Hams, shoulder, per lb.		0 22
Bacon, side, per lb.		0 32
Bacon, roll, per lb.		0 23
Lard, pure, in pails, lb.		0 15½
Lard, pure, in tubs, lb.		0 15
Shortening, in pails, lb.		0 14½
Shortening, in tubs, lb.		0 14
Butter, creamery, prints		0 40
Butter, creamery, solids		0 36
Oleomargarine		0 24
Cheese, whole, lb.	0 19	0 21
Cheese, twins, lb.		0 21
Eggs, doz.		0 48
Sugar, cut loaf, cwt.		8 70
Sugar, stan., gran., cwt.		7 10
Sugar, No. 1 yellow, cwt.		6 90
Lemons, California, case		6 50
Do., Messina		5 00
Grapefruit, Florida, case	6 00	7 50
Bananas, lb.		0 13
Cornmeal, gran., bags		3 25
Oranges, per case	6 00	7 00

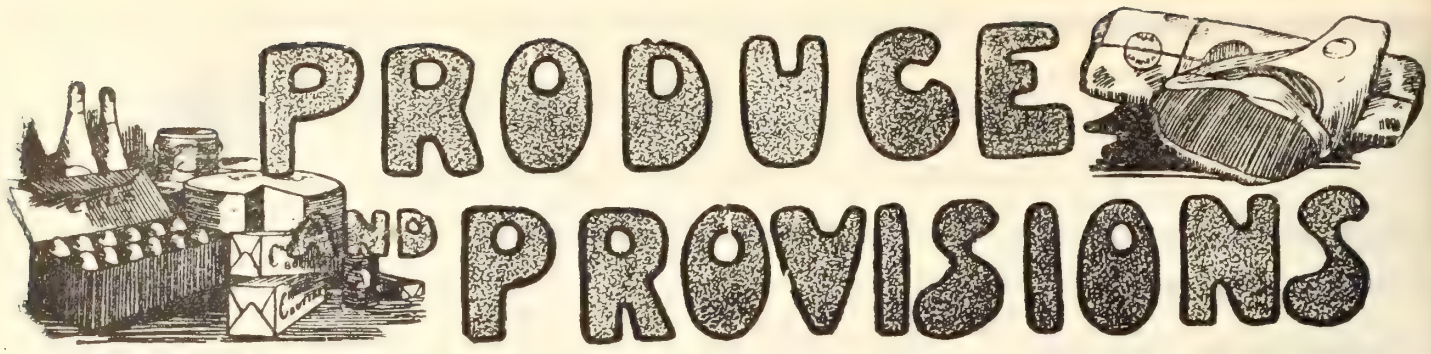
Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S., Jan. 17.—The butter market shows further weakness, creamery is now quoted at 37c. and dairy 34c. per lb. Fresh eggs show a decrease of 10c. per doz. making the present price 55c. with shortage quoted at 45c. per doz. Canadian onions are off the market but American are quoted at $10.00 per bag of 100 lbs. with Spanish quoted at 10c. per lb.

Flour, No. 1 patents, bbl.		11 00
Cornmeal, bags		2 50
Rolled oats, per bag		3 75
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.		7 70
Sugar, standard, gran.		7 10
Do., No. 1 yellow		6 60
Molasses, gal.		0 63
Cheese, Ont., twins		0 23
Eggs, fresh, doz.		0 55
Eggs, storage, doz.		0 45
Lard, compound		0 14
Do., pure, lb.		0 18
American clear pork, bbl.		30 00
Tomatoes, 2½s., stan., doz.		2 00
Hams, aver. 9-12 lbs.		0 35
Do., aver., 12-18 lbs.		0 35
Do., aver. 18-25 lbs.		0 31
Roll bacon		0 25
Butter, Creamery, lb.		0 37
Do., dairy		0 34
Raspberries, 2s Ont., doz.		4 00
Peaches, 2s., standard, doz.		3 30
Corn, 2s, standard, doz.		1 60
Peas, standard, doz.		1 95
Strawberries, 2s, Ont., doz.		4 00
Salmon, Red Spring, flats, cases		
Do., pinks		7 00
Do., Cohoes		14 00
Do., Chums		6 00
Evaporated apples, per lb.		0 16
Dried peaches, per lb.		0 22
Potatoes, Nat., 90-lb. bag		1 30
Corned beef	3 00	3 55
Onions, Spanish, lb.		0 10
Do., American, bag 100 lbs.		10 00
Onions, Canadian, per bag		8 50
Oranges, per case	7 00	7 50
Apples—		
Northern Spys, per bbl., No. 1		6 50
Do., No. 2		6 00
Do., No. 3		3 50

Do you suggest oranges to your customers for the making of marmalade? Next week's issue will contain some interesting stories showing how merchants are building a big business every year on supplies for the making of marmalade in the home. There will also be illustrations of window displays showing oranges. Another feature will be a full page of recipes, which merchants can slip out and paste on the window or on a card and used as a show card in the store.



Program For Annual Produce Convention

Subjects Of Vital Interest To Every Produce Dealer In The Dominion Will Be Discussed At This Annual Gathering In Winnipeg On January 30 and 31—A Large Attendance Is Expected.

TORONTO, Jan. 18.—Preparations for the annual convention of the Canadian Produce Association to be held at Winnipeg Jan. 30-31 is well under way and bids fair to equal if not better the attendance of other years, insofar as the Toronto contingent is concerned. Among those members who are going with the Toronto crowd are the following: L. Bowes and R. W. McCarty of the Bowes Company, R. B. Bond, W. A. Drummond, J. A. McLean and B. Everett of the Canadian Packing Company, W. T. McDonald, H. T. Chisholm, R. S. Whyte, of the Whyte Packing Co., John J. Fee, H. G. Moore, T. W. Steinhoff, F. M. Wa't, of The Wm. Davies Co.. E. M. Raney, Swift Canadian Company, H. H. Sims, Gunns Limited, and J. T. Madden, Secretary of the Association.

The above are a'l Toronto and the following are also going with the Toronto contingent, A. A. Cullen, Glenmiller, Ont., R. L. White, Security Egg Case Filler Co., London, On'., R. M. P'ayer, Walkerton, Geo. Putnam, Dairy Director for Province of Ontario, A. E.Silverwood, Silverwood Limited, London, Ont. and W. S. Moore, Chicago.

The following is the complete program for the convention:

Monday, January 30th

9.30 a. m. Meeting of Executive Committee.

10.00 a. m. Meeting of Standing Committees.

10.30 a. m. Address of Welcome.—His Honor Sir James Aikens, Lieutenant-Governor of Manitoba, and His Worship Mayor E. Parnell, Winnipeg.

1.30 p. m. Trend of Present-Day Agricultural Practice in Western Canada. John Bracken, President, Manitoba Agricultural College, Winnipeg.

3.00 p. m. Five-minute Ta'k, H. F. Jones, Executive Sec'y National Poultry Butter and Egg Ass'n, Chicago.

What the departments of Agriculture are doing to improve Dairy Products.

Geo. H. Barr, Chief of Dairy Division, Ottawa.

Discussion led by C. Marker, Dairy Commissioner for Alberta; Geo. A. Putnam, Director Dairy Department, Ontario; L. A. Gibson, Dairy Commissioner, Manitoba.

Paper by Jno. Scott, Provincial Butter Grader for Ontario.

4.00 p. m. Trade requirements in the Butter Industry, Arthur, A. McKergow. President Montreal Produce Association.

Discussion by A. P. Slade, Vancouver; W. A. Wilson, Regina; Ed. Fortheringham, Brandon.

4.00 p. m. Present Day Trend of Trade in Produce, J. A. McLean, Canadian Packing Co., Limited, Toronto.

Evening Session

7.00 p. m. Banquet Hall, Seventh F'oor, Fort Garry Hotel, Banquet, Members and Ladies.

Guests of Honor:—

His Honor Sir James Aikens, Lieutenant-Governor of Manitoba; His Worship Mayor E. Parnell, Winnipeg; Hon. Geo. H. Malcolm, Minister of Agriculture, Manitoba; Hon. J. A. Maharg, Minister of Agriculture, Saskatchewan; P. F. Combiths, Junior Past President, National Poultry But er and Egg Association, Chicago, Ill.

Tuesday Session

9.30 a. m. Marketing Problems in Egg Production. Prof. Graham, O . A. C., Guelph, Ont.

Discussion led by C. P. Rhodes, Calgary.

10.15 a. m. Egg Marketing Legislation. F. H. Auld, Deputy Minister of Agriculture for Saskatchewan.

Discussion led by H. C. Kersten, Winnipeg; H. S. Johnston, Lindsay.

11.15 a. m. The Poul ry Situation in the Prairie Provinces. Prof. M. C. Herner, Manitoba Agricultural Colllege, Winnipeg.

Discussion led by E. A. Silverwood, London.

Present Outlook in the Cheese Industry.

General discussion led by I. W. Steinhoff, Toronto; E. T. Love, Edmonton.

Cargo Inspection in Re'ation to Eggs and Dairy Produce. J. F. Singleton, Chief of Markets Division, Ottawa.

The D(e)uce in Produce, R. B. Hunter, Swift Canadian Co., Limited, Winnipeg.

Weighing and Averaging Butter and Cheese, James T, Madden, Official Weigher Toronto Board of Trade. Discussion by Members.

Reports of Committees, Resolutions Nominations; Election of Officers; Next place of Meeting.

"God Save The King"

Visit and Examine Exhibit of Butter Competition. Also view Display Exhibit.

Convention Committees

Banquet and Entertainment—H. C. Kerstan, Chairman, A. J. Wilson, Jas. Evans.

Finance—Jas. G. Carruthers, Chairman, W. E. Milner, R. B. Hunter, Alex Hall.

Printing and Publicity—John D. Cameron, Chairman, A. E. Boyle, Neil Dow, J. Oakes, J. McLean.

Hotel—T. J. Coyle, Chairman, O. Marrin, Geo. Lloyd, A. Stein.

Reception—Dr. Murray, Chairman, John Vanwinkelen, Chas. Gordon, T. Elliott, W. S. Nichol's, I. M. Norstein.

Ladies' Entertainment—Jas. J. Murray, Chairman, Gordon Shantz.

NOVA SCOTIA'S FISHING INVESTMENT

The total investment in the fisheries of Nova Scotia is about $15,000,000, including the following: Five hundred sail and auxiliary vessels of ten tons and over, $3,000,000; 5,000 small gasoline boats $1,291,200; steam vessels, including five steam trawlers, $600,000; 3,976 small sail and row boats, $165,000; nets, trawls and hand lines, $1,531,047; 600,000 lobs'er traps, $900,000; 275 canning and fish curing establishments, $3,053,400; 312 freezers and ice houses, $168,819; 1,850 fishing piers and wharves, $1,025,800; 4,575 small fish and smoke houses, $467,325.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Jan. 18.—The feature of the produce market is the decline in the price of butter and eggs. A bigger production with some importations in both cases. New Zealand butter is now on this market and prices are easier but the demand has not increased. In eggs, the production both locally and in Ontario has increased together with a bigger production in the United States and a weak market in Chicago. Some Chinese eggs are on their way east but will have little effect. Hogs are weaker in price. Fresh meats are unchanged in price. Smoked meats are steady with a fair demand. The cheese market is quiet with prices holding but a weak future admitted by the cheese buyers. The demand for fish shows an increase. Haddock is quoted higher.

BUTTER WEAKER

Montreal

BUTTER.—A weak feeling prevails in the butter market with prices declining 2c. per lb. The arrival of New Zealand butter on the market with an increase in receipt of domestic butter, as compared with a year ago has given the market an easier tendency. There has been no marked improvement in the demand and the volume of business is small even at the lower level of the market.

BUTTER—		
Solids, creamery	0 34	0 35
Prints, creamery	0 35	0 36
Dairy solids	0 30	0 31

CHEESE MARKET QUIET

Montreal.

CHEESE.—The cheese market is quiet with prices ho'ding steady since supplies are held in a few hands and there is no pressure to sell. On the other hand the future of the market is weak with a tendency towards lower prices early in the spring.

CHEESE—		
Large, per lb.	0 19	0 20
Twins, per lb.	0 19	0 20
Do., white		0 27
Triplets, per lb.		0 20
Fancy old cheese, per lb.	0 28	0 30
Stilton, per lb.		0 30
Quebec	0 19	0 20

COOKED MEATS QUIET

Montreal.

COOKED MEATS.—The cooked meat market is steady under a limited demand.

COOKED MEATS—	
Jellied pork tongues	0 35
Jellied pressed beef, lb.	0 37
Hams, cooked	0 40 0 45
Pork pies (doz.)	
Sausage, pure pork	0 20
Ox tongue, tins	0 65
Mince meat, lb.	0 15½
Head cheese, 6-lb. tins, per lb.	0 10
Plate beef	22 00

SMOKED MEATS STEADY

Montreal

SMOKED MEATS.—The smoked meat market is quiet but as supplies are not large a steady feeling prevails with no important change. Buying for the local trade is for immediate requirements and despite the weaker hog market prices are expected to hold steady.

BACON—		
Breakfast, best	0 33	0 52
Smoked breakfast	0 28	0 40
Cottage rolls		0 28
Picnic hams		0 19
Wiltshire	0 25	0 28
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	0 25	0 28
Do., 14-20	0 25	0 28
Do., 20-25	0 21	0 22
Do., 25-30	0 18	0 20
Over 35 lbs.	0 17	0 19

HEAVY EGG PRODUCTION

Montreal.

EGGS.—A decidedly weak feeling prevails in the egg market. Prices of strictly new laid eggs have declined sharply and are now quoted at 52c. per doz. No. 1 are selling at 33c. while selects are quoted at 50c. Storage eggs are down to 38c. per doz. The egg market depends almost entirely upon the trend of the Chicago market. The supply coming from Ontario shows a big improvement while local offerings are larger. The weakness in the egg situation may be attributed to the mild weather that has prevai'ed in the Southern States which has resulted in a larger production than in former years at this period. Importations of Chinese eggs have been made and are now on their way East but by the time they reach this market their weakening effect will be nullified by the easy market for domestic eggs. The impression of the trade is that prices will go still lower in the near future, as the production is expected to be heavy.

EGGS—		
New Laid	0 50	0 53
Storage, selects	0 43	
Do., No. 1	0 38	

LARD UNCHANGED

Montreal

LARD.—There are no new developments in the lard marke'. Prices are steady with only a small trade passing.

LARD—		
Tierces, 60 lbs.	0 13½	0 14½
Pails, 20 lbs.	0 14½	0 15½
Tubs, 20 lbs.	0 14	0 15
Bricks	0 15½	0 17

HOG PRICES DECLINE

Montreal.

FRESH MEATS.—The course of prices for live hogs is again irregular with an easier trend. Prices show a decline of 50c. per cwt., with select light weighed quoted at $11.50 per cwt. weighed off cars. This decline with an easier market is due to larger offerings which have been attracted by the advance prices. Prices on fresh meats are maintained under an active and steady demand. Trimmed loins of fresh pork are quoted at 24c. per lb. and trimmed shoulders at 20c. per lb. The beef market shows further weakness after the strength of the Christmas season. Prices show a downward tendency.

FRESH MEATS—		
Hogs, live (selected, weighed off cars)	11 50	
Fresh Killed	16 50	17 50
Fresh Pork—		
Legs of pork (foot on)	0 20	0 23
Loins (trimmed)	0 23	0 24
Trimmed shoulders		0 20
Untrimmed		0 17
Pork sausage (pure)		0 20

Fresh Beef—	(Cows)		(Steers)	
Hind quarters	0 10	0 13	0 12	0 16
Front quarters	0 05	0 09	0 05	0 08
Loins	0 19	0 22	0 22	0 27
Chucks	0 07	0 08	0 08	0 09

POULTRY STRONGER

Montreal

POULTRY.—Since the holiday season the receipts of fresh killed poultry have been light, but this does not indicate any scarcity of stocks on hand. Buying by the dealers has been limited but storage supplies are very well cleaned up at this date. The market is showing more activity with prices a little firmer.

POULTRY—		
Dressed turkeys	0 50	0 52
Geese	0 28	0 30
Ducks	0 35	0 36
Chickens	0 34	0 42
Fowl	0 23	0 30
Roosters	0 18	0 23

HADDOCK HIGHER

Montreal.

FRESH FISH.—There is little change in the fish market. Prices are running steady with good supplies of cured haddock, filets and kippers on the market. The demand for cured and frozen fish shows improvement. Haddock is advanced to 6c. per lb.

FRESH FISH—	
Filets, 20 lb. boxes	0 17
Herring	0 08
Market Cod, fresh	0 07
Steak cod	0 08
Dressed B. C. Salmon	0 24
Haddock	0 06
Halibut	0 20
Flounders	0 10
Mackerel	0 16
White fish	0 18
Eels	0 13

FROZEN FISH—		
Haddock		0 06
Halibut		0 20
Chicken halibut		0 17
Market cod	0 05	0 05½
Steak cod	0 6½	0 07
Doree		0 11
Qualla Salmon		0 11
Dressed B. C. Salmon		0 22
White fish		0 13
Dressed pike		0 07
Mackerel		0 13

OYSTERS—		
Herrings		0 06½
Lake trout		0 14
Shell oysters, bbl.	8 00	15 00
Standard—Per No. 1 can		2 50
Do., No. 3 can		7 50
Do., No. 5		12 26
Jars—1 doz.	4 50	5 25

ONTARIO MARKETS

TORONTO, Jan. 18.—Butter and cheese show little change as compared with a week ago. The egg market is a shade firmer after the slump of last week with prices more firmly held at the lower basis of values. Lard and shortening continue steady and quotations unchanged, while margarine is slightly reduced on some brands. Cooked meats are generally unchanged but some houses are quoting cooked hams at a shade advance. Smoked and barrel meats generally are unchanged but a slight advance is noted on small smoked hams in some quarters. The hog market is a shade firmer than a week ago while cattle are easier under heavy receipts. Fish and poultry show little change.

BUTTER CONTINUES EASY

Toronto.

BUTTER.—The butter situation remains easy with quotations unchanged. The New Zealand butter that is offered is of a fair quality but if anything is slightly lacking in salt. This grade is quoted to the retail trade at 40c. per lb. print while the best grade of Ontario creamery is bringing 41c. Second grades are quoted around 38c.

BUTTER—

Creamery prints	0 38	0 41

CHEESE MARKET QUIET

Toronto.

CHEESE.—The market remains in an easy position with little business passing. December make of cheese is offered at the Toronto Produce Exchange at 15½c. to 16c. per lb., but there did not appear to be many anxious buyers during the week. Quotations to the retail trade for September and October cheese remains at 19½c. to 20c. while June cheese that has become well ripened is firmly held at 24c. to 26c. per lb.

CHEESE—

Large, new	0 19½	0 20
Do., June	0 24	0 26
Stilton, new		0 24

Twins, 1c higher than large cheese and triplets 1½ cents higher than large.

EGGS SLIGHTLY FIRMER

Toronto

EGGS.—The market has firmed up somewhat after the slump of last week. This is attributed chiefly to the colder weather also in part to the increased demand that has materialized since prices were reduced. The production of new-laids continues to show improvement although the supplies from local districts during past few days are somewhat reduced on account of the colder weather. As we go to press new-laid are quoted at 50c. to 52c. per doz. Select storage eggs at 40c. to 42c. and No. 1 at 42c. to 45c. per doz.

EGGS—

No. 1	0 40	0 40
Selects	0 42	0 45
New laid	0 50	0 52

LARD UNCHANGED

Toronto

LARD.—There are no changes to report in the market for lard. The situation is fairly steady under a fair demand.

LARD—

Tubs are ½c higher than tierces and pails one cent higher than tierces.

1-lb. prints	0 16	0 17
Tierces, 400 lbs.	0 13*	0 13¾

NO CHANGE IN SHORTENING

Toronto

SHORTENING.—This market continues fairly steady with quotations to the retail trade unchanged.

SHORTENING—

1-lb. prints	0 15	0 15½
Tierces, 400 lbs.	12½	0 13

MARGARINE DOWN ONE CENT

Toronto

MARGARINE.—The situation in margarine is a shade easier with some brands showing a slight reduction of one cent per pound. The best qualities now range from 23c. to 24c. while the second grades are selling around 18c. per lb. The demand is only moderate.

MARGARINE—

Mrgarine, No. 1	0 23	0 24
Do., No. 2		0 18

COOKED MEATS STEADY

Toronto.

COOKED MEATS.—There are no changes in cooked meats. Quotations are steady with ordinary round trimmed hams quoted at 36c to 39c. and square trimmed at 39c. to 41c. per lb.

COOKED MEATS—

Boiled hams, lb.	0 36	0 39
Do., square pressed	0 39	0 41
Boiled shoulders, lb.		0 28
Head cheese 6s, lb.		0 10
Choice jellied ox tongue, lb.		0 60
Jellied pork tongue		0 35
Bologna	0 13	0 15

Above prices subject to daily fluctuations of the market.

SMOKED HAMS SHADE HIGHER

Toronto

PROVISIONS.—In some quarters an advance of one cent per pound is registered on small and medium size smoked hams, but quotations on the larger sizes are unchanged. The situation appears to have a steadier to firmer tone.

Hams—

Small, 6 to 12 lbs.	0 28	0 27
Medium, 12 to 20 lbs.	0 26	0 27
Large, 20 to 35 lbs., ea., lb.	0 19	0 23
Heavy, 35 lbs., and upwards		0 18
Backs—		
Boneless, per lb.	0 36	0 37
Rolled, per lb.		0 40
Peameal	0 32	0 34
Bacon—		
Breakfast, ordinary, per lb.	0 25	0 29
Do., special trim	0 33	0 35
Cottage rolls		0 26
Roll, per lb.	0 23	0 23
Wiltshire (smoked boneless) lb.		0 26
Do., three-quarter cut		0 30
Do., middle		0 32
Dry Salt Meats—		
Long clear bacon, av. 50 to 70 lbs.		0 18
Do., av., 80-90 lbs.		0 15½
Clear bellies, 15-30 lbs.		0 19
Fat backs, 10-12 lbs.	0 13	0 15

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—

Mess pork	30 00
Short cut backs, 200 lbs.	32 00
Picked rolls, bbl., 200 lbs.—	
Lightweight	36 00
Heavy	31 00

Above prices subject to daily fluctuations of the market.

HOG PRICES SHADE HIGHER

Toronto.

FRESH MEATS.—Heavy shipments of cattle at the Union Stock Yards resulted in values being slightly reduced. The week opened with hogs slightly higher than the previous week. In dressed meats there is little change.

FRESH MEAT—

Hogs—

Live, off cars, per cwt.	10 50	11 00
Live, f.o.b., per cwt.	10 00	10 50
Live, fed and watered, cwt.	10 75	11 25
Dressed, light, per cwt.	13 00	15 00
Do., heavy, per cwt.	10 00	12 00
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 22
Loins		0 24½
Fresh hams, lb.		0 23
Tenderloins, lb.		0 52
Picnics, lb.		0 17
Montreal shoulders		0 18
Boston buts, lb.		0 21
New York Shoulders		0 18
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 14	0 18
Front quarters, lb.	0 08	0 10
Ribs, lb.	0 12	0 18
Chucks, lb.	0 08	0 10
Loins, whole, lb.	0 25	0 28
Hips, lb.	0 12	0 14

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb.	0 13	0 14
Sheep, whole, lb.	0 08	0 12
Spring lamb	0 20	0 24

Above prices subject to daily fluctuations of the market.

FISH PRICES STEADY

Toronto.

FISH.—The fish market is brisk with quotations ruling fairly steady. The shortage of cod and haddock that was apparent last week on account of storms on the Atlantic coast is over for the time being and supplies of all lines this week are well represented. Headless and dressed pike are slightly higher at 7c. to 8c. per lb. while smoked salmon snacks ar a shade lower at 22c. per lb.

FRESH SEA AND LAKE FISH

Cod steak, lb.	0 10	0 11
Do., market, lb.		0 09
Oysters, No. 1 tins	3 25	3 70
Do., No. 3 tins	9 25	11 10
Do., No. 5 tins	15 00	18 00
Do., glass jars, doz.	5 00	5 75
Do., shell, per bbl.	13 50	14 00
Smelts, No. 1, per lb.		0 18

FROZEN FISH

Halibut, medium	0 18½	0 19½
Do., chicken	0 17	0 18
Do., Qualla	0 12	0 13
Flounders	0 09	0 10
Pike round	0 04	0 05
Do., headless and dressed	0 07	0 08
Salmon, Cohoe	0 16	0 17
Do., Red Spring	0 21	0 22
Brill	0 10	0 11
Sea Herring	0 07½	0 08

SMOKED AND SALT FISH.

Haddies, lb.	0 10	0 13
Fillets, lb.		0 16
Kippers, box	2 25	2 75
Bloaters	2 00	3 00
Ciscoes, lb.		0 18
Salmon snack, lb.		0 22
Digby chicks, 5 to bundle		1 20
Boneless Digbys, 10 lb. box		1 65
Shred cod, box 24 cart.		2 20
Cod, 1 lb. tablet, box 24s.		3 20
Quail on toast		0 14
Holland Herrings, mixed 10-lb. keg.		1 10
Do., milkers, 10 lb. keg		1 20
Labrador Herrings—		
Kegs, 100 lbs.		6 50
Do., barrels, 200 lbs.		12 00

POULTRY PRICES MAINTAINED

Toronto.

POULTRY.—There is little change in the poultry situation. Prices are well maintained but the receipts are somewhat smaller. The demand too, is only moderate.

Poultry—

Prices paid by dealers—

	Live.	Dressed.
Turkeys	0 35	0 45-47
Chickens, spring	20-22	25-30
Roosters	0 12	0 15
Fowl over 5 lbs.	0 20	0 23
Fowl, 4 to 5 lbs.	0 15	0 20
Fowl, under 4 lbs.	0 10	0 16
Guinea hens, pair	1 25	1 50
Geese	....	0 26
Ducks, 4 lb. and over	0 20	0 28
Prices quoted to retail trade:	**Dressed:**	
Ducklings	0 32	0 34
Hens, heavy	0 26	0 28
Do., light	0 16	0 20
Geese	....	0 30
Turkeys	....	0 50

MANITOBA MARKETS

WINNIPEG, Jan. 18.—The produce market has been quiet during the week and some changes have developed. Hogs have weakened with the heavy offerings. There is no change in either smoked, cured or cooked meats, but the tendency is for higher prices on these lines. The butter market is weak and has shown a decline. The egg and cheese markets are also weaker and lower prices are quoted. The demand for poultry has fallen off but prices are well maintained. The lard market is steady and indications point to higher prices.

BUTTER PRICES LOWER

Winnipeg.

BUTTER.—The butter market is showing weakness and quotations are down 3 c. per lb. There is little improvement in the volume of business done. Best creamery is selling at 42c. per lb.

BUTTER—

Creamery, best table grade	0 42
Best table grade solids	0 40
Margarine	0 22 0 25

CHEESE MARKET QUIET

Winnipeg.

CHEESE.—The market continues quiet. There is no improvement in the demand. Ontario large is quoted at 20c. per lb.

CHEESE—

Stilton cheese, large, lb.	0 24
Ont., large, lb.	0 20
Ont., twins, lb.	0 20½
Ont., triplets, lb.	0 21

EGG MARKET EASIER

Winnipeg.

EGGS.—The egg market has an easier tone. There is a steady demand for new laid and receipts are increasing. The quotation on new laid is 55c. per doz. in cartons. Select eggs at 48c. and No. 1 candled at 40c. per doz.

COOKED MEATS UNCHANGED

Winnipeg.

COOKED MEATS.—There is no change in quotations on cooked meats. The market has a steadier tone and tendencies point to slight advances on cooked hams. The demand is light.

COOKED MEATS—

Hams, best quality, skinned 8-14 lbs.	0 43
Do., 13-16 lbs.	0 41
Roast ham, lb.	0 43
Roast shoulders, lb.	0 29
Pork tongues, lb.	0 26
Head cheese, 6-lb. tins, lb.	0 12
Jellied ox tongues, lb.	0 48
Luncheon cooked meats	0 16

CURED MEATS FIRMER

Winnipeg.

PROVISIONS.—Al hough there are few actual changes on smoked and cured meats, the situation is decidedly firmer. The demand is improving and higher prices are expected very shortly.

Hams—

8 to 16 lbs., per lb.	0 33
16 to 20 lbs., per lb.	0 33
Boneless, 8-14 lbs., per lb.	0 37
Skinned, 14-18 lbs., per lb.	0 33
Skinned, 18 to 22 lbs., per lb.	0 33
Bacon, 6 to 10 lbs., per lb.	0 40
Cottage rolls, boneless	0 24
Bellies 6 to 10 lbs., per lb.	0 34

FIRMER LARD MARKET

Winnipeg

LARD.—The lard market has a firmer tone and quotations while firmly held are apt to show an advance. Lard in tierces of 400 lbs. is quoted at 15c. per lb. with shortening at 14c.

LARD—

Pure lards, No. 1 quality, per lb. (in tierces 400 lbs.)	0 15
Do., wooden pails, 20 lbs. pail	3 40
Shortening, tierces of 400 lbs.	0 14
Do., per pail, 20 lbs.	3 20

POULTRY UNCHANGED

Winnipeg.

POULTRY.—There has been a falling off in the demand for poultry. The market however, is holding steady with practically no change in prices.

POULTRY—

Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
Do., 3½ lbs. and up, per lb.	0 30
Fowl, 3½ lbs. and under, per lb.	0 22
Do., 3½ lbs. and up, per lb.	0 24
Turkeys, young, per lb.	0 37 to 0 42
Duck, per lb.	0 30
Geese, per lb.	0 27 to 0 30
Roosters, per lb.	0 20

LITTLE CHANGE IN FISH

Winnipeg

FISH.—The market holds fairly steady under a good demand. In the meantime prices are steady as compared with a week ago.

FISH—

Brills	0 09
Herring, Lake Superior, 100-lb. sacks	4 00
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15½
Salmon, Cohoe, in full boxes, 300 lbs.	0 16
Salmon, Cohoe, in broken cases	0 17
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 09
Whitefish, dressed, case lots	0 12½
Whitefish, dressed, broken cases	0 13
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Haddies, in 30-lb. cases, per lb.	0 12
Kippers, East. Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 17
Salt Fish—	
Holland Herring, milkers, 9-lb. pail, pail	0 90
Holland Herring, mixed, 9-lb. pails, pail	0 85

HOG MARKET EASIER

Winnipeg.

FRESH MEATS.—The hog market has shown an easier tone and prices on live selected hogs are quoted at $9.25 per cwt. The cattle market is maintaining a firm tone and choice quality steers are quoted at $6.00 with the fair to good kinds at $4.50 to $5.75. Desirable heifers have ready sale at $5.00 to $5.50. Veal calves are showing a firmer tone and are quoted at $8.00 to $10.00. The demand for sheep and lambs is somewhat quiet and best quality lamb is quoted at $7.25 to $8.75 and mutton sheep from $4.50 to $5.50.

Hogs—		
Selected, live, cwt.		9 25
Heavier	6 50	7 50
Light	9 00	9 25
Sows	5 00	6 00
Fresh Pork—		
Loins of pork, lb.	0 25	0 27
Spare ribs		0 16
Loins of pork, lb.	0 25	0 27
Fresh hams, lb.	0 20	0 26
Shoulders	0 13	0 15
Fresh beef—from steers and heifers—		
Hind quarters, lb.	0 10½	0 14
Front quarters, lb.	0 06	0 08
Whole carcass, good grade, lb.	0 8	0 11
Mutton—		
Choice, lb.		0 18
Choice long hinds (legs and loin)		0 27
Choice Stews		0 10
Lambs—		
Choice, 30-45 lbs.		0 23
Veal		
Good veal, 40 to 80 lbs., hind quarters		0 20

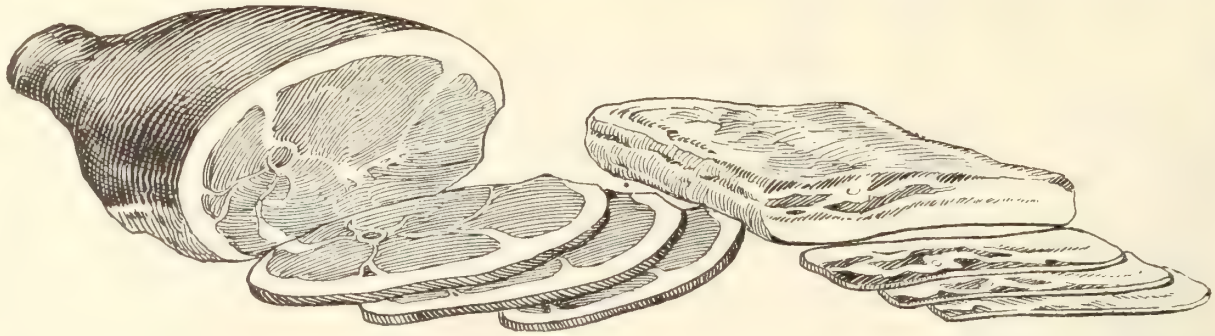
SMALLER FLOUR IMPORTS REQUIRED BY ITALIANS

The current number of The Commercial Intelligence Journal, issued by the Department of Trade and Commerce, contains an article by Trade Commissioner W. McL. Clarke, relative to the sale of flour in Italy.

During the period of Government control, Italy imported a considerable quantity of foreign flour, principally from the United States and Australia, although in 1918 and 1919, some 25,000 tons were imported from Canada. Since that date, however, the opportunities for Canadian flour have decreased, not because of its unpopularity, but because the native milling industry has considerably increased. Additional reasons militating against the prospects of increased sale are the very high Italian tariff and the long transportation haul, which prevents reasonable competition with the European product.

The outlook for Canadian millers, however, is not entirely dark, as the quality of our hard wheat flour should permit a steady, if limited, market when exchange conditions are once more proximately normal.

A woman in Western Ontario was fined $50 and costs for selling lightweight and adulterated butter to a merchant. The butter was located on the Toronto market by an inspector.



ROSE BRAND FOODS

When you sell Rose Brand Pure Foods you supply your customers with the highest quality products that 69 years' experience has enabled us to select and prepare. You have sold goods that will add to the prestige of your store and inspire confidence in the mind of the customer. Best of all, you have sold goods that will bring the buyer back to your store. Folks don't forget where they buy products that satisfy as Rose Brand do.

CANADIAN PACKING COMPANY, LTD.

TORONTO ONTARIO

PACKING HOUSES:	BRANCHES:
Peterboro	Fort William
Montreal	Sudbury
Brantford	Sydney, N. S.
Toronto	Charlottetown, P.E.I.
Hull	Winnipeg, Man.

Has a spider any sense? Perhaps not. But he teaches a lesson.

The spider's web, the home of the spider, is a familiar sight to many grocers. That the spider should choose to raise his family amid stock of the slowest turnover—or no turnover at all—is no mere coincidence.

The spider simply does not get acquainted with certain thoroughly advertised goods.

As far as Postum, Grape-Nuts and Post Toasties are concerned—"there's a reason"—and a good one.

The sale of these three popular products is guaranteed. And for that also there is a reason.

Back of Postum, Grape-Nuts and Post Toasties is a persistent, year-'round National advertising campaign constantly telling the consumer of the merits of these wholesome foods—

Resulting in the elimination of all risks on the part of the grocer, insuring quick turnover and taking the fit out of profit.

Canadian Postum Cereal Co., Limited
Windsor, Ont.

THERE isn't a faster selling or more profitable line of canned sea products on the market than *Brunswick Brand Sea Foods*. The sales records of the majority of successful merchants throughout Canada will prove this statement to be a real fact—not a particle of exaggeration. In this there is something to ponder over for the grocer who has never before experienced the big extra profits and satisfaction in selling these Brunswick National favorites.

If you would make 1922 a more successful year you must concentrate on the live sellers. Ask your wholesaler for a sample order and put these Brunswick "business getters" to work for you. Your cash register will show you they're tireless workers.

You can heartily recommend

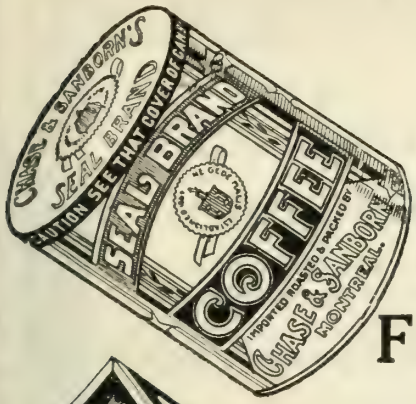
¼ Oil Sardines	Kippered Herring
¼ Mustard Sardines	Herrings in Tomato Sauce
Finnan Haddies (Round tins)	Clams.

Connors Bros., Limited

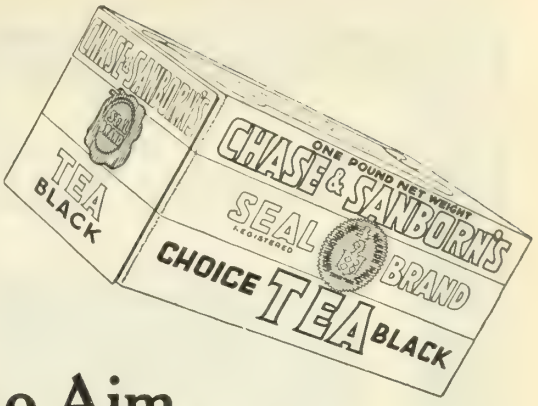
BLACK'S HARBOR, N.B.

Winnipeg Representatives:

Chas. Duncan & Son, Winnipeg, Man.



CHASE & SANBORN'S HIGH GRADE TEAS AND COFFEES



For Merchants Who Aim to Sell the Best to People Who Demand it.

CHASE & SANBORN
MONTREAL

LION Brand Swiss Emmental Gruyere Cheese packed in individual portions and in eight ounce loaves. This cheese has no equal and the demand is larger than the supply.

Sole agents

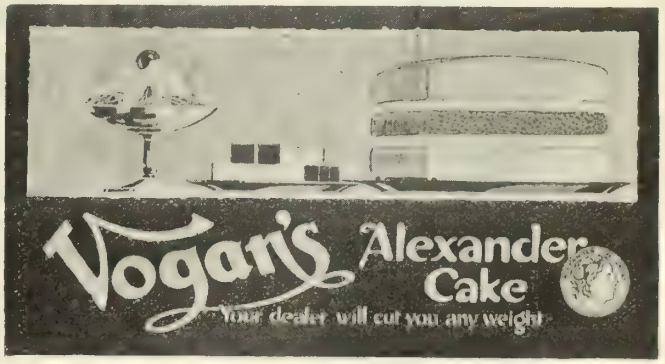
Importers

Amoroso & Malagodi Co., Limited

119 & 121 St. Henry St., Montreal

Your Cake Department

is not complete unless you are selling **Vogan's Fruit Cake** and **Vogan's Alexander Cake.**



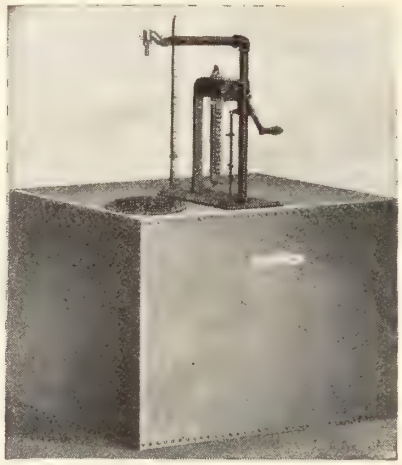
The beauty of buying these is that you buy direct from manufacturer, saving 10 per cent. of your good money and keep a fresh supply on hand all the time.

Quotations gladly furnished to grocery and confectionery merchants

Vogan's Limited

TORONTO

Bowser Equipment Protects Food-stuffs From Contamination



Old-fashioned methods of handling kerosene are bound to be accompanied by over-flowed measures and cans with the unavoidable result of soiled hands and clothes.

Soiled hands contaminate food-stuffs—and contaminated food-stuffs cause dissatisfied customers.

The loss of one good customer will cost you in one year the price of a Bowser Tank.

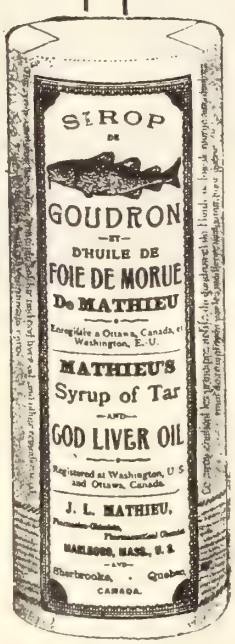
That's why it pays well to put in a Bowser Tank first and give all your customers satisfactory service.

It's a reasonable investment. Make it now.

Bowser Equipment is MADE IN CANADA by
S. F. BOWSER Co., Ltd., 66-68 Frazer Ave., Toronto

Write for Illustrated Booklet C-11

BOWSER
ESTABLISHED 1885
PISTON-TYPE MEASURING PUMPS



How Many Customers will enter Your Store with Colds this Winter?

MATHIEU'S
SYRUP OF TAR
AND
COD LIVER OIL

Winter is the season when coughs and colds are rampant and hundreds of your customers will undoubtedly have their share. Don't let them go to a drug store to buy cough remedies when **you** can sell them in your store and reap handsome profits by giving them Mathieu's Syrup of Tar and Cod Liver Oil, the nationally known and dependable cough remedy. Leading grocers throughout Canada are earning big profits selling this excellent remedy. Why not get your share?

J. L. MATHIEU CO.

PROPRIETORS

SHERBROOKE - QUEBEC

To The Grocery Trade:

In two weeks' time our travellers will be calling upon you with a full line of Grocery Sundries, including Canned Fruits, Canned Vegetables, Pure and Blended Jams, Pickles, Catsup, Fruits in Glass, Peanut Butter, Olives, Jelly Powders, Maraschino Cherries, Shredded Cocoanut, Flavoring Extracts, etc., and will also start booking orders for the 1922 pack of canned goods.

We wish again to emphasize that it is the policy of this Company to produce only the highest grade of merchandise; our lines not competing with ordinary brands, but establishing and maintaining a quality standard of their own, equal or superior to the best imported goods.

We will appreciate any courtesy that you may extend to our representative when he visits you.

UNITED FOOD PRODUCTS LTD.

Head Office: **HAMILTON, ONT.**

Is It a Good Man You Want?

Wishing and wanting won't get him for you. Advertising probably will. You ask what paper to use? Well, you can waste a lot of good money using wrong papers. The best one to use is CANADIAN GROCER.

This newspaper is probably read by the man you will engage. At any rate, if you want a man trained, the chances are that he sees and reads CANADIAN GROCER. If your advertisement tastes good to him, the chances are he'll answer it. Then it's up to you to land him.

But look for him where he's likely to be—behind some counter or desk in a retail or wholesale grocery house.

You never can tell what's in the mind of men to make them willing to change. Perhaps it's money; perhaps a cranky boss; perhaps climate; perhaps a girl. But it will be something or other.

Sometimes the first insertion of an advertisement finds the man. Sometimes you will have to keep on advertising.

Our part is not to guarantee you answers, or to promise any. We have no control over such things. But we can put your advertisement—and do—into about 6,500 grocery stores, wholesale and retail, all over Canada. This is our part. And surely 6,500 is enough.

Rate is 3 cents a word first insertion and 2 cents per word each subsequent insertion. Numbers count as words. Use a Box Number if you prefer. Five cents per insertion extra for Box Number. Make advertisements brief as a telegram.

Payable Strictly in Advance

Address to:

CANADIAN GROCER Want Ads.

153 University Ave. **Toronto, Ontario**

EUREKA

SERVICE

Eureka Refrigerator's service to you can be increased one hundred per cent. if you order your refrigerator in plenty of time.

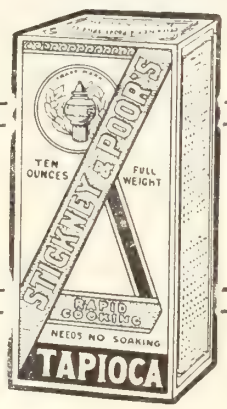
You will get greater and longer Service if you have your new Eureka Grocer's Refrigerator in your store before the Spring and warm weather comes.

Why run the risk of losing real dollars next season through delay in ordering your Eureka Refrigerator.

We have a large, well assorted stock ready for shipment at once. Write today for free illustrated literature.

Eureka Refrigerator Co., Limited
Head Office & Factories, Owen Sound, Ont.

EASY TO COOK



EASY TO SELL

Stickney & Poor's RAPID COOKING TAPIOCA

makes dainty, delicious desserts in a jiffy. Your customers will buy it again and again, once they know how easy it is to prepare—and the uniformly satisfactory results S. & P. Tapioca gives them. Like all S. & P. products—it represents the utmost in quality. Stock it you'll sell it FAST.

Your co-operating servant,
MUSTARDPOT.

STICKNEY & POOR SPICE COMPANY
1815 Century old - Century honored 1922
HALIFAX
Mustards - Spices - Seasonings

NUCOA

"A Wholesome Delicious Spread for Bread"

Profit to Dealer— Quality to Consumer

The increasing demand for Nucoa is due entirely to its supreme quality. Nucoa, the wholesome, delicious spread for bread, is made wholly of pure, sweet nut oils and pasteurized milk. Bread and Nucoa is used three times a day on the tables of rich and poor alike:—

—but the price of Nucoa is a very moderate one, and its importance, as an item of worth-while economy, creates many calls for Nucoa. The retail grocers' margin is a very fair and satisfactory one. Nucoa is one of the most profitable staples you can add to your stock. Write us for the name of your nearest jobber.

THE NUCOA COMPANY
Nucoa Building
Fourth Avenue at 23rd Street
NEW YORK CITY

NUCOA
NUT MARGARINE
OLEOMARGARINE
THE NUCOA COMPANY
WE GRANT THE PRODUCT OLEOMARGARINE TO COMPLY WITH THE LAW, BUT IT IS ABSOLUTELY FREE FROM ANIMAL FATS

LAKE SUPERIOR HERRING

In kegs, half kegs, and pails

British Columbia Cohoe,

Qualla, and Halibut.

Georgian Bay frozen, also pickled trout,

Manitoba Whitefish.

LEMON BROS.

Owen Sound, Ontario

Fruit, Produce & Commission Merchants

SOUTHERN VEGETABLES

New Cabbage	Cauliflower
Shallots	Parsley
Lettuce	Escarole
Endive	Celery

Now Arriving in Car Lots

WHITE & CO., LTD.

Wholesale Fruit & Vegetables

TORONTO

Y & S STICK LICORICE

in 10c Cartons

Everything in Licorice for all Industries using.

LICORICE

in any form.

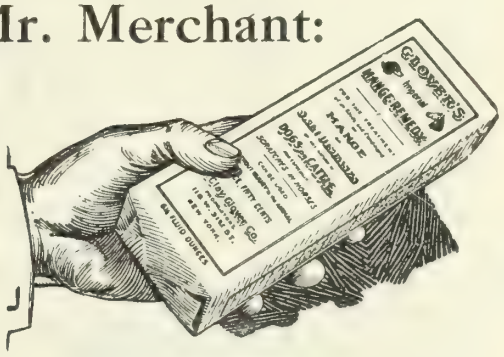
Made in Canada by

National Licorice Company

MONTREAL

Catalogue and Price List on Application.

Mr. Merchant:



Here is the Leader of hair tonics and renewers

Glover's Mange Medicine

A business success of over 35 years is behind this medicine.

Advertising matter bearing imprint and display cards supplied gratis.

H. Clay Glover Company, Inc.

118 West 31st Street New York City

For All Bulk Foods Use the "Riteshape"

BUTTER
LARD
DRIPPING
SAUSAGE
HAMBURG

FRUIT
VEGETABLES
PICKLES
FISH
MEATS

All sizes, from ½-lb. to 10-lb. All Riteshape containers warranted perfect. Each shipment carefully inspected, accurately counted, then assembled into sealed packages suitable for an average day's supply and your whole order packed in strong wooden crates. The Riteshape will save you time and money and make a splendid impression of quality on your customers.

Write for Sample and Prices

Victoria Paper & Twine Co.

439 Wellington Street West, Toronto

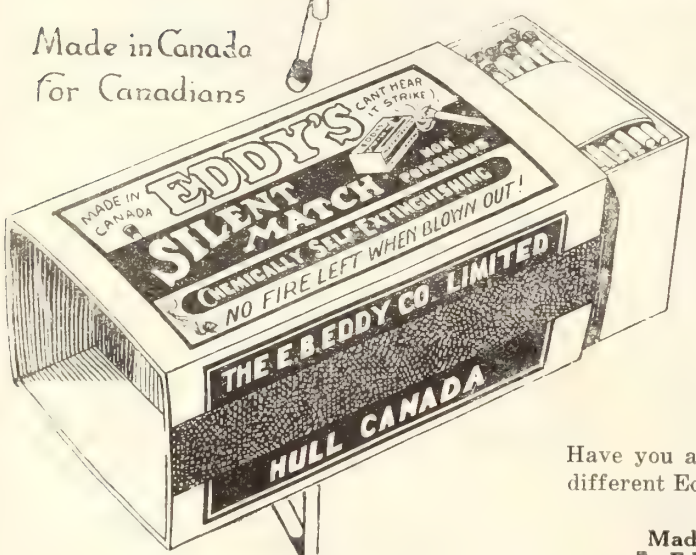
Sole Canadian Wholesale Distributors for the manufacturers—The Oval Wood Dish Company, New York.

The Perfect Wood Container

Odorless, non-absorbent, clean, handy, economical, neat and compact. No waste of the food product. Requires less paper and string to wrap. Makes unusually attractive display on counter or in window.

You Can Sell Eddy's With Confidence

Made in Canada for Canadians



Every customer of yours knows Eddy's Matches.

So firmly is Eddy quality established with the Canadian public that "EDDY'S" and "Good Matches" have come to be regarded as synonymous terms.

And rightly so. For Eddy's Matches are just as good, just as safe and just as dependable as modern match-making science and more than 70 years' match-making experience can make them.

Have you a stock on hand? There are more than thirty different Eddy varieties—a right match for every occasion.

Made at Hull, Canada, where the popular Eddy Fibreware Utensils are produced

The E. B. Eddy Co. Limited, Hull, Canada

ROYAL ACADIA SUGAR

will please your most particular customers

MAKE this brand your standard through the coming season.

2 lb. - 5 lb. Cartons.
10 - 20 - 100 lb. Bags.
Half Barrels and Barrels.

EVERY GRAIN
PURE CANE

ACADIA SUGAR REFINING CO., LIMITED
Montreal Halifax

A Dessert that Physicians Prescribe

For more than a generation, and in a great variety of cases, physicians have prescribed

Junket
MADE *with* MILK

A dainty, most delicious dessert, it is at the same time one of the most nourishing and easily digested of all foods.
This double powerful sales appeal produces steady profits for dealers throughout the Dominion.

Junket is made from Junket Tablets or Junket Powder. The Powder is simply a newer, more convenient preparation with sugar and flavoring already added. Six pure flavors. Each package enough for one meal for the average family.

Order from your Jobber.

Chr. Hansen's Canadian Laboratory
Toronto, Ont.

Loggie, Sons & Company,
Selling Agents for Canada

SPRATT'S

Celebrated

Dog Foods and Cage Bird Foods.

Stocks carried by

Sole Agent for Ontario

A. R. Y. Colclough

23 Scott St., Toronto

Telephone Main 1574

SPRATT'S PATENT Limited

London, England

"OAKEY'S"

WELLINGTON KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.I. Eng.

Agents:

John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B.C.

Cane's Pencils, extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.

Newmarket, Ontario

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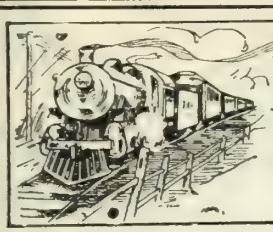


BUYERS' MARKET GUIDE
Latest Editorial Market News

TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

The advertiser would like to know where you saw his ad.—tell him.

Good Sellers make business easy
BAKER'S
Cocoa and Chocolate
on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.

Registered Trade Mark

Made in Canada by
Walter Baker & Co. Limited
Dorchester, Mass. Montreal, Can.
Established 1780

CRAB MEAT MAY BE LOWER

An advice from Tokio on the result of the pack of Japanese crab meat says: "The new season's crab meat will not be on the market say until April, but next month, when some idea of the extent of the catch can be formed, negotiations will probably start and forward contracts entered into. The business is usually transacted in this manner unless the catch is either very small or large, but as long as it is about normal the above procedure will in all probability be followed. Though prices are considerably lower than during the war they are still a good deal above those in pre-war days, but it is considered there is more possibility of a decline than otherwise. The cost of tin plate is extremely low and the tendency to economize would seem to be factors arguing for a fall in values."

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

NEW BRUNSWICK POTATOES
Largest shippers of Seed and Table Potatoes. DELAWARES, IRISH COBBLERS, GREEN MOUNTAINS. Loading daily. Wire for prices.
NEW BRUNSWICK POTATO EXCHANGE LTD.
WOODSTOCK, N.B.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

Say you saw it in
CANADIAN GROCER
it will help to identify you

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

J. & J. Taylor's Safes

One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. **Price $250.00.**
One J. & J. Taylor safe 18 inches deep, two feet 9 inches wide. four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. **Price $200.00.** Box 108, Canadian Grocer.
153 University Ave., Toronto

FOR SALE

GENERAL STORE FOR SALE IN FARMING community. One of the most up-to-date in the North; fully equipped; no opposition. Reason for selling am interested in an Ice cream manufacturing plant and wish to devote all my time at this new enterprise. For particulars apply to Nap. T. Roy, Markstay, Ont.

FOR SALE — 120 ACCOUNT — McCASKEY account register in good condition. Price, $45.00. Thos. W. Sword, Maple Lake Station, Ontario.

FOR SALE

FOR SALE GENERAL STORE BUSINESS. Dry Goods, Groceries, in the best town in Ontario. Address, M. J. Howe, 31-33 Main Street, Pembroke, Ont.

WANTED

ENERGETIC SALESMEN WHO HAVE ESTABLISHED connection with the retail grocery trade to sell well-known brand of Canned Goods and Pickles as a side line. Generous commission will be paid to those who get results. State qualifications when replying, as inexperienced men will not be considered. Box 150, Canadian Grocer.

MISCELLANEOUS

CALLING ON THE GROCERS OF QUEBEC City and district, would like a good side line. Box 35, Canadian Grocer, 128 Bleury Street, Montreal.

When Writing to Advertisers Kindly Mention This Paper.

How To Subscribe

Those desiring to subscribe to this paper may use form below. Mail to nearest office. The offices are: 314 Carter Cotton Bldg., Vancouver; 901 Confederation Life Bldg., Winnipeg; 153 University Ave., Toronto; and Southam Bldg., 128 Bleury St., Montreal.

CANADIAN GROCER
MacLean Publishing Co.

Please enter my name as a subscriber to Canadian Grocer. Enclosed is Money Order for $4 (four) dollars for 52 copies, one each week. Cheque

Name .....
(Write plainly)

Address .....
(Write plainly)

Other subscription rates are: Great Britain, South Africa and West Indies, 16s a year; United States, $4.50 a year; other countries $6 a year; single copies, 25c., in advance.

No other soap satisfies so well as Ivory Soap!

There is no real competitor of Ivory Soap. Not only should you have it to supply to your customers when they ask for it—but you should push it, because it gives greater satisfaction than any other soap.

It comes to your store as a soap already sold to many of your customers. Proper handling of it is proof to your trade that you are sincere in trying to serve them.

PROCTER & GAMBLE PRODUCTS - EST. 1837 -

Ivory Soap
P and G The White Naphtha Soap

Gold Soap
Pearline
Lenox Soap

and

The Procter & Gamble Distributing Co.
of Canada Ltd., Hamilton, Ontario

Branch
50 Bay St., Toronto, Ontario

CRISCO
For Frying · For Shortening
For Cake Making

—the pure, vegetable shortening that is displacing lard in up-to-date homes and grocery stores. Gives more satisfaction to the housewife; more profit to the dealer. Net weight sanitary packages; one pound and larger.

Don't Drive Your Customers To Your Neighbor's Store

IN equipping your store there is only one thing better than a Dayton Scale—and that is MORE DAYTONS.

One Dayton will work wonders as a time and money saver in any store—but it can't do the work of two.

Satisfied customers—the buyers who leave your store with a smile after receiving prompt service—are the people who build your business and enlarge your bank balance.

Can you count yourself an up-to-date merchant if you receive such complaints as this: "Your clerks are courteous and trying hard to catch up with the rush—but half a dozen men can't use ONE SCALE at once. I must hurry along next door where I can get service."

Many of the large retail stores began in small quarters and with limited capital. One small Dayton in those days served their purpose. Today they use, six, eight or ten.

The successful store is not merely content to keep pace with the growing business — it KEEPS ONE STEP AHEAD. For to-morrow's business it equips itself today — especially with the modern, mechanical service-givers which so largely determine income and measure profits.

Daytons save customers' time, clerks' time, speed up service and protect the merchant against the deadly trickle of profits through false weights.

DAYTON

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

Frank E. Mutton, Vice-President and General Manager. HEAD OFFICE and FACTORY—Royce and Campbell Avenues, Toronto.

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld.

Also Manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

Featuring Marmalade

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI PUBLICATION OFFICE: TORONTO, ONT., JANUARY 27, 1922 No. 4

THE Purest of Pasteurized Barley Malt Extract with the Highest Grade of Hops - enclosed in a bright attractive carton - should command the attention of your customers.

In addition to these essential points, each package contains a complete "Book of Recipes" for the preparation of Malt Bread, Cakes, Confections, etc., and successfully tried formulas for Home Beverages, - Patent Caps for Bottling, - French Filter Paper and other exclusive features, while our advertising campaign will make it the most called for and saleable line you can handle.

Order through your jobber to-day.

Be sure to ask for "LIBERTY BRAND" - The package with the "Ten Features".

Bottled by The

LIBERTY PACKING COMPANY (REGISTERED)

140 CLARK STREET - MONTREAL, P. Q.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested

ANNOUNCEMENT

RUGGLES TRUCKS

ONE TON CHASSIS

$1585

F. O. B. LONDON

RUGGLES AUTHORIZED SERVICE

TWO TON CHASSIS

$2285

F. O. B. LONDON

ASK FOR COMPLETE CATALOGUE

"There's a **RUGGLES** *for every Purpose"*

RUGGLES MOTOR TRUCK COMPANY, LIMITED

Head Office and Works - London, Ontario

"Canada's largest exclusive truck builders"

"EAGLE BRAND" CONDENSED MILK
"ST. CHARLES" EVAPORATED MILK
MALTED MILK—SQUARE PACKAGES

Borden's

"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
Chocolate Flavor Malted Milk

Suggestions always increase sales--

Are you getting all the profits you can from **Borden's popular Milk Products**—or do you just put them on your shelf and wait for orders?

Hundreds of aggressive grocers throughout Canada have found out that by frequent displays in their windows and on their counters and by suggesting to every customer their convenience, economy and deliciousness that they have increased their sales in an almost unbelievable manner. No doubt many of your customers do not know that **St. Charles Milk** whips like cream and improves every recipe in which it is used—many will not know that Eagle Brand Condensed Milk (sweetened) can be used with all recipes calling for milk and sugar, also saves the use of butter—that Reindeer Coffee does away with percolators and coffee pots and makes delicious and economical coffee without the addition of sugar or milk. If you tell your customers these facts and work in frequent displays you will get all these extra profits that are waiting for you. Everybody knows suggestions increase sales. Try this plan out. The results will surprise you.

MONTREAL **The Borden Co. Limited** VANCOUVER

Central Packing Plant of United Food Products Limited, Dundas, Ontario

THE above photograph shows the lands and buildings at Dundas, Ontario, purchased by our Company as a Central Packing Plant.

Our object in acquiring this plant is to provide adequate accommodation for the manufacture of a wide line of food stuffs, under one roof and one management, standardizing production and reducing costs.

By manufacturing a wide range of products at one point, it will be possible for us to make up carlot shipments of perishable goods during the winter months, a feature that our customers will appreciate.

Situated in the heart of the Niagara district, within four miles of the largest fruit and vegetable market in Canada, adequate supplies of vegetables and fruits, fresh from the growers are assured.

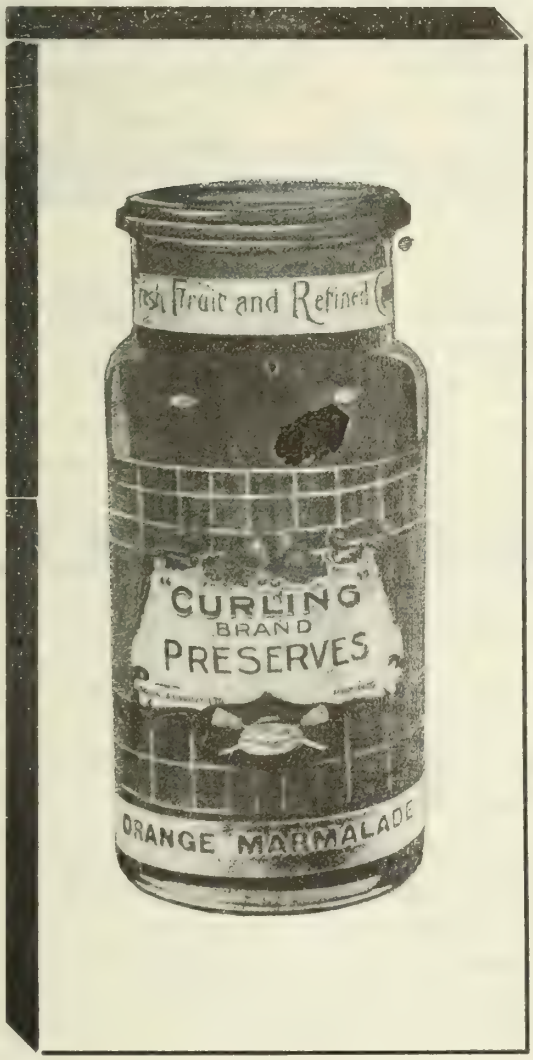
When the necessary alterations have been completed, we will have one of the largest and best-equipped food manufacturing plants in Canada; a bright, cheery, sunlit factory, where only the highest quality goods will be produced.

United Food Products Limited

Head Office - Hamilton, Ontario

"ST. WILLIAMS"

CURLING BRAND MARMALADE



Now is the time to place your orders for the

NEW 1922 PACK

THE new pack of this national favorite is now ready for the trade. Place your orders now to secure timely deliveries.

Curling Brand marmalade is made from the finest Seville oranges and pure cane sugar. Its wide popularity and unsurpassed quality will win you big profitable sales and steady repeats.

PACKED BY

ST. WILLIAMS FRUIT PRESERVERS

SALES AGANTS

Langley, Harris and Company

LIMITED

WINNIPEG TORONTO MONTREAL

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers' Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

S. G. Freeze & Co.
Wholesale Grocery Brokers and
Manufacturers' Agents
806 Herald Building,
Calgary, Canada.

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

Say You Saw It In
Canadian Grocer,
It Will Help To
Identify You

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

CAN GIVE YOU

SERVICE

and by **service** we mean we give our principal's account **preferred attention** in every respect; **we** have a **sales organization** second to none; **exceptional warehouse accommodation** at all points, along with the **financial responsibility** which means much to the **manufacturer** who wants some guarantee of **stability** from their representatives.

THE NATIONAL BROKERS

HEAD OFFICE:
WINNIPEG, MAN.

Branches: REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER, MONTREAL.
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

WILLIAMS STORAGE LIMITED

W. R. WILLIAMS, PRESIDENT AND MANAGER

The Largest Storage, Distributing and Forwarding House in Western Canada

Concrete and Steam-Heated Warehouses - Excellent Track Facilities

LOW INSURANCE

"SERVICE" is Our Motto - WINNIPEG

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

Standard Goods Win Abiding Trade

Cottam Bird Seed

The Standard of Bird Keepers and Grocers Since 1881

The Advertisers would like to know where you saw their advertisements–tell them.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Personal Marketing Service

The **"House of Scott-Bathgate"** offers manufacturers who are desirous of successfully placing their products in the rich Western field a personal selling organization with an 18-year-old reputation for producing big results.

We have successfully placed such products as Christie's Biscuits, Robertson's Confectionery and Hungerford & Smith's Fountain Supplies and we can do the same for yours. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

½ million buyers see an advertisement similar to this every week. Display the Tea. The Codville Company Ltd.

5

Ship Your Goods to the Well Known Firm of H. L. Perry Co., Limited, Storage (Free and Bond.)
Distributing and Assembling
of Pool Cars Our Specialty

COMMISSION DEPARTMENT

Coupled with the above service, we have a Commission Department with a competent staff, operating throughout the entire West.

This department will execute any buying or selling commissions for you.

This Combination of Departments offers a service that is unique.

THE H. L. PERRY CO., LTD.

214 Princess St. - WINNIPEG

Storage and Distribution

Winnipeg

Insurance 30c

We operate the largest fleet of motor trucks in

Western Canada

Supplemented with a team service, which enables us to give a fast and dependable service.

Communicate with our Traffic Department for rates, etc.

The City Dray Company

LIMITED

Frost and Wood Building,
Cor. Pacific and Princess Streets.

Track P. 18 **Winnipeg**

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

D. W. Clark & Sons
248 Avenue Road
TORONTO

Grocery Brokers and Commission Agents

We invite correspondence from Domestic or Foreign manufacturers who desire to secure proper distribution.

Merchandise Brokers Manufacturer Agents
WE COVER
LOGGIE, SONS & Co.
CANADA
32 Front TORON TO St. West CANADA

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

George G. Yorke
40 Adelaide Street West, TORONTO
Agent for -
Joseph Travers & Sons Ltd.
London Eng.
The largest and oldest Wholesale Grocers in the Empire.

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

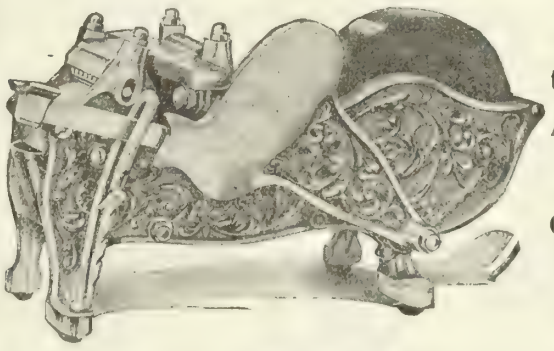
W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

Be Sure you Ask Your Jobber for
Dominion Spring Clothes Pins

Manufactured by
The J. H. Hanson Co., Ltd.
MONTREAL



A SEALER that Seals
A Time and Money Saver
Guaranteed for 1 year
Write for descriptive circular

CANADIAN NASHUA PAPER CO. Ltd.
PETERBORO, ONT.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
ST. NICHOLAS BUILDING, MONTREAL

Italian & European Importing Co.
78 Crescent St., Montreal.
Importers of
Italian Nougat Italian Macaroons
Italian Perfumes
Agents Required

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL.
Established 1876
Telephone Main 1581.

Now is the Time to Buy—don't wait.
Consult these Advertising Pages.
Our Advertisers will *save* you Money—buy now.

FLOWERDALE TEA
Registered Brand

—the bulk tea that makes a hit everywhere it is introduced

Flowerdale will bring you new business just as it has done for many hundreds of Canadian merchants. Flowerdale Tea is the result of a quarter of a century tea blending experience and it possesses an unusually fine flavor.

Constant, exacting tea-cup tests maintain this flavor and high standard quality year in and year out.

Flowerdale is our big leader but we have other notable blends that will please both you and your customers. Write for samples and quotations.

R. B. HAYHOE & CO.
Importers
7 Front St. E., Toronto, Canada

NUCOA

"A Wholesome Delicious Spread for Bread"

Will Bring Customers to Your Store From a Dozen Blocks Around

Made wholly from pure, sweet nut oils and pasteurized milk. Its price is moderate—its quality is supreme—its flavor so delightful that it sells readily to all classes of customers. Nucoa is a very profitable staple for retail grocers. A jobber near you will supply you promptly if you have not yet placed Nucoa in stock.

THE NUCOA COMPANY
NUCOA BUILDING
Fourth Avenue at 23rd Street
NEW YORK CITY

NUCOA
NUT MARGARINE
OLEOMARGARINE
THE NUCOA COMPANY
WE BRAND THIS PRODUCT OLEOMARGARINE TO COMPLY WITH THE LAW BUT IT IS ABSOLUTELY FREE FROM ANIMAL FATS

Real Seville Orange Marmalade- Not an Orange Jam

Our First Shipment Just Arrived

15 Carloads of Fresh Seville Oranges from Spain for Shirriffs

This means one thing and one only, to YOU—that Shirriff's 1922 Marmalade will be made as always from *new, fresh,* Seville Oranges—not imported pulp, mind you, but whole, sound fruit—combined with the best cane sugar obtainable, and prepared, after years of experience, in Canada's finest Marmalade factory.

If you want to sell your customers the *best* that's to be had, put in a good stock of Shirriff's delightful *new* 1922 Marmalade. They're bound to be satisfied.

Order Now At Our New Prices.

Read this ad. over again—it means something to you.

Selling Agents
HAROLD F. RITCHIE & Co., Limited
Toronto & Montreal

Manufacturers
IMPERIAL EXTRACT COMPANY
Toronto Canada

Shirriff's
MARMALADE

Clark's Potted Meats

Clark's Potted Beef
Clark's Potted Beef Ham
Clark's Potted Tongue
Clark's Potted Veal
Clark's Potted Game (Venison)

Prepared from the very best grade meats in accordance with the Meat and Canned Foods Act

are

ATTRACTIVE SELLERS

Your customers
find them excellent for Sandwiches, Salads, Croquettes, etc.

A little more highly seasoned but equally as nice, are

Clark's Devilled Meats

Clark's Devilled Beef
Clark's Devilled Beef Ham
Clark's Devilled Tongue
Clark's Devilled Veal

If you want them to sell be sure they are—

CLARK'S

$195.00 in PRIZES

Window Dressing Contest for Grocers and Clerks of Toronto and Ontario

Here is a real opportunity you can't afford to miss. All you have to do is to dress up your window with **Waddell's popular high-grade Marmalade and Jams** in the most attractive and original way you can and leave the window in for one week. Every Toronto and Ontario grocer and clerk is eligible. Don't pass by this worthwhile opportunity. Put in a good Waddell window and test out your skill as a window trimmer. There are thirteen handsome money prizes open for you to win and at the same time you'll increase your sales of jams and marmalades at a time when they sell best.

THE PRIZES

FIRST PRIZE $50
SECOND PRIZE . . . $30
THIRD PRIZE $15
and ten prizes at . . $10

Toronto grocers who intend entering the contest should get in touch **immediately** with our Toronto agent, J. K. McLauchlan, 279 King St. W.

Ontario grocers will be required to send in photographs of their trimmed windows to Waddell's, Ltd., Brantford. Write here for further details. Don't write on the back of your photo—attach a slip of paper with your name and address.

The judging will be based on the three important points:—

1. **Selling Ability of the Window;**
2. **Attractiveness,** and 3. **Originality.**

The contest extends from February 15, 1922, for one month to March 15, 1922. Windows to be kept intact for a period of not less than one week. Photographs should at least be 6 x 8 inches in size or larger. Decisions of judges final. Windows to be trimmed only with **Waddell's jams or marmalade, or both**—glass, tins, or both.

Judges—Editors of Canadian Grocer: J. L. Wyckoff, P. A. Crane and B. T. Huston.

WADDELL'S LIMITED

BRANTFORD ONTARIO

Selling Agent:

J. K. McLauchlan, 279 King St. W., Toronto

Phone: Adel. 5272

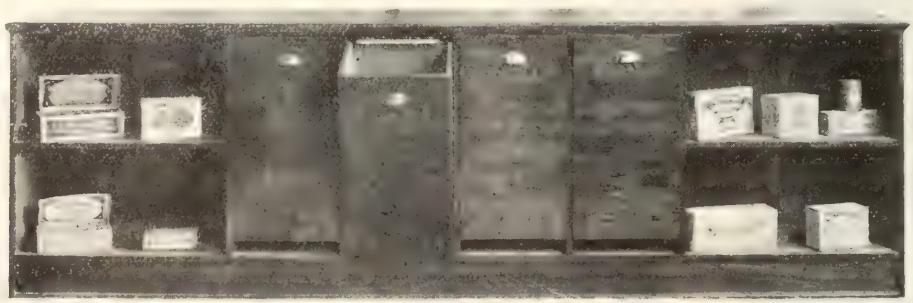
CHRISTIE'S

PATENTED COUNTER AND BISCUIT CABINET

—an attractive fixture that will increase your biscuit sales and storage space

Christie Patented Fixtures like the one illustrated above have built up the biscuit department of hundreds of aggressive dealers from the Atlantic to the Pacific—one in your store will bring you just as successful results, just as big profits. This ideal sanitary display never fails to catch the eye of the shopper to create desire and win sales.

These patented display counters are made in any style, to any specifications, in any finish and are sold to dealers **absolutely at cost.** They are equipped with large roomy drawers, shelves, bins, etc., as required. If you're anxious to speed up your biscuits turnovers write us for further details.



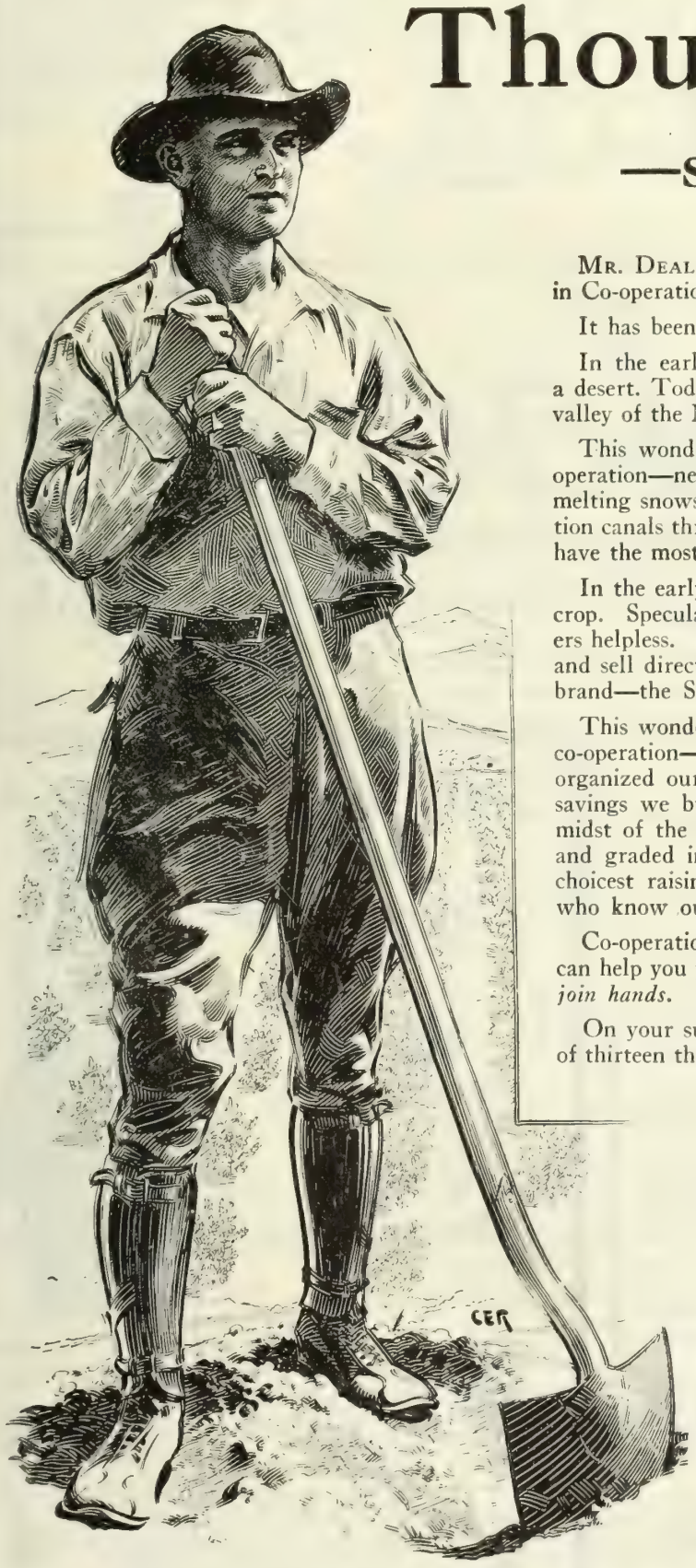
Back view of above counter

CHRISTIE, BROWN AND CO., LIMITED

TORONTO, Canada

One of the Thirteen Thousand

—speaks to you



MR. DEALER:—The California raisin growers believe in Co-operation.

It has been the chief essential of our success.

In the early days our great San Joaquin Valley was a desert. Today it is compared in richness to the famous valley of the Nile.

This wonderful change was accomplished through co-operation—neighboring farmers joined to harness the melting snows in the high Sierras, leading them in irrigation canals through the sun-scorched plains. And today we have the most fertile land in the world here!

In the early days we found difficulty in marketing our crop. Speculators took away the profit and left us farmers helpless. Today we own a number of packing plants, and sell directly to the wholesale trade under our quality brand—the Sun-Maid trade-mark.

This wonderful change was also accomplished through co-operation—we neighboring farmers joined hands and organized our own marketing facilities. With our own savings we built modern sanitary packing plants in the midst of the vineyards. Our raisins are picked, packed, and graded in the most modern sanitary manner. Our choicest raisins are advertised to millions of housewives who know our Sun-Maid trade-mark at sight.

Co-operation did this. Co-operation can do more. It can help you profit by our great Sun-Maid effort. *Let us join hands.*

On your success—Mr. Dealer—depends the prosperity of thirteen thousand California raisin growers like myself.

SUN-MAID RAISINS

California Associated Raisin Co.
Membership 13,000 Growers
DEPT G101 FRESNO, CALIFORNIA

ARM & HAMMER

In Handy 2½ lb. Cartons

Why waste time and money weighing and wrapping bulk Sal Soda when you can sell Arm and Hammer Brand—the highest quality made—in handy 2½ lb. cartons? These convenient containers protect the great strength and purity of this superior Sal Soda until it reaches your customers. They're packed 36 to the case. Your wholesaler can supply you.

SAL SODA

CHURCH & DWIGHT, LIMITED,
MONTREAL

Kolacafé REG'D

30 Cups For 30 Cents

Agent for Ontario: George G. Yorke. Wholesale Grocery Broker, 40 Adelaide St. West, Toronto.

"AN OUNCE OF PREVENTION--"

Is Better Than a Pound of Cure!

The same old saying is related to you and your refrigerator. If your refrigerator is not entirely satisfactory you cannot prevent it from spoiling your foods.

Unless You Install a Eureka!

The Eureka Refrigerator is guaranteed to **positively protect** you against having spoiled perishable foods in the warm weather.

The Eureka is the most reliable, efficient and economical Refrigerator on the market—this is proven daily by the fact that **Eureka satisfied customers** are increasing by great numbers every day.

The surest way to prevent spoiled perishable foods is to put them in

EUREKA GROCERS' REFRIGERATORS.

All styles in stock; prompt shipments.
Write TO-DAY for prices.--Place your order at once.

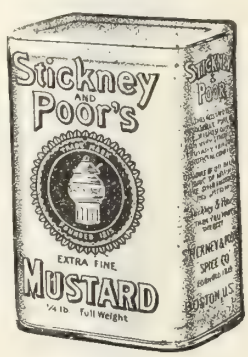
Eureka Refrigerator Co., Limited

Head Office & Factory, Owen Sound, Ont.

Stickney & Poor's MUSTARD

is absolutely pure. It is cured and prepared with the utmost care. It is full strength and deserves its name, "EXTRA FINE."

Mustard
Spices
and
Seasonings



Your trade wants Stickney & Poor quality and every sale made brings you closer to those you serve.

Your Co-operating Servant,
MUSTARDPOT

STICKNEY & POOR SPICE COMPANY
1815 Century old - Century honored 1922
HALIFAX
Mustard - Spices - Seasonings

INTRODUCING NU-JELL

SIX AT EACH SHOT

Rather than spend $100,000 on Bill Boards and Newspapers, we are going to see that the housewives throughout Canada receive a Genuine Aluminum Pint Jelly Mould in fancy design. To-day we have a special deal whereby the housewife receives one beautiful pint mould with every six packages of our delicious NU-JELL (the perfect Jelly Powder) and at the same time she buys the Jelly at your counter.

All dealers from Winnipeg and West get particulars from **Gibson-Paterson Ltd., 280 William Ave., Winnipeg;** and Ontario and Eastern Canada from **The Harry Horne Co., Ltd., Toronto.**

N.B.—If you see any similar proposition or offer in Canada, you can figure the other fellow is quick to imitate and slow to originate, and dead anxious to copy our sales plans, as we are the originators and first in Canada to make use of this sales plan.

The Harry Horne Co., Limited Toronto

The Season For Hot Cakes
and
Old Colony Maple Syrup

Cold weather stimulates the demand for OLD COLONY MAPLE SYRUP

Have You a Supply on Hand?

Old Colony Maple Syrup is guaranteed absolutely pure, and is unequalled for quality and delicious flavor.

Write for Prices **All orders billed through jobbers**

CANADIAN MAPLE PRODUCTS, LIMITED
250 VAN HORNE STREET, TORONTO

REPRESENTATIVES

Manitoba, Saskatchewan and Alberta — W. H. Escott Co., Ltd., Winnipeg, Man.

Quebec—A. Dumoulin & Co., 157 Commissioners St. E., Montreal, Que.

British Columbia—Johnston-Leiber Mercantile Co., Vancouver, B.C.

Maritime Provinces—Supplies Limited, Kentville, N.S.

14th ANNUAL SALE

Before Stock Taking On February 1st.

Why not profit by the last days of this Special Sale? Our prices are lower than current market prices.

Cereals

Peas, Beans, Oatmeal, Corn Meal, Rice, Tapioca, Sago, Barley, Wheat Flour, Corn Flour, Semolina, Flax Seed.
The Rice market is advancing rapidly.

Provisions

Butter	Eggs	Cheese
First Choice	Strictly Fresh	Canadian and
Creamery	Choice	Imported
Dairy	Number Ones	Complete
	30-doz. Cases	Assortment

Canadian Canned Goods

VEGETABLES:—Tomatoes, Corn, Peas, Beans, Beets.
FRUITS:—Strawberries, Raspberries, Peaches, Pears, Plums, Apricots, Pineapples.
FISH:—Our assortment includes a large variety.
SALMON:—Sockeye (Red, Rose and White) in 48/1 lb. and 96/½.
SARDINES:—In ¼ and ½—Canadian, Norwegian, American and French.
We also have: **Herring, Shrimps, Lobster, Mackerel**
SALTED FISH:—Cod, big and medium, No. 1, small No. 2, in 200-250-lb. qrts.
BONELESS COD:—100-lb. Cases—Herring, large No. 1, in 200-lb. barrels and 100-lb., half-barrels.
LABRADOR SALMON:—No. 1, medium, barrels of 200 lbs. and No. 1, large, barrels of 200 lbs.

Our prices defy all competition

Teas, Black and Green

Japans 1921—China Blacks and Greens—Pure and Blended Ceylons—Pure Indians.
Prices are increasing considerably—lay in your supplies **NOW.**
We are the sole agents for **"Blue Bird" Tea** in the Province of Quebec. "No other tea can be compared with 'Blue Bird'."
"We have surprising values just now."

Ask for samples

Lowest Prices; Most Complete Stocks; Quick and Efficient Service.

LAPORTE, MARTIN, LIMITEE

IMPORTERS, MANUFACTURERS, GROCERIES AND PROVISIONS

584 St. Paul St. West **Montreal, Que.**

We cordially invite you to visit our new offices, warehouses and cold storage.

Thirty Years of Satisfaction!

The passing of 1921 has demonstrated more forcibly than ever the importance of concentrating Tea sales on one particular line, that has proven satisfactory to your customers. In the past few years, millions of Tea consumers have been added to those who drink no other Tea but "SALADA" and are genuinely disappointed if they cannot get it. Thus proving that we, and you, are performing a real Service in supplying "SALADA."

WE GUARANTEE THE SALE OF "SALADA," OR WE WILL GIVE YOU YOUR MONEY BACK. FREIGHT IS PREPAID ON ALL ORDERS OF 60 LBS. OR MORE.

SATISFACTION TO THE TRADER, AND CONSUMER, ALIKE, HAS BEEN THE KEY NOTE TO OUR REMARKABLE SUCCESS.

"SALADA"

"THE DELICIOUS TEA"

Sold Everywhere! *Enjoyed Everywhere!*

UPTON'S Pure Jams and Marmalades

Delicious Marmalade For Tasty Breakfasts

The incomparable flavor of Upton's Orange Marmalade has made it a favorite on Canadian breakfast tables for over thirty years.

These late winter months find a brisk demand for Marmalade from thrifty housewives. Get your share of this trade.

Order Today

Jams and marmalades that a grocer can safely recommend to his best customers.

The T. Upton Co., Limited

HAMILTON - CANADA

Are you stocked up to meet the big demand for OXO Cubes?

The demand is increasing everywhere. Nearly every home in Canada is being reached — Old customers retained — New customers made. Send for stocks without delay and get your share of the trade boom.

OXO LIMITED

Montreal **Toronto**

Winnipeg

THE BEEF CUBES THAT SELL

For the after-theatre party, dinner, lunch, or in fact, any meal.

Demonstrate this splendid recipe for Hot Sardine Relish to your customers.

Take a box of King Oscar Sardines and rub with a generous piece of butter to a smooth paste. Dust with cayenne pepper and add a dash of Worcester Sauce. Heat well and spread on buttered toast and serve. A little grated cheese sprinkled on top improves.

Sell your customers one tin of King Oscar Sardines and they will come back for more—no finer flavored on the market to-day.

Canadian Agents:

John W. Bickle & Greening

Hamilton, Ontario

We advertise because we want people to buy Red Rose Tea from you. Newspapers tell them about Red Rose Tea and set them thinking, but sales are made over your counter.

Window and store displays offer the surest and quickest way—people need tea, they see Red Rose Tea, they know it is *good* tea and they buy it. A neat window or half dozen packages on the counter, and you may double your sales.

A mail order to any branch will be filled promptly, and our salesman is always at your service.

T. H. Estabrooks Co., Limited

St. John, N. B., Montreal, Toronto, Winnipeg, Calgary

When the Milk Driver Comes Late—

and when the milk is frozen — that's the harvest-time for the grocer who pushes KLIM. He sells it readily. His customers appreciate the suggestion to keep a tin handy. And every tin he sells is extra money—profit the milkman is now getting.

Put a KLIM display on your counter and in your window—do it often during the next three months.

KLIM
PURE SEPARATED MILK IN POWDER FORM FOR ALL USES WHERE SUCH MILK IS NEEDED
ONE POUND NET
CANADIAN MILK PRODUCTS LIMITED
TORONTO MONTREAL

Order a stock of the three sizes of KLIM now from your wholesaler.

CANADIAN MILK PRODUCTS Limited

10-12 St. Patrick St., - Toronto

St. John Montreal Winnipeg

B. C. Distributors: Kirkland & Rose, Vancouver

Many Parents Testify

Up and down the country everywhere you hear mothers exchanging ideas on what they feed the little ones, you will discover many will recommend "Robinson's Patent Barley" and "Robinson's Patent Groats," also good for invalids.

If you have never been interested before, stock some of these good profitable sellers now.

COLMAN-KEEN (CANADA) LTD.

520 King Street West - Toronto

"Kiwi" KEE WEE

The Quality Boot Polish

Is made in 7 varieties of shade. Black, Tan, Brown, Dark Tan and Ox Blood Tan and Patent Leather Polish, to Light Stain Polish.

ONE SIZE ONLY. Latest price list and advertising matter gladly sent to any Dealer upon request.

Are you sharing the increasing sales of this world famous Polish?

THERE are many good boot polishes on the market—but only one "KIWI." Its great and rapidly-growing reputation is based on that best of all testimony—the glowing praises of the user.

It never varies in the smallest degree and is specially manufactured to suit climatic conditions, hence it can be safely recommended.

With "KIWI" there is a constant and rapid turnover of capital—the only real source of worthwhile profit to a retailer.

Trade price list and terms will be gladly sent to any dealer upon request.

Agents:

Anglo-British Columbia Corporation, Ltd.,
Riggs-Selman Buildings,
Pender Street, Vancouver.

G. W. Price & Company,
Lombard Buildings, 70 Lombard St.
Toronto, Ontario.

Kiwi Polish Co., (Pty.) Ltd.
London, Eng.

CANADIAN GROCER

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Use Stickers Until Old Labels Are Gone

Dr. J. A. Amyot, of the Public Health Department, Ottawa, Discussing the Food and Drug Act Before the Carbonated Beverages Association Convention, Declares That Manufacturers May Use Stickers for Stating the Weight of Contents—A Strict Enforcement Will Not be Insisted Upon for the Time Being

By Staff Correspondent Canadian Grocer

TORONTO, Jan. 24.—Addressing the Carbonated Beverages Association at its annual convention in the King Edward Hotel, here on Thursday last, Dr. J. A. Amyot, of the Public Health Department, Ottawa, spoke in regard to that clause of the Food and Drug Act, which came into effect at the beginning of this year. This clause demands the statement of the exact weight of the contents on the labels of all packages or bottled goods. Owing to the change in government, the department had been unable to get the extension it had hoped for, prolonging the enforcement of this clause of the section of the Food and Drug Act. However, for the first three months a strict adherence to the new regulation is not being insisted upon, and the department will be satisfied to have manufacturers use stickers to state the weight on the package or bottle, but all new labels must have the weight or measurements of contents stated thereon.

Wanted Year's Extension

The association at the morning session Thursday passed a resolution, requesting the Department of Health, to grant an extension of time until January first, 1923, or until such time as the manufacturers had used all labels and crowns that they now had on hand.

In response to this resolution, Dr. Amyot stated that it was unlikely that this request would be granted, but if each manufacturer would write his department, stating the number of old labels that he had on hand, and the length of time it would take to use them, some discretion might be shown in the matter of a strict enforcement. For the present and for the period of three months, prosecutions will not be insisted upon, but after that, the law in regard to stating on the label the exact weight or measurement of the contents, will have to be observed. In answer to a question, Dr. Amyot replied that if the crown of the bottle was the only label used, the statement must be on it, but if there is any other label, it must be on the latter. However, if the weight of contents of a bottle is blown into it when the bottle is made, then it will not be necessary to put it on the label.

To Let People Know

Dr. Amyot in his discussion of the Food and Drug Act, stated that previous to 1920 it was known as the Adulteration Act. Many of the provisions that were in the old Act, are now in the Food and Drug Act. It has been designed to let the public know what they are getting. "The producer," Dr. Amyot stated, "has not been forgotten. It has not been put into effect to obstruct business, and for the honest dealer there is no difficulty. The Act is provided to protect people's health. In recent years a great many substitutes have been produced for use in foods. Preservatives are used in certain foods, for instance, to prevent fermentation. Investigation and experiment have shown that the quantities in which these substances are used are not harmful, yet we feel that the people must know about them in order that they may choose for themselves. Consequently the regulation of the Act, requiring manufacturers to declare the same on the main panel of the label, in letters one quarter the size of the name of the product. The same is demanded in the case of coloring. Color is sometimes used to make a thing look better than it really is. As in the case of the preservatives, lettering stating the same, must be of the same visibility as the article you are selling."

Well Attended Convention

The convention of the Carbonated Beverages Association was the third, since its organization, and was attended by upwards of one hundred manufacturers of soft drinks. Members were present from as far east as Halifax, as well as a number from Montreal, but the largest attendance was from Ontario. The association was in convention two days, the first day being taken up with the presentation of reports, the president's and the secretary's reports indicating a healthy condition of affairs.

At the Thursday session the retiring president, William Taylor, Owen Sound, reviewed the history of impregnating beverages with carbonic fixed air, up to the time the present perfected machinery came into use. The association partook of luncheon on Thursday, after which Dr. Amyot was introduced by Mr. Taylor. He spoke as referred to above. In a vote of thanks to the doctor, the assistance of the association was promised the Public Health Department, in seeing to it that the regulations that had been enacted, were as carefully lived up to as is possible.

Dr. C. J. Ottowell, of the Public Health department of the city of Toronto, also gave a talk on the subject of sanitation and sterilization, and answered a great many questions of great interest to the members.

Another speaker at the luncheon was J. W. Domville of Montreal, who was formerly in the bottling business in England. He spoke on conditions prevailing in the industry in the Old Land.

New Officers for 1922

The following officers of the association were elected for te ensuing year: President, J. E. Kealey, Ottawa; vice-president, George A. Porter, Toronto; secretary-treasurer, Wm. F. Koch, Toronto; executive, Wm. Taylor, Owen Sound, chairman, E. C. Eckert, London, J. D. Brown, Gravenhurst, D. A. McDonald, North Bay, D. P. Campbell, Hamilton, F. W. Sheldon, Chatham, and J. B. Ives, Belleville.

Legislation committee:—G. A. Porter, Toronto, W. E. Hinds, Orillia, A. S. Horton, Windsor, H. F. Kuntz, Waterloo, George Thompson, Kingston, F. M. Pilgrim, Brockville.

Auditors:—Mr. Rhinehart, Guelph and D. A. McDonald, North Bay.

Planning for Marmalade Business

Urging Customers to Place Orders Early for Marmalade Oranges, Reminding Them That the Season is at Hand, is a Good Plan to Follow, According to W. J. Hobson of W. J. Hobson & Co., Hamilton—Sells Large Supply of Bitter Oranges

"FOR several years we have made it a special business to push the supplies for the making of marmalade," stated W. J. Hobson, of Hobson & Co., Hamilton, Ont., to a representative of Canadian Grocer. "Our regular customers know they can depend on the quality of fruit that they buy from us and we have many people coming here for marmalade supplies who are not on our regular list of customers. For several years previous to last year it was difficult to get first-class bitter oranges, but even with that handicap, we managed to sell a large quantity of oranges for marmalade purposes. Grapefruit, too, is rapidly coming to the front for making marmalade, and every year we notice an increasing demand for that purpose."

Early Shipments Expected

Undoubtedly merchants have in mind the difficulty in procuring bitter oranges during the years 1915 to 1920, owing to the commandeering of ships for war purposes, with the result that in making of marmalade in the homes was to a certain extent curtailed. Last year, however, Messina bitter oranges were of a very fine quality, and the home industry was again renewed ith increased activity. What the quality of Messinas shipped to Canada this year will be, is still uncertain, as no shipments have yet arrived. It is understood, however, that the quality will be equally as good as last year, and early shipments can be expected in the next fortnight.

Planning Ahead

It is a splendid idea to plan ahead in anticipation for this business. Notifying customers personally, and by the daily newspaper that the marmalade season is about to open, and urging them to place their orders early, is a good plan. That at least is the experience of Hobson & Co., whose sales of bitter oranges last year amounted to 40 cases, to say nothing of the sweet oranges, grapefruit and lemons, upon which sales run into several hundred cases.

Loaning a Slicer

To get this business, Hobson & Co., claim that window displays of these lines are very important. For a number of years past, as an advertising scheme, and to induce people to buy their supplies from them, Hobson & Co. have been loaning a fruit slicer to every person, buying their marmalade supplies at their store.

"There is quite a bother looking after the fruit slicers and keeping them going," remarked Mr. Hobson. "Frequently a slicer will be loaned to a customer who promises to use it immediately. We wait three or four days and then 'phone to find out if it is ready to be returned. Often the answer comes back that it has not been used. This delay naturally keeps others behind. I remember one time we 'phoned a customer about a slicer and found that it was loaned to a neighbor and on making inquiries from that party found it had been loaned to another neighbor. Before that slicer got back to the store, it had traveled practically all around the block. Such difficulties, we expect, but by following up the slicers persistently, we manage to keep everyone satisfied. The loaning of a slicer with purchases of fruit is a good idea. Many people come to us year after year for their marmalade supplies, not only because they have confidence in us to supply the finest fruit, but also knowing they can have the loan of a slicer."

Early Declines In Brooms Are Not Likely, Say Manufacturers

No Surplus Stocks are on Hand, the Increased Demand in the Latter Part of 1921 Having Pretty Well Cleaned Up Available Supplies

MANUFACTURERS of brooms point out that during the past year their output was greater than it was during the previous year, and at the present time, there is practically no surplus stock on hand. This is attributed partly to the fact that broom manufacturers, having their losses in view which they sustained the latter part of 1920, and well into the year 1921, have been buying their material only as required, and not making any surplus stock. Then the increase in the demand which materialized during the latter part of 1921, pretty well cleaned up all available surplus stocks.

Broom Corn Lower

"The price of broom corn was lower this past fall than it was a year ago, and consequently broom prices were considerably lower," stated M. S. Snyder, of the Waterloo Broom & Brush Company, Waterloo, Ont., in discussing the broom situation for the year 1922, with a representative of Canadian Grocer. "Such items, however, as transportation charges, wages and premiums on American funds, were still quite high during the fall months, and while to-day the exchange is somewhat lower, the other two items are practically where they were a year ago."

Mr. Snyder pointed out that the amount of broom corn raised during the past season was far short of any previous record. Total tonnage for the United States being about 25,000 tons, as compared with 37,000 tons in 1920 and 57,000 tons for the season of 1919.

The market for the 1921 crop opened at fairly low figures, but as the demand was very heavy, in fact exceeding that of the previous year, prices steadily advanced. At the moment this increase in broom corn represents an approximate increase of from 75 cents to $1 per dozen in the cost of brooms.

Witih reference to the reduced tonnage this season, it is interesting to note that there are in Canada and the United States about 1,500 broom factories, all of whom depend upon the one source for their supplies, which this season is the smallest for several years past. Assuming, therefore, that these factories are buying broom corn in car lots of ten tons each, the crop of the last season will only require an average of three cars to each factory for the entire twelve months, to completely absorb the entire crop of 25,000 tons.

There are some broom factories using one to two cars a week. Others run six to eight cars a year, while there are many smaller factories who do not purchase in car lots, but in the aggregate would total many tons of broom corn.

From the above it is therefore quite apparent that the present crop of broom corn will soon become absorbed. The new crop will not be available until next August and it is safe to say that the market in the meantime will be governed largely by the demand for brooms, at least until the first of April, when something definite can be learned in regard to the prospective acreage that will be planted in broom corn next year.

Little Possibility of Declines

Taking the situation as a whole there does not appear to be any possibility for

(Continued on page 27.)

Display With a Selling Value

These Illustrations Indicate How Two Western Firms Decorated Their Windows in an Effort to Increase Their Turnover in Oranges and Apples—"Buy by the Box" Idea

THE ABOVE illustration is a reproduction of a window display from Brown's Limited, Portage La Prairie, Man. This window display of oranges and apples attracted a great deal of attention and was well supported by displays throughout the store. One of the most noticeable features of the displays was the abundance of oranges and the fact that Browns' were laying particular stress on the "buy by the box" idea. In this they were particularly successful. Sales of oranges are steadily showing a larger volume each year.

The lower picture is another window display from the Western Provinces. It was dressed by McDonald & Forman, Brandon, Man. The window is nicely balanced and is at once attractive and appetite-appealing. Oranges and grapefruit are displayed in an attractive manner to say nothing of the lemons and the suggestion for a lemon pie. In the center of the window is a pyramid pile of bottles of orange juice. Price tickets and display cards are used to good effect.

Process of Marmalade Making is Interesting

Subscriber in Saskatchewan Seeks Information Regarding the Manufacture of Marmalade—No Preservatives Are Used in Pure Marmalade Nor is There Any Coloring Matter, Glucose or Orange Essence

THE FOLLOWING was received from a subscriber of Canadian Grocer in Saskatchewan:

"Editor Canadian Grocer:

"The Rotary Club, of which I am a member, is engaging in a series of discussions on various foodstuffs. The manufacture of marmalade is one line that will be exhaustively discussed. The writer is a subscriber to your valued paper and will consider it a great favor if you will furnish some information along the following lines: "What preservatives are used in the manufacture of marmalade to insure against deterioration when shipments are made in cold weather, and are subject to sudden and severe changes of temperature?

"What coloring, if any, is used?

Is there is thickening agent used such as glucose?

"Is orange essence used to any extent?

"And any other information along these lines that might open up for lively discussion.

Yours very truly,
"J. B. M"

An Interesting Process

The manufacture of marmalade, although a simple one, is nevertheless interesting. There is no preservative used whatsoever in the manufacture of marmalade. Shipments of marmalade can be made irrespective of weather conditions and the severest cold weather will not affect the product whatever. Pure marmalade contains only fruit and sugar.

Coloring matter, glucose or orange essence is not used in the manufacture of pure marmalade. Sometimes it is used in the manufacture of the cheaper grades of compound marmalade. But in this regard the Pure Food Regulations are very strict. Under this Act manufacturers using coloring, glucose, essence or flavoring in any quantity, must have it so stated very plainly on the label.

In the manufacture of marmalade—and it also applies to jams—the Pure Food Regulations permit the use of ten per cent. apple or other fruit pectin. The reason of this is because there are some fruits which do not contain in themselves sufficient pectin—which, by the way, is the jellying properties in fruits, the same as gelatine is of meats—to jam fast enough without the addition of pectin. For instance, peaches contain practically no pectin, Strawberries only a small portion. So manufacturers of jams in order to retain all the natural flavor of the fruit and keep the berries in a whole state, add a portion of apple pectin to assist in the jellying process. If this pectin was not added, and in order to bring the product to a jam consistency, manufacturers would be required to unnecessarily prolong the boiling which would to a certain extent destroy the fresh fruit flavor and mash the berries.

On the other hand, there are fruits such as raspberries, which contain almost sufficient pectin to jam perfectly without addition of apple pectin. Red and black currants and oranges are made into perfect jam and marmalade without the addition of any pectin. In this regard few manufacturers use it in connection with the last named fruits, although under the Food and Drug Act they are permitted to use up to ten per cent. and still label their product "pure."

The Necessity of Pectin

To illustrate the necessity of adding pectin in jam making, the writer had some experience in his own home. A couple of years ago the good wife decided to make a supply of peach jam. But she found difficulties to surmount. The lot turned out was not jam at all; it was more like preserves. Someone told her she did not boil it enough. So another lot of peaches was procured and the boiling was continued longer. The result was that we had sort of a thick taffy-like substance on our toast for breakfast the next morning. This experience was brought to the notice of a jam manufacturer who stated that if the wife had boiled some apples, drained off the juice and added it to the peaches, together with the required amount of sugar, the jam would have been delicious.

The following year this plan was adopted, and the writer has no complaints to make about the quality of the peach jam, which decorates the breakfast toast this winter.

A Greater Portion is Allowed

In the manufacture of the cheaper grades of marmalade and jams, it is permissible to use a greater portion than ten per cent. of pectin. Also glucose as a filler or thickening, coloring and flavoring. The Food Regulations are very strict in this regard, however, and the label must plainly state that those articles are contained in the product. Nor does the regulations stop there. If the product contains a greater portion of apples, than, say strawberries, then the label must read "apple and strawberries" artificially colored and flavored, and containing glucose. In other words, the fruit which predominates must be mentioned first on the label. Consumers, therefore, need not be alarmed when they make a purchase of marmalade when the label simply reads "pure marmalade" or jam. The Pure Food Regulations take care of that.

Perhaps it might be interesting to know just how apple pectin is made, such as used by manufacturers of jam. Apple pectin is made from fresh apples. The apples are first crushed and the juice drawn off for the making of vinegar. The residue, or apple fibre, still contains the pectin. This fibre is then boiled, filtered and put through a vacuum process which brings the product to a jelly consistency. This is the apple pectin of which jam manufacturers are permitted to use ten per cent. and still label their product "pure."

SELLS TWENTY-THREE CASES OF ORANGES IN A WEEK

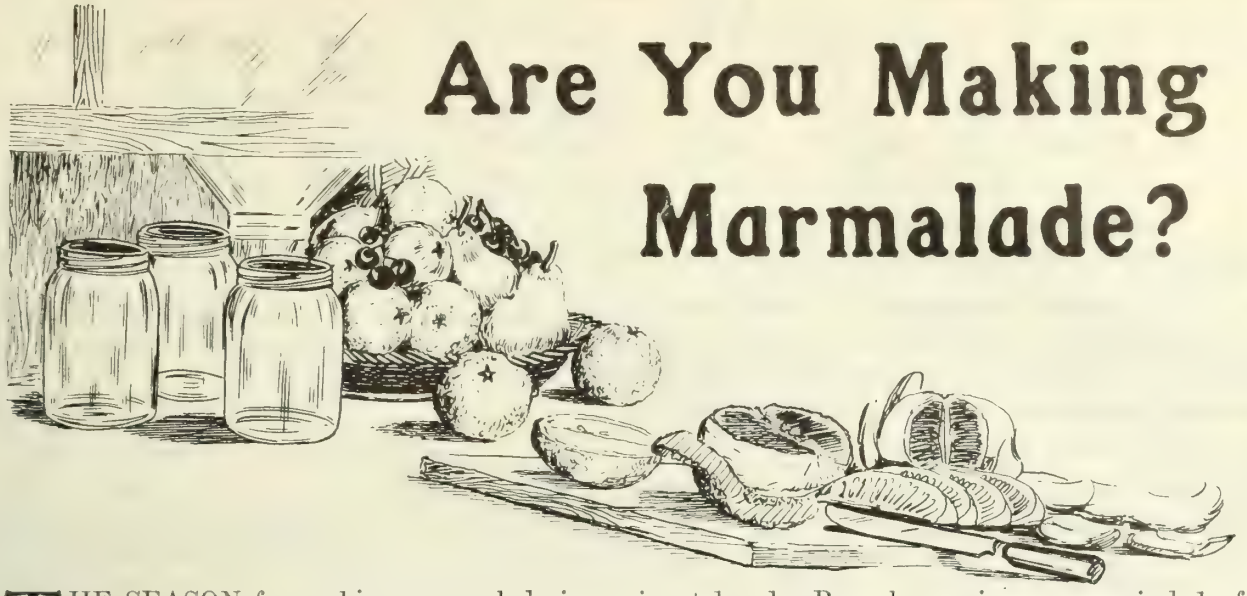
"From an idea I saw in your paper last spring, I sold twenty-three cases of oranges in a week," Wm. Steeves, of the Benefit Store, Haymarket Square, St. John, N.B., told a representative of Canadian Grocer recently. "The idea called for a bulk display of oranges in the window, and it certainly was surprising the way they were bought. We sold them right from the window, and, in the week, we disposed of twenty-three cases of 288s."

Mr. Steeves does business altogether on a cash basis. He does not, however, "cut" prices. He finds that he cannot conduct his store without giving the service of delivery, but all goods are delivered C.O.D. He declares that he is doing as much business on a cash basis as when he allowed credit. The time, he states, that was previously taken with attending to accounts, and the collection of the same, is now devoted to window dressing and store front displays. More time is being devoted to the sale of fruits and vegetables, and displays of the same are constantly being made, with gratifying results.

Ontario

McCullough Bros.' general store at Champion, Ont., was broken into early one morning recently, and goods to the value of $300 were stolen.

A. E. Spooner has bought out the stock and fixtures in the store formerly conducted by the late A. E. Leach in Renfrew, Ont.



Are You Making Marmalade?

THE SEASON for making marmalade is again at hand. Busy housewives are reminded of the fact that oranges, grapefruit and lemons are now at their best. They are fully matured, chuck full of juice and have a flavor now that cannot be surpassed at any other season of the year.

There are hundreds of recipes for the making of the various kinds of marmalade. Each, no doubt, is a favorite with some people. The following recipes, however, have been selected because they have all been thoroughly tested. The result being a delicious, appetizing marmalade.

Orange Marmalade

Ingredients.—12 oranges, 2 lemons, sugar.

Method.—Slice the fruit thinly, removing inner pith and pips. Weigh it, and to each lb. add 3 pints of cold water. Let the whole remain covered in an earthenware vessel for 3 days, and then turn the preparation into a preserving pan and boil gently until quite tender. Let it cool, weigh again, and to each lb. of fruit add 1 lb. of sugar. Bring to boiling point, skim well, and cook gently until the syrup stiffens quickly when tested on a cold plate. Turn into pots, cover with paper brushed over on both sides with white of egg, and store in a cool, dry place. Time, altogether, 4 days.

Grape Fruit Marmalade

Ingredients.—3 grape fruit, 5 lemons.

Method.—Slice very fine and put aside the seeds. To one pound of sliced fruit add three pints of cold water and let stand for 24 hours. Put a little water on the seeds. Boil fruit till tender and set aside for 24 hours. To one pound boiled fruit add 1 1-4 lbs. sugar. Add water in which seeds have been soaking. Boil till clear.

Lemon Marmalade

Ingredients.—Lemons, sugar.

Method.—Place the lemons in a preserving pan, cover them with cold water, and boil them gently for 2 hours, during which time the water must be drained off and replaced by fresh boiling water at least 3 times. Let them cool slightly, slice thinly, remove all the pips, and weigh the fruit. To each lb. allow 2 lbs. of sugar and 1 pint of the water the lemons were last boiled in, and boil these together until a thin syrup is obtained. Then add the prepared fruit and boil until the marmalade jellies when tested on a cold plate. Cover closely with paper brushed on both sides with white of egg. Time, from 3 to 3 1-2 hours.

Tartar Marmalade

Ingredients.—4 bitter oranges, 6 lemons, 2 small grape fruit.

Method.—Slice fruit thin and add equal bulk of water. Let stand 12 hours and boil one hour. Add 1 lb. of sugar for each lb. of pulp. Stir until sugar is dissolved and set aside for 24 hours. Marmalade made by this recipe always jellies particularly well.

Tangerine Marmalade

Ingredients.—Thirty tangerines, double their weight in sugar. 6 lemons, enough cold water to float the tangerines.

Method.—Wash the tangerines in water and wipe them. Place them in a preserving pan with enough cold water to float them, and let them boil till the rinds are soft. Drain off the water. Cut each tangerine in quarters, remove the pits, place in a basin containing a pint of cold water, and let them soak for twelve hours. Remove all the pulp from the rind, and mash it well. Slice the peel as thinly as possible. Put the sugar in a preserving pan with the water from the pips and the strained juice of the lemons. Reduce this to the consistency of thick syrup, then add the tangerine pulp and rinds, and boil for about half an hour. Fill into dry jars, and when cold, cover them with parchment.

NOTE.—Before removing the marmalade from the fire, pour a little on a plate, which should set like jelly when cold; if not, reduce it a little longer.

Cranberry Marmalade

Wash three pounds of cranberries; peel and slice one pound of tart apples or quinces very thin. Add just enough water to start the juices to flow, and stew until tender. Press through a sieve; add all of three oranges except the seeds and the tough, white pith parts. Mash both skin and pulp fine; add one pound of chopped, seeded or seedless raisins. Add sugar according to tartness desired, cook until thick, and fill into glasses.

Banana Ginger

Ingredients.—6 bananas, juice of 2 lemons, 1 tablespoonful vinegar, 1 pint water, 1-2 pound brown sugar and 6 chillies bruised.

Method.—Take 6 bananas, place them in a dish and cover with the lemon juice, water and vinegar, and let them lie for six hours. When ready, take 1-2 pound brown sugar and put in a sauce pan. Now take out the bananas and add contents to the sugar, add the chillies (they should be tied in a piece of muslin) let come to a boil, now place the bananas in gently; let them simmer for a quarter of an hour. Dish up, taking each banana out separately, and pour the syrup over. To be served cold.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
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Selling Marmalade

BY TAKING advantage of the seasons, of certain periods, from time to time, in which the housewives are devoting their energies to the preparation of particular foods, retail grocers can do much to increase their turnover. For instance, there is, as everyone knows, the Christmas selling season, the Easter season, the summer holiday period and so on. The number of special selling seasons is many. Just now, grocers should be anticipating the marmalade making season. The time is approaching when housewives are beginning to think of marmalade. By consulting customers as to their probable requirements, a merchant can better gauge his purchases, and at the same time make plenty of provision for having the goods that will be asked for, thereby keeping the business that otherwise would go to someone else.

Making a display of the prepared marmalade either in the pails, the jars or tins, along with the oranges for marmalade making, will be found worth while. Many people do not care about making their supply, and it is up to the grocer to sell the prepared varieties.

In this issue of Canadian Grocer, articles relating ways and means of stimulating sales of oranges for marmalade making, as well as sales of prepared marmalade, are the chief features. The grocer will find these helpful, and it should be to his advantage to carefully peruse them.

It is in making the most of opportunities for special selling of this kind, that the grocer can do a great deal to maintain business at satisfactory levels.

The Food and Drug Acts

A FRANK discussion of the Food and Drug Act, by Dr. Amyot of the Public Health Department, before a convention of manufacturers of beverages, proved decidedly interesting and instructive. At the close of his remarks, the association promised the department its earnest support in seeing that the law is strictly observed. He pointed out that this Act was constituted to protect the people's health, to place the onus of buying certain preparations upon the people themselves, this statement, of course, referring to the necessity of placing on a bottle or a package, the name of a substitute or coloring used in the preparation of such foods.

The protection that an Act such as the Food and Drug Act affords, in the interests of the people's health, makes it practically impossible for the dishonest manufacturer to put anything on the market that would in any way be injurious to health, and likewise the grocer too, who is in many cases the real salesman of foods, can have no fear, in pushing the sale of lines that measure up to the regulations of such an Act. Canadian Grocer has from time to time given considerable publicity to the regulations of the Food and Drug Act, for the benefit of its readers, and it is well for the latter to be informed in regard to the same at all times.

Use Correct French

ADVERTISERS who wish to bring their wares to the attention of the French-speaking population of Canada should see to it that the French they use is of the correct brand and not of the "made-in-England" type, which is not infrequently found in advertisements intended for Quebec Province.

Canadian Grocer's attention was recently called to an advertisement in French, sent out by a firm manufacturing a universally known product, to retail grocers in Quebec Province. Many of the words and phrases of the ad bore unmistakable evidence of having been literally translated from the English with the aid of a French dictionary. The result was such that it would unfailingly bring an amused smile from any Frenchman who happened to read it, and he would probably allow the subject matter to escape his attention.

Turning up a word in a dictionary and translating it by the first meaning which happens to be given is not productive of forceful ad writing in a foreign language. Instances are often met with in which similar mistakes are made in translating a foreign language into English.

The idioms of one language can seldom be translated into another, except by those having a thorough knowledge of both. A German professor who prided himself on his knowledge of English once translated the New Testament expression "The spirit indeed is willing, but the flesh is weak" into "The ghost indeed is willing but the meat is bad."

A gentleman who was in Venice during the war when the news of an American victory arrived and who could not make out the Italian account very well, took the paper to a certain professor who speaks almost perfect English and asked him to translate it. The professor did so in excellent style till he came near the end, which described how the news of the victory was received, when, with a little hesitation he read, "And the band played 'The Flag with the Stars on it' and 'It will be very warm in the City this Evening.' " It was about a minute before the gentleman recognized the proper title of the last piece, "There'll be a Hot Time in the Old Town To-night."

These instances merely show the pitfalls which await the novice who attempts to translate literally what may be everyday expressions from his own language into a foreign tongue. Those, therefore, who are desirous of making known the excellence of their goods in Quebec or any other district where French is the language of the majority, should take special care to see that their advertisements are done into French by some one thoroughly acquainted with the language.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Maritimes

J. D. Kirk, manager of the wholesale partment of Edward Allen's grocery Yarmouth, N. S., has moved into new fices on Water Street.

Quebec

F. F. Adams, grocer of Cardinal Ont., as in Montreal on Monday of this week business.

A. E. Okill, manager of James Pascall, td., Montreal was in Toronto last week business.

Harper R. Gray, manager of Gunn & anglois, Ltd., Montreal left on Friday this week for Winnipeg to attend the anadian Produce Merchants' Conven- on in that city.

P. P. Peterson, proprietor of the eterson Fruit Co., Ltd., Montreal and . S. Stewart, manager of the firm re- rned to Montreal last week after at- nding the International Fruit Dealers' onvention in Cleveland.

A. Golaman has opened a new grocery tore at 5860 Sherbrooke St. West, Iontreal, which is to be known as the elgrave Provision store. Mr. Golaman as sold his store at 1072 St. Urbain St., nd is now managing the new store in he west end.

Ontario

F. J. McPhail, has opened a grocery n Cobalt, Ont.

John Sim has commenced business at 1 Preston St., Ottawa, Ont.

William Currie is managing the Thrift Store at 362 Elgin St., Ottawa, Ont.

C. B. Cordeau is managing the Thrift tore at 711 Somerset St., Ottawa, Ont.

Rogers & Fyfe have commenced busi- ness with stock and store at 591 Bank St. Ottawa, Ont.

C. A. Connor, Galt, Ont., commenced on the 19th of this month to conduct his business on a cash and carry basis.

The United Maple Products, Granby, Que., have appointed George G. Yorke, Toronto, their agents for Central Ontario including Toronto.

S. Greenwood, one of the pioneers of Northern Ontario and a grocer for sixteen years, died recently in New Liskeard. He was 59 years of age and had been in business altogether 19 years. The traveling salesmen who were accustomed to call on him will regret very much his death. He was a bright, keen business man. His wife and a son survive. His son is carrying on the business.

Fire Destroys L. C. Chaput's Store in Montreal

Montreal.—On Sunday night of this week, shortly after seven o'clock a fire broke out in the block between Harvard Avenue and Oxford Avenue on Sherbrooke Street West, which destroyed a large apartment house, a drug store, a book store, a laundry and the grocery store of L. C. Chaput. The grocery store was an entire loss with all its stock, as were the other stores. During the fire an explosion occurred which smashed in the plate glass window of the Oxford Provision Company across the street. Two firemen lost their lives in this fire and two others were seriously injured.

Harrison & Crossfield Ltd. Manager Passes Away

Montreal.—On Wednesday, January 4th, the death occurred of I. V. F. Benson at Hampstead, London, England. For nearly a year Mr. Benson was manager of the Import Department of Harrison & Crossfield, Ltd., Montreal. Prior to coming to Canada, Mr. Benson served in the Imperial Flying Corps in France, where he was wounded and suffered the effects of poison gases. This so severely undermined his health that after coming to Canada his run-down condition became worse, and he was forced to retire from his position and go to the mountains at St. Agathe, P. Q. Late in December it was found necessary for him to return to his home in England and two days after arriving in London he died. Mr. Benson was only twenty-three years of age and had made many friends in the grocery business in the Province of Quebec.

WINDOW DRESSING CONTEST

Waddells, Limited, Brantford, Ont., are putting on a window dressing competition for retailers and clerks in Ontario including Toronto in connection with their marmalade and jams. Altogether $195 will be given in cash prizes with first prize of $50.00. The contest extends from Feb. 15 to March 15. One of the rules of the contest is that the window remains in at least one week.

EARLY DECLINE IN BROOMS

(Continued from page 22)

lower prices on brooms for at least the first nine months of 1922 and with the market cleaned up of supplies on the last season's crop, there is a possibility of the next crop prices being as high or even higher than this year.

May Be Higher

Speaking of the prospects for broom prices for the next few months, Mr. Snyder remarked:

"As prices of brooms had been reduced early in the season to conform with the lower prices on broom corn, manufacturers are now faced with an increase in the price of raw material, so great that it cannot be absorbed by reductions in other items of cost. As a result, brooms can naturally be expected to be higher. Therefore there should be no hesitation on the part of merchants to buy brooms as required, but not beyond their actual needs, as that would only tend to enhance prices further on both brooms and broom corn."

NEW MINISTER TALKS TO MONTREAL EXPORT CLUB

Montreal, Jan. 24.—At a meeting of the Canadian Export Club of Montreal and district the other day Hon. J. A. Robb, the new Minister of Trade and Commerce, made his first public appearance. In his address to the exporters he emphasized the importance of foreign trade. Hon. Mr. Robb outlined the work of the Trade and Commerce Department intelligence service in keeping manufacturers in touch with export markets. He expressed the view that the Government should insure that no hampering restrictions were put on that might make conditions bad for exporters, and let business men have a free hand in developing business. He stressed the necessity of securing a good class of immigration to reduce the per capita debt, improve domestic business conditions, increase the industrial output and make Canadian manufacturers able to meet competition better in foreign fields.

Ontario

Wm. Carrol Hamilton, Ont., has taken over the business formerly conducted by S. Bamford, 979 King Street, east.

Nearly 125 new members were added to the membership of the Border Cities Retail Merchants' Association last week, in connection with a special campaign to add 700 new members to the association.

George G. Yorke, manufacturers' representative, Toronto, has been appointed Ontario agent for Goodall, Backhouse & C., of Leeds, England, manufacturers of Yorkshire relish and other products.

Retailers Discuss Important Topics

Fourth Annual Convention of Eastern Ontario and Ottawa District Retailers Indicates Much Progress—Increasing Importance of Retail Merchants is Emphasized

By Special Correspondent Canadian Grocer

KINGSTON, Ont.—Many important resolutions relating to the retail trade were passed at the fourth annual convention of the Retail Merchants' Association of Eastern Ontario and Ottawa district which convened in this city last week. The sesisons were held in the Y.M.C.A. hall, and President Henry Watters, of Ottawa, presided. Delegates were present to the number of about 250, representing points as far west as Trenton and points in the east as far as Cornwall and Ottawa.

Mayor Corbett's Address

Addresses of welcome were given by Mayor S. S. Corbett on behalf of the city of Kingston and W. Y. Mills on behalf of the Kingston branch. "The place the retail merchants hold in business is well known, and all appreciate the splendid work it is doing in the interests of legitimate business throughout Canada," said he.

W. Y. Mills, in welcoming the convention on behalf of the local branch, said:

"Gentlemen, in extending to the members of the Retail Merchants' Association of Canada a very hearty welcome to the city of Kingston, I do so in the pleasurable knowledge that it is to a great extent a fraternal return for the hospitality the Kingston retailers received in other centres where our conventions have been held, and the pleasure is much increased by the thought that many friendships formed on those occasions will now be strengthened and renewed."

President Watters Replies

President Watters replied on behalf of the officers and thanked the Mayor and President Mills for the warmth of the greeting which was fully reciprocated by all. The convention gave them a splendid opportunity to see Kingston, a city of great historic importance in Canada, and the privilege would be availed of to the fullest extent, when the business of the sessions permitted.

The report of the secretary, J. C. Campbell, of Ottawa, which followed, showed the membership of the district to be 1,550, and this was regarded as a most gratifying report.

T. W. Collins, the treasurer, of Ottawa, also submitted a report, and it showed that the association had a surplus of $1,785.98.

An eloquent plea for a united Canada was the feature of an excellent address by Major-Gen. Sir A. C. Macdonell in proposing the toast to "Canada" at the banquet given to the Retail Merchants' Association by the Kingston branch in the Y. M. C. A. assembly rooms on Tuesday evening.

W. Y. Mills, president of the Kingston branch, occupied the chair and fully 400 merchants representing all lines of trade, 100 of whom were from outside points, attended. Besides Major-Gen. Macdonell the other speakers were Brig.-Gen. A. E. Ross, M.P.-elect, Henry Watters, district president of the association, R. J. Rodger, Major S. S. Corbett, B. W. Ziemann, Preston, Ex-Mayor Patterson, Brockville, W. C. Miller, provincial secretary, Toronto, and Bryan White, Ottawa. A splendid musical programme was rendered by the Kiwanis quartette.

Major-Gen. Macdonell described Canada as the greatest country in the world, and the present century was certainly her century.

Brig.-Gen. Ross' Address

Dr. Ross received a warm greeting when he rose to respond. He congratulated Gen. Macdonell upon the profession he represented, "for" said he, "without people of his kind the world would have been confined within very narrow limits indeed."

Toast to Association

Albert Patterson, ex-mayor of Brockville, proposed the toast to the Retail Merchants' Association which he described as the greatest organization in Canada. He complimented the merchants upon such a fine gathering which gave an impression of what Canadians should be, for here we learn what it is to be a good Canadian. He told of the early efforts to form the association which were not always encouraging, but to-day the membership is 1,500 and it is soon to be 2,500. This depends upon the men who are now members. Some say, "How does it benefit me?" To that I say we help to extend its usefulness by being members working together.

Henry Watters, district president, responded and gave an exhaustive review of the association, including its organization and work, since it last met in Kingston twenty years ago. "I am glad Dr. Ross is here as he may be of some help to us if he is a member of His Majesty's loyal opposition.

"We look forward to a return to parliamentary government as many enactments affecting business have been the work of officials governed by regulations of the departments. Many factors of our business cannot be made problems of politics. We are not looking for special favors, but we are a part of the industrial system of this country as distributors. We must recognize this for our class is not organized politically. The arguments of agriculture, labor and transportation apply equally to distribution without which agriculture would be of little use. There is no more reason for an agricultural political party than for a distributing, a transportation or other occupational party.

To Help Promote Trade

"We shall endow our new-comers with all the privileges of citizenship. We believe that the Retail Merchants' Association is just as important as any other branch and must insist upon recognition of our interests and we are obliged to go to the government from time to time and press our claims for amelioration of the conditions of which we complain. We hope by means of organizations of this kind to promote everything in the interest of the best methods and measures in trade, and to eliminate undesirable tendencies on the part of merchants such as cut-rate tendencies prevalent at the present time. We are against such methods as a matter of self-defence as well as in the interests of society which should take these things to heart as things which affect its interests. It is a problem in economics as expressed by a noted economist at Harvard University when he said 'overhead expense must always be considered,' and before all other elements of cost, must always be considered. Week-end sales at cut rates are not sound economics. They are a loss to society. We must transform unsound thinking into sound think-

(Continued on page 40)

OFFICERS ELECTED

The convention of Retail Merchants was concluded after dealing with 27 resolutions of great importance to the trade and electing officers. Henry Watters for several years president was re-elected and the other officers are: First vice-president A. Goulet, Bourget; second vice-president, W. Y. Mills, Kingston; third vice-president, A. Sweet, Winchester; treasurer, John Collins, Ottawa; auditor, Alexander Phillips, Ottawa; delegates to the provincial board: Mr. Patterson, Brockville; B. G. Crabtree, Ottawa. The executive will elect the secretary. The date and place of the next convention was left to the decision of the executive.

WESTERN CANADA NEWS

Sales Staff of Western Firm Holds Dinner

Winnipeg, (Special).—A dinner at the Royal Alexandra Hotel wound up a successful convention held by the G. H. Campbell Sales Co.

In addition to the Pure Gold Mfg., Co., Ltd., and Todhunter Mitchell Coffee Co. lines the G. H. Campbell Sales Co., have taken over the agency for Red Cross Pickles and the Dyson Vinegar Co., Ltd., and have increased their traveling staff considerably, covering the territory from Port Arthur to the Coast. At the dinner Mr. Dyson, the president of the Dyson Vinegar Co. Ltd., gave an interesting talk on vinegar and its manufacture and history, and E. B. Reynolds, president of Red Cross Pickles went into the intricacies of manufacturing pickles, condiments and wines, and G. H. Campbell gave a talk on Todhunter Mitchell Coffee Co., and Pure Gold Mfg., Co., Ltd., lines.

The men have been in from all parts of the territory, Port Arthur west, inincluding Gren. Caldwell of Edmonton, Wm. McGeachy of Regina; S. Johnson, of Saskatoon; H. W. Hill of Brandon, H. D. Earl, F. Bjarnason and A. Bradley of Winnipeg. Dave Lucas of Calgary could not be present owing to the illness of his wife. In conversation with some of the men they state they had a very interesting and helpful time at the different sessions. Different lines were under discussion and under test, and all look forward to doing good business during the coming season.

Mr. Campbell stated to Canadian Grocer that the year just closed had been a good one, and that he was of the opinion that conditions were steadily improving, although it may take some little time. As he said, you cannot keep the spirit of the West down.

Now General Mgr. of Coca-Cola Co. For All Canada

Winnipeg. (Special)—C. F. Roland who has been manager of the Coca-Cola Co., here for some years has been promoted to the post of general manager and advertising manager for Canada. This followed the annual meeting and a meeting of the sales organization held in Atlanta, Ga., recently. Mr. Roland's headquarters will still be in Winnipeg but his new duties will bring him into touch with the jobbing and retail trade

C. F. ROLAND
Now General Manager and Advertising Manager in Canada for The Coca-Cola Co.

in Eastern Canada as well as in the West. An announcement will be made at a later date as to the sales policy in Eastern Canada.

Born in Winnipeg, son of Charles F. Roland, secretary of the Employees' Association, Mr. Roland joined the Coca-Cola office staff in May, 1915. He supervised the construction of all the Western plants and in 1917 was appointed manager of the Winnipeg plant.

Prizes Again for the Best Fish Windows

Vancouver, B. C., Jan. 25.—The British Columbia Branch of the Canadian Fisheries' Association is offering prizes for the best windows during "Fish Week." Frank Payson, Secretary of the Vancouver Branch of the Canadian Fisheries' Association has been appointed Chairman of the 1922 "Fish Day Committee" and he advises Canadian Grocer, that the local merchants who won prizes last year by their fish windows, which they dressed, will have to face the field and try again.

During "Fish Week" in British Columbia last year 200,000 pounds of fresh and cured fish, and about 100,000 pounds of canned fish, were sold, a volume of fish sales that amounted to fifteen times the normal fish consumption.

This Firm Reports An Increase In 1921 Business

Vancouver, B. C., Jan. 23.—The sales staff of the W. H. Malkin Co., had their annual two-day convention at the Hotel Vancouver recently. In addition to the city and office selling force, the entire personnel of he Prairie Up Country, and Vancouver Island travelers were present and took an active part in the discussions.

Besides the manager, J. P. D. Malkin, who acted as chairman there were present E. J. Jardine, the buyer, H. W. Taylor, sales manager and Messrs. Ewart, Grierson, Munton, Wallis, Clarke, Scrivener, Gundy, Mann, Delcourt, Oxley, Ralph, Advertising Manager King, Dudley, Steacy, Elliott, Sparrow, Western, H. E. de Wolfe, Hicks, Heighton, Ellis, Pearson and Gould. Mr. Malkin congratulated his staff, at the banquet that wound up the convention, in that they had shown an increase in business during 1921 in spite of the undoubted fact that business generally had not looked too bright at the beginning of the year.

Salesmen of the W. H. Malkin Co., Ltd., Vancouver, B. C., at a banquet tendered by the firm recently.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

MARKETS AT A GLANCE

UNDER influence of a heavy demand, the raw sugar market again advanced during the week under review. As we went to press last week prices were on a basis of 1 15-16c c. & f. New York, but as buyers found it impossible to purchase at that figure, prices were advanced to 2c c. & f. and later in the week purchases were made steadily at that figure. The United Kingdom bought 35,000 tons, part at 11s 6d and later at 11s 9d c. i. f., the latter quotation figuring to 2 1/8c c. & f. New York. Considerable transactions have transpired with Canadian refiners at 1.90c f.o.b. Cuba and some at 2 1-32c c. & f. New York for shipment to Montreal. Porto Rico sugars were active with sales made at 3.54c c. i. f. but holders are asking higher prices. Philippine sugars were sold at 3.54c. The highest price paid during the week was 2.15c c. & f. New York for March new crop Cubas.

The grinding of the new Cuban crop is progressing favorable, with 67 Centrals operating as against 100 for the same period last year and 169 in 1920. Practically all of the factories now grinding are the larger and newer ones.

There is little of interest developed in the Canadian refined situation, but there appears to be a steadier tone at the moment.

Canned vegetables are firmly held, slight advances are noted in quotations in some sections and there is a tendency for a general advance. This particularly applies to tomatoes and peas, corn having a firm tone but steady.

The tea situation is further strengthened by cables from India and Colombo announcing another advance in quotations. Heavy buying is also reported by British firms and it is said that some of these firms have purchased the complete crops of certain gardens in India and Ceylon. This would indicate a continued strong market for teas for the balance of this season's crops.

Prunes, raisins and apricots remain in a strong position. Currants are a shade higher while dates show a slight decline.

There is little change in the rice situation but reports from the Orient indicate a larger surplus for export than that of last year. Rice available for export in Siam is estimated at 1,300,000 tons as against 1,000,000 tons for the crop of 1920-21. The rice crop in India promises well with an acreage of 79,154,000 against 76,482,000 in 1920 and an average acreage from 1915 to 1919 of 77,100,000.

QUEBEC MARKETS

MONTREAL, January 25.—The most notable feature of the local market is that the wholesalers have agreed to return to list price basis on soaps, soap compounds and cleansers after two weeks of price slashing. There is no change in the sugar market apart from the fact that the future looks stronger. Molasses shows a further reduction. In canned goods there is little real change apart from a readjustment of prices on canned tomatoes after some cutting and lower prices quoted by local wholesalers on some jams and jellies. Sardines have also come under the reductions. The tea market is gaining strength with some further advances in wholesale prices. Some cutting is going on in cornmeal and hominy but the cereal market in reality is quite firm. Walnuts are weaker in price and some reductions occur in peanuts. Currants and raisins are stronger. Oranges are higher in price and an advance in potatoes is expected.

SOME JAMS LOWER

Montreal.

CANNED GOODS.—Local wholesalers have seen fit to advance their prices on canned tomatoes again after the recent cut which was unwarranted by market conditions. The supply in the United States is limited and the primary market is strong. The basis for 2½'s is now $1.75 and is quite firm although some wholesalers are still quoting the cut. Crosse and Blackwell's strawberry, raspberry and black currant jam has been reduced 10c., 20c., and 25c. per doz. for the one pound glass jars. Red currant, greengage and plum jam has been reduced to $3.50 per doz. There are also some reductions in sardines. Canadian Pioneer are quoted at $6.00 and Norse Crown Norwegian at $12.50.

CANNED VEGETABLES

Asparagus, imported (2½s)		6 00
Beans, golden wax	2 00	2 05
Do., Refugee	2 10	2 15
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, 2 lb. doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 55	1 60
Do., 2s		1 85
Do., 2½s,		1 65
Do., gallons		6 25
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		5 00
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s		3 25
Do., Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80

CANNED FRUITS

Apricots 2½-lb. tins		4 50
Apples, 2½s, doz.	1 60	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz	4 00	4 05
Do., gals, doz.		18 50
Cherries, red, pitted, heavy syrup, doz., 1		3 20
Do., 2½		3 50
Do., 2½		3 50
Do., 2	2 75	3 10
Gooseberries, 2s, heavy syrup, doz.		2 75
California Peaches—		
1s		2 90
2s		3 25
2½s		4 40
Peaches, heavy syrup—		
2-lb.		2 40
Pears, 1s, Keiffer		2 30
Do., 2-lb.	2 45	3 10
Greengage Plums, heavy syrup	2 65	2 75
Lombard plums, heavy syrup, 2-lb.		2 40
JAMS—		
Strawberry, 16-oz.		3 75
Raspberry, 16-oz.		3 75
Black currant, 16-oz.		3 80
Orange marmalade		4 65

PRICE CUTTING IN CORNMEAL

Montreal.

CEREALS.—Price cutting in cornmeal and hominy features the cereal market locally. Cornmeal is quoted at as low as $2.50 per bag and hominy at $2.40 but the regular quotation is unchanged. Rolled oats are firm at the present basis with a good movement.

CEREALS—		
Rolled oats, bag	3 00	3 15
Oatmeal		3 75
Pearl Hominy		1 40
Corn meal	2 50	2 80
Graham Flour, 98 lbs.		7 65
New Buckwheat Flour		6 75
Pot Barley		4 00
Pearl Barley		4 90
Beans, Ont.		3 50
Do., Can.		3 30
Lima Beans		0 06
White Beans		0 06
Green peas, dried	0 03	0 05¾
Split Peas		0 07½

CURRANTS STRONGER

Montreal.

DRIED FRUITS.—The prune market is the feature with strong quotations. Wholesalers are now booking orders for delivery next fall at open prices, subject to approval of buyer when quotation is named. Currants are stronger and a higher price is quoted on raisins at the coast but local prices are as yet unchanged. The whole market has a firm tone with a fair amount of business passing which is reported to be quite as good as last year.

DRIED FRUITS—		
Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)		0 16
Peaches (fancy)		0 28
Do., (choice)		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon		0 28
Orange		0 28
Citron		0 44
Raisins (seeded)		
Valencias	0 20	0 21
Sultana, unbleached		0 20½
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown		0 21
Fancy Seeded (bulk)	0 18	0 19
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.		0 24
Do., 16 oz.		0 26
California Seedless, in bulk		0 23
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, Excelsior (36 10s), pkg.		5 00
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 75
Loose	0 10	0 12
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼'s, lb., 7 crown		0 40
Do., 2½s, lb.		0 43
Do., 2⅞s, lb.		0 45
Figs, 5 Crown, 10 pounds	0 24	0 26
Do., 12 ounce packages		0 25
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), mats.		0 09
Do., Turkish, 3 crown, lb.		0 22
Do., 5 Crown, lb.		0 28
Do., 7 crown, lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 32
30-40s		0 18½
40-50s		0 17
50-60s		0 14½
60-70s		0 13
70-80s		0 12
80-90s		0 11½
90-100s		0 10½

STRONGER MARKET FOR SUGAR

Montreal.

SUGAR.—The sugar market has a stronger trend under influence of advance in raws. The trade looks upon the market with more assurance and some of the retail grocers are even looking for an advance in price, temporarily. Refiners state that spot stocks of sugar are light on account of buying on the declining market being only for immediate requirements. There is practically no refined sugar held throughout the country and buying is steady but should the market strengthen further, it will be greatly stimulated.

SUGAR—	
Granulated sugar, per cwt.	6 90
Do., barrels	6 95
Granulated, gunnies, 20-5	7 30
Do., cases, 20 5-lb. cartons	7 50
Do., gunnies, 10-10	7 40
Do., cases, 50 2-lb. cartons	7 65
Yellow, light, per cwt.	6 50

SOAP WAR SETTLED

Montreal

SOAPS.—On Tuesday of this week a meeting was held in one of the local wholesale houses which was attended by representatives of the "Big Four" wholesale grocery firms, the firms who had participated in the slashing of soap prices. They agreed to go back to the list of $7.00 for the standard grades and other lines in proportion. This affects cleansers, soap powders and compounds as well as soaps and the regular list prices will now be the basis of sale.

NUTMEGS STRONGER

Montreal.

SPICES.—The spice market is quiet save for spasmodic buying for the spring which comes as a result of stock taking. Primary markets in peppers is quiet and a little easier as a result of some unloading. Cloves are steady but the buying is slow just now. Nutmegs are the strongest feature of the market with limited supplies and an increased demand. Importers look for an advance in this line. There is a firmer tone in ginger but local prices are steady.

SPICES—		
Allspice	0 13	0 20
Cassia, pure	0 25	0 25
Cocoanut, 20 lb. pails, per lb.		0 30
Do., sweetened, lb., packages		0 39
Chickory, (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 32
Pure, ground		0 35
Cream of Tartar (French pure)	0 44	0 60
Do., American high test	0 65	0 80
Whole cloves		0 45
Ginger (Jamaica		0 30
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs whole—		
Do., 64, lb.		0 30
Do., 80, lb.		0 28
Do., 100, lb.		0 25
Do., ground, 1-lb tins		0 30
Pepper, black		0 24
Do., white		0 32
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00

ANOTHER CUT IN MOLASSES

Montreal.

MOLASSES.—Locally wholesalers have announced another cut in molasses in order to unload before the spring. The new basis is 71c. for puncheons in Montreal and 68c. outside the city. Barrels are quoted at 73c. in the city and 71c. outside the city. There is no change in corn syrups.

MOLASSES—	
Puncheons, Island of Montreal	0 71
Barrels	0 73
Half barrels	0 74
Puncheons, outside of Montreal	0 68
Fancy molasses in tins (ginger bread)	
No. 2, 2 doz. per case	4 20
No. 3, 2 doz.	4 50
5-lb. tins	8 95
10-lb. tins, per case	8 60
CORN SYRUPS—	
Barrels, about 700 lbs.	0 05½
Half barrels, about 350 lbs.	0 05¾
Quarter barrels, about 175 lbs.	0 06¼
2 gals., 25-lb. pails, each	2 00
3 gals., 38½-lb. jails, each	2 8
5 gal. 5-lb. pails, each	4 50
5-lb. tins, per case	4 20
10-lb. tins, per case	4 00
24 2-lb. tins	3 75
WHITE CORN SYRUP—	
24 2-lb. tins	4 25
12 5-lb. tins	4 70
6 10-lb. tins	4 60

STRONGER FUTURE FOR TEAS

Montreal.

TEA.—The tea market is strong with some further advances that bring wholesale prices nearer the primary market values. Orange pekoe black tea is quoted at around 50c. The future of the tea market is much stronger and buying shows an increase. Japan teas are also strong and prices are steady. Supplies to be drawn from are limited and an advance would not be surprising.

TEAS—		
Pekoes	0 38	0 45
Broken Pekoes	0 45	0 60
Broken orange Pekoes	0 50	0 70
Broken orange Pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60

Above retail prices range of quotations to the retail trade.

Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

TAPIOCA HIGHER

Montreal.

RICE.—There is no decided change in the rice market although the condition is unsettled. Some of the wholesalers are cutting the price a little in order to unload but this indicates nothing of the true condition of the market. Reports from the southern states would indicate a strong trend to the market with the likelihood of an advance in the next six weeks. The future however is indefinite. An advance is quoted in seed and pearl tapioca. The price is now seven cents a pound, after the cut that was recently made locally. The market price is 7½ cents and quotations will likely come back to this basis.

RICE—		
Carolina, extra fancy		0 09
Do., fancy)		0 08
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Rangoon, B, per cwt.		5 75
Texas rice		0 05½
Tapioca, per lb. (seed)	0 07½	0 08½
Do., (pearl)	0 07½	0 08½
Do., (flake)	0 07½	0 08½
Honduras		0 07
Siam		0 11½

PACKAGE GOODS STEADY

Montreal.

PACKAGE GOODS.—There are few changes in package goods. Excelsior dates in packages have been reduced 50c., now quoted $4.50 by some of the

local wholesalers. Package cereals are firm in price with a good movement. Fry's breakfast cocoa and chocolate powder have been slightly reduced. Breakfast cocoa ½s is now 43c. and ¼s 45c. per lb.

PACKAGE GOODS—

Breakfast fod, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 78
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3 doz. case 3 40	3 55	3 75
Cornmeal, yellow, 24s.		2 85
Rolled oats, 20's		5 00
Rolled oats, 18's		2 60
Aluminum package, 20's		6 00
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s.		2 55
Hominy, pearl or gran., 2 doz.		3 00
Scotch Health Bran (20 pkgs.), case		3 50
Pancake flour, self-raising, doz.		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat 36s, case		6 40
Do., 20s case		6 50
Self-raising flour (3-lb. pkg.) doz.		2 25
Do., (6-lb. pkg.) doz.		4 40
Do., buckwheat flour, per doz.		1 50
Corn starch (prepared)		0 09
Corn starch, 1 lb. pkgs.		0 07½
Potato flour		0 14½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 35
Shredded wheat		4 45
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		0 09¼
Celluloid starch, 45 pkgs., case		3 80
Malt Breakfast Food (36 pkgs.)		9 60
Macaroni		3 75
Spaghetti		3 75
Egg noodles, Quaker		2 25
Canadian cheese loaf, lb.		0 30
Swiss cheese loaf		0 42

Montreal

HIGHER PRICES FOR ORANGES

Montreal.

FRUIT.—An advance in the price of oranges due to heavy frosts in the south and the cold weather during shipment. The price jumped from $5.00 to $5.50 and is likely to go higher. The same cause has contributed to a stronger market on all fruit. Lemons are advanced to $4.25 per case. Grape fruit are steady in price but an advance may come if the cold spell continues. Porto Rico oranges are on the market at $4.75 per case. California pears are selling at $5.75 a case. Apples are higher in price and are becoming scarce on this market. Supplies on hand in the Maritime provinces are held for export. Spys are advanced to ten dollars a barrel. Boxed apples are unchanged in price.

APPLES—

Hampers, per bushel	1 50	2 00
Baldwins	7 00	8 00
Boxes, 175s, 216s	3 25	3 50
Bananas (as to grade) bunch	6 00	7 25
Lemons, 300-360s		4 25
Grape Fruit, Porto Rico		4 50
Spys	9 00	10 00
Domestic		6 00
Russetts	8 00	9 00
California navels	5 50	5 25
Porto Rico Oranges		4 75
Do., Blood Oranges, half boxes		3 75
Malaga grapes, kegs	9 50	9 00
Tokay grapes, per crate		4 50
Blue and green grapes, per bas.	0 40	0 50
California Pears, per case		5 75

WALNUT MARKET EASIER

Montreal

NUTS.—The feature of the nut market is the easier trend to walnuts on the basis of a reduction of four cents a pound on Bordeaux shelled halves. The local wholesalers have not yet reduced their prices but the drop is likely to come any day. The price in France is easier. Fancy shelled peanuts are lower. Sumore wholes are quoted at $3.10 for the box of 36 packages. In bulk fancy salted are reduced to 29c. per lb.

NUTS—

Almonds, Tarragona, per lb.		0 20
Do., shelled	0 46	0 48
Valencia shelled almonds	0 48	0 50
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily,) per lb.		0 16
Brazils, shelled		0 38
Do., Barcelona		0 15½
Peanuts, Jumbo		0 16
Do., shelled, No. 1 Spanish		0 11½
Do., salted red		0 18
Do., shelled, No. 1 Virginia		0 13½
Peanuts (salted)—		
Fancy wholes, per lb.		0 34
Fancy splits, per lb.		0 29
Pecans, shelled	1 00	1 50
Walnuts Grenoble in shell		0 33
Walnuts, Marbot	0 26	0 28
Do., new Naples		0 26
Bordeau		0 76
Do., Chilean, bags, per lb.		0 40
Do., Bordeaux, shelled		0 80

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

POTATO MARKET STRONGER

Montreal

VEGETABLES.—The severe frost is responsible for some advanced prices in vegetables. The potato market is stronger and this week a price of $1.35 in New Brunswick would not attract shipments to Montreal. This means that an advance is likely to come in the near future and supplies are not what they were expected to be. The state of Maine has a good supply but other states as well as Canada is now looking to that market and the whole situation is stronger. Potatoes locally have advanced ten cents in the past week. Spanish onions are now up to ten dollars a case. Cranberries have advanced to $30.00 per barrel. Celery is a little easier in price with a bigger supply offered.

VEGETABLES—

Cabbage, local, per bbl.	2 50	3 00
Carrots, new, per bag	0 75	1 00
Celery, imported, 4-doz. crate		5 00
Horseradish /lb.		0 60
Mint		1 00
Mushrooms, lb.		1 00
Oyster plant, per doz.		1 50
Parsnips, bag		1 00
Peppers, green, doz.		0 50
New potatoes, Mont. (90-lb. bag)	1 50	1 60
Do., sweet hamper		3 25
Spanish onions, per case		9 00
Turnips, per bag	0 75	1 00
Red Onions, per crate	5 50	6 50
Texas Onions, per crate		3 50
Yellow onions, per cwt.		6 00
Cranberries, barrel		30 00

ONTARIO MARKETS

TORONTO, Jan. 25.—The first shipment of Messina bitter oranges is expected to arrive the latter part of this week. Oranges and grapefruit are quoted slightly lower. Canned vegetables continue to rule firm with higher prices quoted on spinach. Teas are again higher in primary markets and there are strong indications for higher prices to the retail trade. Cereals in bulk and package show little change as compared with a week ago. Currants are a shade higher in some quarters while dates are quoted lower. Prunes apricots and raisins are steady to firm. The raw sugar market has a stronger tone but nothing of interest has developed in the refined situation. Reductions are announced on some brands of olive oil, cocoa, chicken soup and pickles.

BEANS UNCHANGED

Toronto.

BEANS.—There are no changes in the bean market which is steady under an active demand for immediate requirements.

BEANS—

Ontario hand picked, per bushel	3 40	3 50
Do., No. 1 lb. pickers, per bushel	3 10	3 20
Cal. Limas, per lb.	0 09½	0 10

CANNED GOODS FIRM

Toronto

CANNED GOODS.—Canned tomatoes are in a strong position with a likelihood for some advances. Peas with the exception of standards are fairly well cleaned up, both in canners hands and on spot. Corn is steady and firmly held. Some brands of spinach are advanced. Following are the new prices: No. 2 Lynn Valley $1.90 per doz.: No. 2 Booths $2.15 per doz.: No. 2 Gold Bar $2.35 per doz.: No. 2½ Libbys, $3.15 per doz. Clarks chicken soup is reduced to $1.95 per doz. Lynn Valley Pumpkin No. 10 tins is advanced to $5.50 per doz. Lynn Valley green gage plums in heavy syrup are offered at $1.25 per doz. Dominion catsup No. 1 tins is quoted at 45c. per doz. Sockeye salmon, ones, is becoming pretty well cleaned up. In some quarters Horseshoe salmon, ones, is quoted at $5.50 per doz.

CANNED GOODS—

Shrimps		2 90
Sockeye 1s, doz.		5 60
Do., ½s, doz.		3 25
Alaska red, 1s		4 25
Cohoe 1s, doz.		2 90
Do., ½s, doz.		1 90
Pinks, 1s doz.		1 45
Lobster, ½-lb. doz.,	3 75	4 15
Do., 1-8-lb. tins	2 50	2 75
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	
Canned Vegetables—		
Tomatoes, 2½s, doz.		1 75
Do., Gal. No. 10 tins, doz.	5 95	6 25
Peas, standard, doz.		1 75
Do., Early June	2 00	2 15
Do., Sweet Wrinkle		2 40
Do., Extra Sifted		3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 15
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.		6 60
Canadian corn	1 40	1 50
Pumpkins, 2½s, doz.	1 50	1 60
Do. gal., No. 10 tins, doz.	1 50	1 60
Spinach, 2s, doz.		1 60
Pineapples, sliced, 2s doz.	3 40	4 25
Do., shredded, 2s, doz.	4 75	5 25
Do., sliced, 2½s, doz.		4 25
Apples, gal., doz.		5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.		3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Do., Green Gage	3 25	3 40
Cherries, pitted H.S.		4 25
Blueberries 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00

JAMS—

Black currants, 12 oz., doz...	3 00	3 75
Do., 16 oz. doz.	3 50	4 65
Do., 4s, each	0 85	1 07
Strawberry, 12 oz., doz.	3 25	3 75
Do., 16 oz., doz.	3 25	4 65
Do., 4s, tins	0 95	1 04
Raspberry, 12 oz., doz.	2 40	3 75
Do., 16 oz., doz.	3 25	4 65
Do., 4s, tins	0 85	0 97
Marmalade —		
12 oz. glass, doz.	2 35	2 45
16 oz., glass, doz.	....	2 90
No. 4 tins, each	0 58	0 65

COFFEE HOLDS FIRM

Toronto.

COFFEE.—Primary markets continue in a strong position. In the local situation there is no change although importers replacement costs are considerably higher. The demand is fairly heavy, but there does not appear to be much speculative buying.

COFFEE—

Java, Private Estate	0 51	0 53
Begotas, lb.	....	0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Mocha, lb.	0 52	0 55
Rio, lb.	0 22	0 24
Santos	....	0 35

NO CHANGE IN CEREALS

Toronto

CEREALS.—Quotations show no changes this week. Rolled oats are in a firm position but there still appears to be some irregularity in quotations.

CEREALS—

Barley, pearl, 98s	....	5 50
Buckwheat flour, 98s	....	4 50
Barley, pot, 98s	....	3 90
Barley Flour, 98s	....	6 25
Cornmeal, golden, 98s	....	2 40
Oatmeal, 98s	....	4 80
Corn flour, 98s	....	2 75
Rye flour	....	3 25
Rolled oats, 90s	....	2 95
Rolled wheat, barrel	....	6 00
Cracked wheat, bag	....	5 25
Breakfast food, 98s	....	4 50
Rice flour, 100 lbs.	....	10 00
Flaxseed, 98s	....	7 00
Peas, split, per bag	....	6 50
Marrowfat Green peas, Ont.	7 75	8 50
Do., English, per lb.	....	0.11
Graham flour, 98s	....	3 25
Whole wheat flour	....	3 85
Wheat kernels, 98s	....	5 00
Farina, 98s	....	5 35
Lentils, Red, lb.	0 18½	0 19¾

HONEY MARKET STEADY

Toronto.

HONEY.—There are no changes in the honey market. The demand is fairly steady but for the most part in small lots to meet present requirements. Airline honey cases 24-No. 10 are quoted at $3.30 per case and 24-No. 15 at $4.90 per case.

HONEY—

5-pound tins, per lb.	....	0 16½
10-lb. tins, per lb.	....	0 15½
60-lb. tins, per lb.	....	0 15
Comb, per doz	3 75	4 50

PACKAGE CEREALS STEADY

Toronto.

PACKAGE GOODS.—With the exception of the special deals on some brands of rolled oats as reported under this heading last week there does not appear to be much of interest in this market. Post Toasties are reduced to $3.35 per case but other quotations show no change.

PACKAGE GOODS—

Rolled Oats, 20s, round, case..	....	5 00
Do., 18s, case	....	2 00
Do., 20s, square case	....	5 00
Do., Aluminum Prem., 20s	....	6 00
Corn Flakes 36s, case	3 10	3 75
Porridge Wheat, 36s, reg., case.	....	6 00
Do., 20s, family, case	....	6 80
Package peas, per doz.	....	0 90
Cornstarch, No. 1, lb. carton..	....	0 09
Do., No. 2, lb. cartons	....	0 07½
Laundry starch	....	0 07
Do., in 1-lb. cartons	....	0 07¾
Do., in 6-lb. wood boxes	....	0 11¼
Do., in 6-lb. tin canisters	....	0 14½
Celluloid starch, case	....	4 00
Potato flour, 1-lb.	....	0 14½
Fine oatmeal, 20s	....	5 75
Cornmeal, 24s	....	2 30
Farina, 24s	....	3 25
Barley, 24s.	....	2 75
Self-rising Pancake Flour, 24s.	....	2 70
Buckwheat flour, 24s	....	2 70
Self-rising pancake flour, 18s	....	3 85
F. S. Hominy, gran. case	....	3 00
Do., pearl, case	....	3 00
Scotch pearl barley case	....	2 70
Puffed rice pancake flour, 24s..	....	2 90
Macaroni 30-16 oz. per case....	3 40	3 75
Do., 30-8 oz. per case	2 00	2 20

DATES OFFERED LOWER

Toronto.

DRIED FRUITS.—Little of interest has occurred during the week in the market for dried fruits other than lower prices being quoted on dates. Hallowee are offered at 12½c and Sair at 7¾c per lb. Currants are firm with quotations in some quarters advanced ½c per lb.

Citron caps, 12-lb. boxes, lb.	....	0 06
Lemon caps, 12 lb. boxes, lb.	....	0 29
Orange caps, 12 lb. boxes, lb.	....	0 31
Mixed containing 4½ lb. lemon per lb.	....	0 35
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½ lb. orange 3 lb. citron caps, 3 dozen per case, per dozen..	....	4 50
Currants—		
Greek Filliatras, cases	0 14	0 14½
Do., Patras	0 17	0 17½
Do., Vostizza	....	....
Dates—		
Excelsior, pkgs, 3 doz. in case	....	5 50
Dromedary, 3 doz. to case	....	7 50
Fard, per lb.	....	0 26
Hallowee dates, per lb.	....	0 12½
Do., Sair	....	0 07¾
Prunes—		
30-40s, 25s	....	0 19
40-50s, 25s	....	0 16½
50-60s, 25s	....	0 14½
60-70s, 25s.	....	0 13¼
70-80s, 25s	....	0 11¾
80-90s, 25s.	....	0 11¼
Raisins—		
California, Sultanas, lb.	....	0 21
Do., 15 oz. pkts.	....	0 22½
Seeded, 15-oz. packets	....	0 26
Do., 11-oz. packets	....	0 21
Seeded, 15-oz. packets	0 20½	0 21
Thompsons, seedless	....	0 22½
Valencia, Spanish	0 22½	0 28½
Clusters, boxes, 20 1-lb. pkg.	....	6 65
Smyrna Sultanas	....	0 23½
Muscat, 25 lb. box	....	0 19
Evaporated apples	0 16	0 17½
Figs—		
Smyrna, bags, approx. 28 lbs.	....	0 14½
Do., 60-lb. bag	....	0 12½
Layer, 4 Crown	....	0 30
Layer, 5 Crown	....	0 30
Layer, 7 Crown	0 28	0 35
Pulled, 10 lb. box, per lb.	....	0 34
Pulled, 1-lb. box, each	....	0 20
Do., 2-lb. box, each	....	0 36
Mats	0 09	0 09½
Peaches—		
Choice	....	0 20
Standard	....	0 18½
Apricots—		
Choice	....	0 32
Standard	....	0 28

NUTS HOLD STEADY

Toronto.

NUTS.—There are no new developments in the market for nuts. The situation at the moment is steady with the exception of a slight decline in quotations on shelled pecans, making present price 90c to 95c per b.

NUTS—

Almonds, Tarragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian	....	0 25
Do., Chili	....	0 17½
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sac k.	6 00	7 50
Do., unsweented, lb.	....	0 30
Do., sweetened, lb	0 28	0 32
Do., shred	....	0 25
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 18	0 20
Do., medium	0 14	0 18
Mixed nuts, bags 50 lbs.	0 20	0 25
Pecans	....	0 30
Shelled —		
Almonds, lb.	0 47	0 50
Filberts, lb.	....	0 33
Walnuts, Bordeaux, lb.	0 80	0 90
Do., Manchurian	0 60	0 65
Do., Broken	0 45	0 55
Jordan almonds	0 70	0 75
Peanuts, Spanish, lb.	....	0 10½
Pecans, lb.	0 90	0 95
Brazils	....	0 72

NO CHANGE IN RICE

Toronto.

RICE.—There is little change in the spot situation on rice. Primary markets continue steady to firm. One local wholesaler is offering Siam rice to arrive seconds at 5¾c per lb.

RICE—

Honduras, broken, per lb.	0 07½	0 08
Blue Rose, fancy	0 08½	0 09
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White Sago	0 06⅞	0 07½
Tapioca, per lb.	0 06⅞	0 07½
Do. fancy	0 09	0 11

SUGAR UNCHANGED

Toronto.

SUGAR.—Refiners' quotations are unchanged at the basis for granulated of $7.24 per cwt. but generally wholesalers are offering at a lower price. The raw market continues to rule firm under an fairly active demand.

SUGAR—

St. Lawrence, extra gran., cwt.	7 24
Atlantic, extra gran.	7 24
Acadia Sugar Refinery, ex gran.	7 24
Dom. Sugar Refinery, ex. gran.	7 05
Canada Refinery, gran.	7 24

Differentials: Granulated, advance over basis 50-lb. sacks, 25c; barrels, 5c; gunnies, 5-20, 40c; gunnies, 10-10s, 50s; cartons, 20-5s, 60c.

SPICES HOLD FIRM

Toronto

SPICES.—All lines are firmly held and with a scarcity of stocks there is no immediate prospect for a change in the situation. Spice grinders are inclined to buy a little heavier but wholesalers and retailers continue to buy as their needs require.

SPICES—

Allspice	0 18	0 21
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 45
Mustard, pure	0 35	0 40
Pastry	....	0 32
Pickling spices	....	0 18
Mace	....	0 65
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.	0 60	0 70
Do., 80s	....	0 35
Chillies, lb.	....	0 50
Nutmegs, selects, whole	0 26	0 40
Do., ground	....	0 28
Mustard seed, whole	....	0 20
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Caraway seed, whole	....	0 30
Turmeric	....	0 30
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	....	0 40
4-oz. packages, doz.	....	2 00

The above quotations are for the best quality

NO CHANGE IN SYRUPS

Toronto.

SYRUPS.—The situation is steady under a fairly active demand.

SYRUPS—	
Corn Syrup—	
Barrels, about 700 lbs., yellow	0 05½
Half barrels, ¼c over bbls; ¼ bbls. ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 50
Cases, 2-lb. tins, yellow 2 doz. in case	3 75
Cases, 5-lb. tins, yello ·, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz.	4 00
Sugar Syrup—	
Cases, No. 2 tins 24 t ocase	4 25
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 20
No. 3 tins, 2-doz. case	5 50
No. 5 tins, 1-doz. case	4 60
No. 10 tins, ½-doz. case	4 20
Pails—No. 1	1 10
Pails No. 2	1 75
Pails No. 5	3 55
Molasses, table grade—	
No. 2 tins, 2-doz. case	7 75
No. 5 tins, 1-doz. case	8 95
No. 10 tins, 1-doz. case	8 60
Pails—No. 1	2 10
Pails, No. 2	3 75
Pails No. 5	8 55

HEAVY TEA BUYING

Toronto.

TEAS.—The London market is firmer and cables from Colombo and Calcutta announce another advance of two pence per pound. It is understood that some of the British tea firms are buying up whole 1922 crops of Indian and Ceylon teas at a fixed price. It is also said that deals have been concluded in Ceylon for crops aggregating 5,000,000 pounds. The above gives some idea of the situation existing at primary sources and should indicate the accurate situation and future prospects for the balance of present seasons crops. The local situation continues strong and it is pointed out that the cheapest tea that can now be laid down is around 40c. per lb.

TEAS—		
Pekoe Souchongs	0 34	0 38
Pekoes	0 36	0 58
Broken Pekoes	0 39	0 58
Broken Orange Pekoes	0 50	0 65
Japans and Chinas—		
Early pickings, Japans		0 58
Do., seconds		0 50
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 60

Above prices give range of quotations to the retail trade.

BITTER ORANGES NEXT WEEK

Toronto.

FRUITS.—The first shipment of Messina bitter oranges is expected to arrive during the next week: bitters are quoted at $5.00 per case. Navel oranges are slightly lower at $5.50 per case for the better known brands while some others are quoted at $4.25 to $5.00 per case. Pineapples are quoted at $6.00 to $7.50 per case while Florida strawberries are offered at 90c. per box.

FRUITS—		
Oranges, Floridas,		5 00
Oranges, Navels, 100s		5 50
Do., 126s		5 50
Do., 150s, 176s, 200s		5 50
Do., bitter Messina,		5 00
Tangerines, per case	4 00	5 50
Lemons, Messina		4 50
Do., California	4 50	5 00
Bananas, per lb.	0 06½	0 07½
Apples—Barrel.		
Spys, No. 1		9 00
Spys, No. 2		8 00
Spys, No. 3	6 00	7 50
Greenings No. 1		7 50
Greenings No. 2		7 00
Baldwins No. 1		7 50
Baldwins No. 2		7 00
Grapes, Malaga, bbls.	13 00	15 00
Apples, B.C., boxed	3 25	4 50
Cranberries, Cape Cod, bbls.		30 00
Grapefruit, Florida	5 50	5 75
Pomegranates	2 00	3 00
Pineapples, 16s, 18s, case		6 00
Do., 24s, 30s, case		7 50
Strawberries, Floridas, per box		0 90

ONIONS AGAIN MOVE UP

Toronto.

VEGETABLES.—Potatoes show little change, while onions continue to maintain a strong tone. Onions show an advance of $1.00 per bag—now quoted at $10.00 per 100 lb. bag and Spanish at $11.00 per crate. Southern vegetables are meeting with a good demand but show no change in quotations as compared with last week.

VEGETABLES—		
Cabbage, per barrel		5 00
Potatoes, Delaware, per bag	1 65	1 75
Do., Ontario	1 25	1 40
Beets, per bag	0 75	1 00
Carrots, per bag	0 85	1 00
Turnips, per bag		0 85
Parsnips, per bag	1 00	1 25
Onions, Spanish, crate		11 00
Do., sack, 100lbs.		10 00
Celery, per crate, cal.		11 00
Cauliflower, Cal., case	5 50	5 75
Head lettuce, iceberg, case	5 00	5 25
Sweet potatoes, per hamper	2 75	3 00
Mushrooms, per bkt.		2 50
Shallotts, per doz.		75
New Carrots, hamper		2 25
New beets, hamper		2 00
New parsley, hamper		2 25
New cabbage, large case		8 00
Endive, per hamper		2 00
Radish, per doz.		1 00

SOME PRICE CHANGES

Toronto.

MISCELLANEOUS.—Frys cocoa is reduced to $2.65 per doz. for halves and $1.40 for quartes. New prices on tacks are as follows: 8 oz. blued, 65c per doz.; 6 oz. tinned, 70c per doz.; 8 oz. tinned, 90c per doz. A special deal is announced on Dalley's 2 in 1 shoe polish and Black Knight stove paste for delivery March 1: with orders for 7 doz., 8 doz. will be delivered and 7 doz. charged: with orders for 12 doz., 14 doz. will be delivered and 12 doz charged. Some brands of olive oil are reduced: Rosom brand cases 36 small bottles now quoted at $3.15 per doz. and cases 24 8 oz. bottles, 5.25 per doz. Brillante brand olive oil, 4 oz. bottle is reduced to $3.25 per doz.

MANITOBA MARKETS

WINNIPEG, January 25.—There is an advance of 1c per lb. on Santos coffee and 1½ on Rio coffee by local dealer. Canned goods of all descriptions remain firm and many canners are advancing their prices. The prune market is active and shows an advance; there is a good demand and spot stocks are very low. Evaporated apples are showing a firmer tendency. Cereals are ruling easier and declines have been noted on bulk rolled oats, oatmeal, wheat granules and barley. The bean market is firmer and on future shipment higher prices will prevail. New season packed marmalade is now on the market at lower prices. The nut market is ruling firm. The spice market continues at a firm tone, more especially on peppers. Bananas are lower. All lines of California vegetables are showing advances, more particlarly onions.

COFFEE PRICES ADVANCE

Winnipeg.

COFFEE.—Reports from the primary market state that there has been a continuance of rainy weather which should tend to swell the beans and increase the size of the growing Santos crop, and it is expected that the damage from the prolonged drought was so great that a Santos crop of over 7,000,000 is not to be expected for 1922 and 1923. As far as Santos coffee is concerned prices will probably rule higher beginning with next July. The Brazilian government is in control and as there is a consumption of 3,000,000 bags a year and visible Rio stocks are practically owned by them, prices are ruling firm with indications of an advance in the near future. Local wholesalers have advanced their prices 1c. per pound on Santos and 1½c. on Rio. The demand is showing an improvement.

COFFEE—		
Rio, roasted, best grade, per lb.	0 19½	0 20½
Mexican, roasted, best grade, lb.	0 41	0 49
Jamaica, roasted, best grade, lb.	0 28	0 30
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

IDEAS WORTH TRYING

Here is an idea which no doubt will stimulate sales on oranges, grapefruit and lemons for the making of marmalade in the home. In another section of this issue is a page of marmalade recipes. Just cut out this page and paste it on the window in which is displayed fruits. Or, paste it on a colored card about 1½ inches larger around than the page. This will make a splendid show card to stand on the counter or show-case. It is also a good suggestion for an advertisement in the local newspaper.

CANNED GOODS FIRM

Winnipeg.

CANNED GOODS.—Canners are advancing their quotations on all lines of canned goods. Some lines which have been offered by independent canners at less than regular prices are now completely absorbed. Prices on tomato and corn are withdrawn. Purchases are being made in a hand to mouth way, but orders are frequently replaced.

DRIED FRUIT STEADY

Winnipeg.

DRIED FRUIT.—The prune association report the market very active and prunes show an advance of ¾c. on 30s, ½c. on 40s, 50s, 60s, and ¼c. on 70s, 80s, and 90s. There is a good demand and the market is pretty bare. Raisins are moving steadily and the market is gaining strength. Apricots are scarce and there is a general tendency for higher prices. Reports from the East state that evaporated apples have advanced but at present there is no change in local quotations.

CEREAL MARKET EASIER

Winnipeg

CEREALS.—The cereal market is ruling easier and declines have been noted on bulk rolled oats, oatmeal, wheat granules, and pot and pearl barley. Rolled oats in bags of 80 lb. are quoted at $2.20 per bag. Oatmeal in 98 lb. bags $3.00. Wheat granules in 98 lb. bags is quoted at $4.75. Pot barley in 98 lb. bags is quoted at $3.00 with pearl barley at $4.25. Spot stocks are reported low. Bean market is firmer and within a short time local wholesalers' quotations are likely to be advanced.

PACKAGE CEREALS—	
Rolled Oats, 20s, round cartons	4 00 4 65
Do., 36s, case square pkts.	3 50
Do., 18s, case	2 10
Corn Flakes, 36s, case	3 50 3 80
Cornmeal, 2 doz. case, per case	3 40
Puffed wheat, 4 doz. case, per case	4 40
Puffed rice, 3 doz. case, per case	5 70
Cream of Wheat, 3 doz. case, per case	9 00
Grape Nuts, 2 doz. case, per case	3 80
Package Peas, 3 doz. case, per case	3 00
BULK CEREALS—	
Rolled oats, 80s, per bag	2 20
Do., 40s, per bag	1 18
Do., 20s, per bag	0 64
Do., 10-18s, per bale	2 95
Do., 15-6s, per bale	5 65
Oatmeal, 98s, gran. or stand., bag	3 00
Wheat granules, 98s, per bag	4 75
Do., 15-6s, per bale	5 15
Peas, whole, green, 100-lb. bag per bushel	3 85
Do., split, yellow, 98s, per bag	7 50
Do., split, yellow, 49s, per bag	3 80
Beans, fancy, hand picked, 100-lb. bag, per bush	3 55 to 4 25
Do., Lima, 100-lb. bag, per lb.	0 10½
Barley, pot, 98s, per bag	3 00
Do., pot, 49s, per bag	1 60
Do., pot, 24s, per bag	0 85
Barley, pearl, 98s, per bag	4 25
Do., pearl, 49s, per bag	2 20
Do., pearl, 24s, per bag	1 15
Cornmeal, 98s, per bag	2 15
Do., 49s, per bag	1 13
Do., 24s, per bag	0 58
Do., 10-lbs., per bale	2 77
bags, per bag	6 25

FLOUR UNCHANGED

Winnipeg.

FLOUR.—The flour market is holding steady under a moderate demand with no change in local quotations.

FLOUR—	
98-lb. sacks	3 90
Two 49-lb. sacks	3 97½
Four 24-lb. sacks	4 07½

NEW MARMALADE ARRIVES

Winnipeg.

JAMS.—New season pack of marmalade is now on the market and is quoted at 66c. for 4s, Scotch imported marmalade is quoted at 80c. per tin.

JAMS	
Strawberry 4s per tin	0 91
Black Currants, 4s, per tin	0 91
Raspberry, 4s, per tin	0 91
Apricots, 4s, per tin	0 85
Cherry, 4s, per tin	0 85
Peach, 4s, per tin	0 86
Compound (all flavors), 4s, tin	0 55

SHELLED WALNUTS FIRM

Winnipeg.

NUTS.—The nut market shows little change as compared with a week ago. The market on Bordeaux walnuts remains firm with no indication of any reaction. New crop Spanish walnuts of excellent quality are selling at 70c. per lb. and good offerings of Manchurian are quoted at 50c. per lb. Shelled pecan market is uncertain and lower. No. 1 Spanish shelled peanuts are showing a slightly firmer tendency.

NUTS, SHELLED—	
Almonds, per lb.	0 49½
Spanish Peanuts, No. 1, lb.	0 12½
Pecans, per lb.	0 90
Walnuts, per lb.	0 70
Brazils, per lb.	0 70
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 23½
Walnuts, per lb.	0 23
Almonds, per lb.	0 20¼
Brazils, per lb	0 18
Pecans, per lb.	0 30
Filberts, per lb.	0 16

RICE MARKET FIRM

Winnipeg

RICE.—The primary rice market is ruling firm especially in the Southern States. Although the market is dull at the present time dealers are holding for better prices and the tendencies are for advances in the near future. Local quotations remain unchanged.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08
Do., 50-lb. sacks, lb.	0 08½
Siam, 100-lb. bags, lb.	0 06
Do., 50-lb. bags, lb.	0 06¼
Sago, sack lots, 130 to 150 lbs., per lb.	0 07¾
Sago, in less quantities, lb.	0 08¼
Tapioca, Pearl, per lb. 0 07¾	0 08¼

SUGAR UNCHANGED

Winnipeg.

SUGAR.—There is no change in the local sugar situation. The New York raw and refined sugar market is showing a firmer tone.

SUGAR	
Extra gran. bags, 100 lbs.	8 00
Do., gunnies, 5-20 lbs.	8 40
Do., gunnies, 10-10 lbs.	8 50
Do., cartons, 20-5 lbs.	8 60
Do., cartons, 50-2 lbs.	8 75
Yellow, No. 1 lt., bags, 100 lbs.	7 60
Do., golden, bags, 100 lbs.	7 50
Powdered sugar, bbls.	8 40
Do., boxes, 50 lbs.	8 60
Do., boxes, 25 lbs.	8 80
Icing barrels	8 50
Do., boxes, 50 lbs.	8 70
Do., boxes, 25 lbs.	8 90
Soft lumps, boxes, 100 lbs.	8 80
Do., boxes, 50 lbs.	9 10
Do., cases, 20 cartons	9 85
Do., cases, 40½ lbs.	10 60
Small lump, boxes, 100 lbs.	8 70
Do., boxes, 50 lbs.	8 80
Do., boxes, 25 lbs.	9 00
Do., cartons, 50 2-lbs.	10 10
Hard lump, boxes, 10 lbs.	8 80
Do., boxes, 50 lbs.	8 95
Do., boxes, 25 lbs.	9 10

SYRUPS UNCHANGED

Winnipeg

SYRUP.—There is a steady movement for both cane and corn syrup with prices maintained. Prices on molasses are steady and unchanged.

STARCH IN DEMAND

Winnipeg

STARCH.—There is a good demand for starch and retailers are buying more frequently. Corn starch in one pound packages is quoted at 8c. per lb.

STARCHES	
Corn starch, 1-lb. pkg., per lb.	0 08½
Do., No. 1 quality, 1-lb. pkgs.	0 09½
Gloss, 1-lb. pkg., per lb.	0 09¾
Celluloid, 1-lb. pkg., per case	4 00

PEPPERS FIRMER

Winnipeg.

SPICES.—The spice market continues with a firm tone and more activity is being noted. Peppers are particularly firm. There are no changes in local quotations to the retail trade.

Allspice, Jamaica, best qual., lb.	0 22
Cassia, Batavia, per lb.	0 35
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1 per lb.	0 53
Cinnamon, Ceylon, per lb.	0 50
Do., No. 0, carton, doz.	0 90
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar, per lb.	0 45
Ginger, washed, Jamaica, No. 1	0 65
Do., Jamaica, No. 2	0 40
Do., Japan or Africa, lb.	0 30
Mace, extra bright Penang, lb. per lb.	0 65 0 95
Do., medium, 110 to lm.	0 35
Do., carton of six, per doz.	0 80
Pepper, blk., Singapore, ex. lb.	0 22
Do., white, per lb.	0 35
Pickling, ¼-lb. pkg., per doz.	0 90
Do., bulk, No. 1, per lb.	0 22
GROUND SPICE	
Allspice, bulk, per lb.	0 20
Do., No. 2, per lb.	0 25
Do., 2 oz. cartons	0 95
Do., 4 oz. cartons	1 20
Cassia, No. 1 bulk, per lb.	0 27
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	0 95
Do., No. 1, 4 oz., cartons	1 50
Cinnamon, bulk, per lb.	0 55
Do., 2 oz. cartons	0 95
Do., 4 oz. cartons	1 75
Cloves, bulk, per lb.	0 50
Do., 2 oz., cartons	0 95
Do., 4 oz. cartons	2 00

NO CHANGE IN TEA

Winnipeg.

TEAS.—There is little change in the tea market. All markets continue to hold a strong position under influence of the shortage in stock. Moreover the upward inclination of prices as a result of the strong situation, embracing every variety and practically all grades, will induce greater liberality in buying than might otherwise be expected.

BANANAS LOWER

Winnipeg

FRUITS.—Bananas show a reduction of 1c. per lb. making the present price 9c. Pet oranges are now on the market and are quoted at $6.00 per case, with choice navels at $5.75. There is little change in other lines of fresh fruits.

CELERY HIGHER

Winnipeg.

VEGETABLES.—California celery has advanced and is quoted at $13.00 per case. California head lettuce has shown an advance and is quoted at $5.00 per case. B. C. onions are $1.00 per sack higher and there is a good demand at $6.00. Cauliflower is slightly easier and selling fairly well at $3.00 per doz. New California cabbage is meeting with a good sale at 6c.

VEGETABLES	
Cabbage, per lb.	0 02
Head Lettuce, per case	5 00
Head Lettuce, per dozen	1 50
Green Onions, per doz.	1 00
Cucumbers, per doz.	7 00
Tomatoes, per case	13 00
Potatoes, per bushel (carload lots)	0 40
Do., per bushel, (small lots)	0 50
Celery, per case	11 00
Onions, per sack (red)	6 00
Do., per case (Valencie)	8 00
Mint, per doz.	1 00
Cauliflower, per dozen	3 00
Parsley, per dozen 0 50	0 75
Carrots, per lb.	0 02
Beets, per lb.	0 02
Parsnips, per lb.	0 02
Brussels sprouts, per lb.	0 30
Chinese cabbage, per lb.	0 20

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Jan. 24.—The butter market is easier with creamery quoted lower at 31c. to 35c. and dairy 22c. per lb. Lard, 3s is quoted lower at $9.90 per case. Clarks chicken soup is reduced 10c. per doz. Red Rose coffee in tins is down 2c. per lb. Frys cocoa ¼s reduced 20c. and halves 25c. per doz. Flour declined 30c. per barrel. Pot and pearl barley are slightly easier.

Do., Kotenashi, per cwt.		5 90
Rolled oats, 80s		2 25
Rice, Siam	5 50	6 00
Japan, No. 1	7 35	8 00
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.		7 75
Sugar, pure cane, gran., cwt.		8 19
Cheese, No. 1, Ont., large	0 22½	0 23
Alberta cheese, twins		0 20
Do., large		0 22
Butter, creamery, lb.	0 31	0 35
Do., dairy, lb.		0 22
Lard, pure 3s		9 90
Eggs, new laid, local, case		14 00
Do., No. 1 storage, case		16 00
Tomatoes, 2½s	4 15	4 35
Pumpkin, 2½s, case		4 40
Lemons, case		7 75
Corn, 2s, standard case	3 00	3 60
Peas, 2s, standard case	4 20	4 36
New early June peas, case		**4 75**
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye, ½s		21 55
Strawberries, 2s, Ont., case	8 15	8 40
Raspberries, 2s, Ont., case	8 40	9 25
Cherries, 2s, red, pitted		8 50
Peaches, 2s, halves		5 85
Do., 2s, sliced		6 25
Apples, evaporated, lb.		0 18
Do., 25s, lb.		0 18½
Pineapples, Hawaiian, sliced 2's	6 30	7 85
Do., canned, 2s	7 45	7 90
Potatoes, local, ton	20 00	30 00

British Columbia

FROM VANCOUVER, BY WIRE

Vancouver, B. C., Jan. 24.—Reports of frost damage in California has strengthened the market for oranges, quotations are advanced to $5.00 and lemons to $6.00 per case. Best eggs are quoted at 40c. per doz. Best grades of butter are selling at 37c. while cheese is bringing 21c. per lb. Pure lard is quoted at 16c and compound at 14½c per lb. Beef steer is quoted at 12.: cow 11c.: mutton 22.: lamb 26.: veal 13c.: and hogs 16c. per lb. Cauliflower is $2.50 per doz. and cabbage 5½c. per lb. Celery is firm at $10.00 per crate. Head lettuce $4.75 leaf lettuce $1.25. Okanagan onions are $5.50 and Spanish $8.00. Green onions are 80c. per doz. Potatoes are unchanged.

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., Jan. 24.—Oranges are slightly lower at $5.50 to $6.50 per case while grapefruit is steady at $5.00 to $6.50 per case. Onions are higher, bags are quoted at $10.00 and crates at $12.-00 to $13.00. Messina lemons are firmer at $5.00 to $6.50 per case. Shoulder hams are higher at 24c. and lard is up ½c. per lb. making pails 16c. and tubs 15½c. per lb. Eggs are lower at 45c. per doz.

Rolled oats, bag		3 50
Do., bbls.		8 30
Rice, Siam, per cwt.		7 00
Tapioca, per 100 lbs.		9 50
Molasses, gal.		0 60
Tomatoes, cans		2 00
Do., bags		6 00
Raisins, Valencia layers	0 24	0 30
Currants, cleaned		0 20
Prunes, 90-100, 25-lb. boxes		0 11¼
Lemon peel		0 34
Orange peel		0 34
Citron peel		0 46
Walnuts		0 28
Almonds		0 22
Brazils		0 20
Peanuts		0 17
Filberts		0 16
Cocoanuts, bag		6 00
Potatoes, per bbl.		3 00
Onions, bag		10 00
Do., crate	12 00	13 00
Pork, clear, bbls.		32 50
Pigs' feet, per 20-lb. pail		2 10
Hams, shoulder, per lb.		0 24
Bacon, side, per lb.		0 32
Bacon, roll ,per lb.		0 26
Lard, pure, in pails, lb.		0 16
Lard, pure, in tubs, lb.		0 15½
Shortening, in pails, lb.		0 14½
Shortening, in tubs, lb.		0 14
Butter, creamery, prints		0 40
Butter, creamery, solids		0 36
Oleomargarine		0 24
Cheese, whole, lb.	0 19	0 21
Cheese, twins, lb.		0 21
Eggs, doz.		0 48
Sugar, cut loaf, cwt.		8 70
Sugar, stan., gran., cwt.		7 10
Sugar, No. 1 yellow, cwt.		6 90
Lemons, California, case		6 50
Do., Messina	5 00	6 50
Grapefruit, Florida, case	6 00	7 50
Bananas, lb.		0 13
Cornmeal, gran., bags		3 25
Oranges, per case	5 50	6 50

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S., Jan. 24.—Several lines of canned goods show advances of 2½c. per doz. Peaches 2s are now quoted at $3.32½ per doz.: corn $1.62½ per doz. and standard peas $1.97½ per doz. Fresh eggs are lower at 50c. per doz. and storage have dropped to 40c. per doz. American clear pork advanced $1.-00 per barrel making the price $31.00. Butter shows a decrease of 2c. per lb. Creamery is quoted at 35c. and dairy at 32c. per lb.

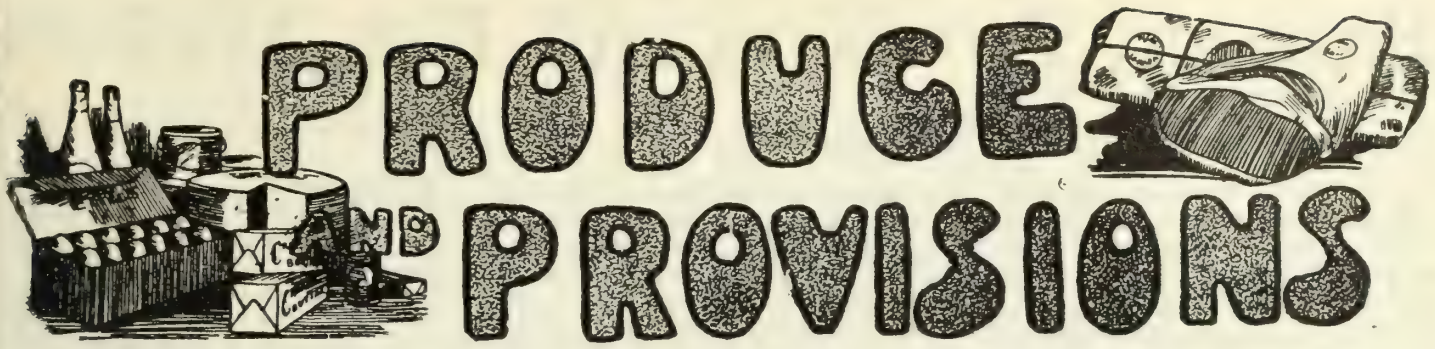
Flour, No. 1 patents, bbl.		**11 00**
Cornmeal, bags		**2 50**
Rolled oats, per bag		3 75
Rice, Siam, per 100 lbs.	**0 06¾**	**0 10**
Tapioca, 100 lbs.		7 70
Sugar, standard, gran.		7 10
Do., No. 1 yellow		6 60
Molasses, gal.		0 63
Cheese, Ont., twins		0 23
Eggs, fresh, doz.		0 50
Eggs, storage, doz.		0 40
Lard, compound		0 14
Do., pure, lb.		0 18
American clear pork, bbl.		31 00
Tomatoes, 2½s., stan., doz.		2 00
Hams, aver. 9-12 lbs.		0 35
Do., aver., 12-18 lbs.		0 35
Do., aver. 18-25 lbs.		0 31
Roll bacon		0 25
Butter, creamery, lb.		0 35
Do., dairy		0 32
Raspberries, 2s Ont., doz.		**4 00**
Peaches, 2s, standard, doz.		3 32½
Corn, 2s, standard, doz.		1 62½
Peas, standard, doz.		1 97½
Strawberries, 2s, Ont., doz.		**4 00**
Salmon, Red Spring, flats, cases		
Do., pinks		**7 00**
Do., Cohoes		**14 00**
Do., Chums		**6 00**
Evaporated apples, per lb.		**0 16**
Dried peaches, per lb.		**0 22**
Potatoes, Nat., 90-lb. bag		1 30
Corned beef	**3 00**	**3 55**
Onions, Spanish, lb.		0 10
Do., American, bag 100 lbs.		10 00
Onions, Canadian, per bag		8 50
Oranges, per case	7 00	7 50
Apples—		
Northern Spys, per bbl., No. 1		6 50
Do., No. 2		6 00
Do., No. 3		3 50

Montrealers Who Will Attend The Produce Convention

Montreal.—Delegates attending the Canadian Produce Merchants' Association Convention which is held in Winnipeg this year on January 30 and 31, are leaving here Friday night so as to be in Winnipeg by Sunday night. Among those who have signified their intention of attending the convention are:—H. R. Gray of Gunn & Langlois, Ltd., C. Henderson of Coyle & Henderson, A. C. Weiland of the Co-operative Wholesale Society, A. W. Grant, J. W. Johnson of A. D. McGillis & Company, A. Trudel of the Bulletin Agriculteur, A. Limoges of Z. Limoges & Company and H. N. Eden.

It is possible that others may find themselves in a position to go to Winnipeg later in the week, but at present the above named are all who have so far made arrangements to go.

Sainsbury Bros., grocery brokers are now located in room 501 Confederation B'dg., Winnipeg, where they have a larger office. A. M. Myers is the western representative.



Early Vegetables and Fruits Make A Profitable Sideline

Stuebing & Son, Kitchener, Ont. Sell $300 Worth of These Lines on a Recent Saturday—Representing a Quick Turnover With Practically No Waste

THERE is a good profit for grocers, in handling out-of-season vegetables and fruits," remarked Mr. Stuebing Jr., of Stuebing & Son, grocers, Kitchener, Ont., the other day. "Our sales of these lines amounted to three hundred dollars last Saturday. Of course we carry them right through the week, but people buy them better at the weekend than at any other time. Just now we are selling lettuce, tomatoes, spinach, cauliflower, and rhubarb, and there is an exceptionally good demand for the same. Display and the suggestion of these delicacies to customers giving telephone orders, are the strongest selling points.

Getting the Passerby

"Fruits and vegetables temptingly displayed in the window, will sell them quicker than anything I know. Where we are situated on the main street, is an ideal location to get the trade of the passerby, and if people see something in the window, that suggests a change of diet, they invariably step inside and buy it. Display is an important factor, and our windows help tremendously to increase our turnover."

In addition to the display in the window, Stuebing & Son, have their fruits and vegetables of the fresh varieties, just to one's right as one enters the door. The customer cannot fail to see these lines, and the temptation is strong to purchase some of the same. "These fresh fruits and vegetables represent a quick turnover, and a good profit," Mr. Stuebing remarked. "We are very rarely left with any on our hands, and loss in handling, is practically nil. At this time they sell surprisingly well, and grocers will find if they are not already stocking the early vegetables and fruits, such as are here mentioned, they will find them a good sideline."

Continental Countries Are Heavy Consumers of Honey in Comparison With England

Honey is Served in Some Way or Other at Almost Every Meal While Few People Eat it in England—Greater Care Should be Taken by Colonial Packers in the Packing of Honey

"IT IS NOT generally recognized," says Edwin Hood in an interesting article on honey in the "Bee World" an English publication, "how little honey is consumed in the homes of the people in England, compared to continental countries. Whilst recently staying on the continent we were supplied with honey at nearly every meal," he states. "A dainty jar of honey was set before us at breakfast, and we noticed that the great majority of persons in the room quite naturally partook of honey with their morning meal. On several days honey scones were served. We do not know how these were made, but they were very light and delicious, and the honey flavor could be quite easily detected.

"Why, then, has not the English taste been cultivated to partake of this most delicious food? In many homes in this country honey does not enter once in twelve months. We think in great part the reason of this is that so much inferior foreign honey is packed that really is not fit for table use, and where this has once been supplied we hear the remark from the housewife, 'We never use honey. The last lot I bought was never eaten. Neither my children nor my husband will eat honey.' Just a few of the professional classes consume quite a considerable amount of honey during the season, very greatly to the benefit of the family, but this valuable article should be served in every cottage home.

A Sustaining Food

"Honey is a most sustaining article of food. We have noticed its effects when men have been thoroughly exhausted. A glass of hot milk containing two large spoonfuls of honey has a wonderful effect upon the system when overtired. It is so easily digested and its effects are at once felt.

"Then as regards cases of nervous breakdown, honey is a wonderful stimulus for building up nerve force, and in cases where the nerves have become weakened honey should be used most plentifully, and we are sure good results will be shown; but we do not wish to speak of honey as a medicine, but rather as a dainty food. When it is served up on the table in a bright glass jar, clear, sparkling and brilliant, it is an exceedingly attractive addition to the menu at all times.

"We were recently at a tea table in an old-fashioned country house where tea was served in the old-fashioned way as a substantial meal, and amongst the company was a well-known minister. It was not long before his eyes fell upon the honey jar. He reached out his hand saying, 'Honey, delicious honey—food fit for the gods. How long it is since I saw real country honey'."

In his business connections, the writer is naturally most interested in colonial honey, of which, perhaps, his firm are one of the largest packers in the world, and a few hints from his pen to overseas packers may not be out of place. "We should like to ask our colonial friends," he writes, "to take the greatest care in packing—to see the honey is packed in more cleanly condition. Often the tins in which the honey arrives are polluted with paraffin. In many cases honey arriving in barrels has a great quantity of rubbish, dead bees, etc., and sometimes the cases are so unsuitable that they become broken, and the tins without this protection, not being strong enough to stand the rough usage, become damaged, thus much of the honey often escapes. Again, in many cases the barrels are not properly coopered and are not stout enough for their purpose. We recently had an experience of this when a barrel of very choice Jamaica

(Continued on page 40)

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, January 25.—The feature of the produce market is the advance in the price of live and dressed hogs due to the smaller offerings. Lard and smoked meats are steady, apart from a small drop in breakfast bacon on account of the limited demand at present. Cooked meats are unchanged. Storage eggs have declined five cents with large offerings but strictly new laid eggs are firm with an improved demand. Butter and cheese shows improvement with a better future. Cheese is in better demand for export and the supply of butter on hand is not as large as was expected. Fish prices are unchanged. Poultry is strong with indications of an advance. The demand for margarine is fair and prices are more steady.

BUTTER MARKET FIRMER

Montreal

BUTTER.—The butter market has held steady with a firmer tone. Receipts for the past week show an increase of 385 packages over the previous week. Despite the importations the stock on hand is smaller than was expected and the market has gained strength with a good demand and spot stocks fairly light. Prices are unchanged.

BUTTER—

Solids, creamery	0 34	0 35
Prints, creamery	0 35	0 36
Dairy solids	0 30	0 31

FIRMER TONE IN CHEESE

Montreal.

CHEESE.—The receipts of cheese in Montreal are small with a decline of 950 boxes from the previous week. The demand for export shows improvement and prices show a firmer tone with more strength evident throughout. Wholesale prices are however unchanged and the domestic market is quiet with a limited demand.

CHEESE—

Large, per lb.	0 19	0 20
Twins, per lb.	0 19	0 20
Do., white		0 27
Triplets, per lb.		0 20
Fancy old cheese, per lb.	0 28	0 30
Stilton, per lb.		0 30
Quebec	0 19	0 20

STORAGE EGGS REDUCED

Montreal.

EGGS.—The egg market shows a decline of 5c. to 6c. on storage eggs. The market for new-laid eggs is quite firm with an improved demand at the lower prices. Storage eggs have declined owing to the fact that larger supplies of imported eggs are offered on the market. The basis for select storage eggs is from 35c. to 37c. per doz.

EGGS—

New Laid	0 50	0 53
Storage, selects	0 35	0 37
Do., No. 1	0 32	0 33

COOKED MEATS QUIET

Montreal.

COOKED MEATS.—The cooked meat market is quiet with prices holding. The demand at this season of the year is limited.

COOKED MEATS—

Jellied pork tongues		0 35
Jellied pressed beef, lb.		**0 37**
Hams, cooked	0 40	0 45
Pork pies (doz.)		
Sausage, pure pork		0 20
Ox tongue, tins		0 65
Mince meat, lb.		0 15½
Head cheese, 6-lb. tins, per lb.		0 10
Plate beef		22 00

MARGARINE MARKET STEADIER

Montreal

MARGARINE.—The market for margarine is a little easier with a fair demand. Butter prices are now more steady and will likely influence this market. The demand however is limited owing to the comparatively easy market for butter. The best grades are selling at 23c. per lb.

NO CHANGE IN FISH

Montreal.

FRESH FISH.—The fish market shows more activity with the approach of National Fish day on Feb. 1. Prices are steady with a good supply on hand.

FRESH FISH—

Filets, 20 lb. boxes	0 17
Herring	0 08
Market Cod, fresh	0 07
Steak cod	0 08
Dressed B. C. Salmon	0 24
Haddock	0 06
Halibut	0 20
Flounders	**0 10**
Mackerel	0 16
White fish	0 18
Eels	0 13

FROZEN FISH—

Haddock	0 06
Halibut	0 20
Chicken halibut	0 17
Market cod	0 05 0 05½
Steak cod	0 6½ 0 07
Doree	0 11
Qualla Salmon	0 11
Dressed B. C. Salmon	0 22
White fish	0 13
Dressed pike	0 07
Mackerel	0 13

OYSTERS—

Herrings		0 06½
Lake trout		0 14
Shell oysters, bbl.	8 00	15 00
Standard—Per No. 1 can		2 50
Do., No. 3 can		7 50
Do., No. 5		12 25
Jars—1 doz.	4 50	5 25

BREAKFAST BACON EASIER

Montreal

SMOKED MEATS.—The only important change in smoked meats is a decline of 1c. per lb. on breakfast bacon which is due to liberal offerings and a somewhat limited demand during this month. Smoked hams are unchanged in price. The higher prices on live hogs will likely have a strengthening effect upon smoked meats as soon as the demand shows improvement.

BACON—

Breakfast, best	0 28	0 50
Smoked breakfast	0 28	0 40
Cottage rolls		0 28
Picnic hams		0 19
Wiltshire	0 25	0 28

MEDIUM SMOKED HAMS—

Weight, 8-14, long cut	0 25	0 28
Do., 14-20	0 25	0 28
Do., 20-25	0 21	0 22
Do., 25-30	0 18	0 20
Over 35 lbs.	0 17	0 19

LARD MARKET QUIET

Montreal

LARD.—A steady trade is being done in lard with some easier prices quoted, but the general trend of the refined grades is holding steady.

LARD—

Tierces, 60 lbs.	0 13½	0 14½
Pails, 20 lbs.	0 14½	0 15½
Tubs, 20 lbs.	0 14	0 15
Bricks	0 15½	0 17

LIVE HOGS HIGHER

Montreal.

FRESH MEATS.—Smaller offerings of live hogs have resulted in an advance in price to a basis of $12.50 and $13.00 per cwt. for select light weight weighed off cars. The competition between buyers is keen and the market is strong with an inclination that it will remain so since there is little prospect of any material increase in the supply offered. Dressed hogs have advanced in price to a basis of $19.00 and $19.50 per cwt. Fresh cuts of pork are practically unchanged in price. The beef market is weak with easy prices prevailing.

FRESH MEATS—

Hogs, live (selected, weighed off cars)	12 50	13 00
Fresh Killed	19 00	19 50
Fresh Pork—		
Legs of pork (foot on)	0 20	0 23
Loins (trimmed)	0 23	0 24
Trimmed shoulders		0 20
Untrimmed		0 17
Pork sausage (pure)		**0 20**

Fresh Beef—

	(Cows)		(Steers)	
Hind quarters	0 10	0 13	0 12	0 16
Front quarters	0 05	0 09	0 05	0 08
Loins	0 19	0 22	0 22	0 27
Chucks	0 07	0 08	0 08	0 09

ADVANCE IN POULTRY

Montreal.

POULTRY.—There is a decidedly firmer tone to the dressed poultry market with offerings light and dealers drawing on the storage supplies. The prices quoted show no change over the advance of last week but higher prices may be expected

POULTRY—

Dressed turkeys	0 50	0 52
Geese	0 28	0 30
Ducks	0 35	0 36
Chickens	0 34	0 42
Fowl	0 23	0 30
Roosters	0 18	0 23

WHO CAN BEAT 1888?

Editor Canadian Grocer

Dear Sir:—I have been reading Canadian Grocer since 1888 and consider it the best grocers' magazine in America

Wishing you every success for 1922,

Geo. H. W. Ashwell,
Chilliwack, B. C., Jan. 11.

ONTARIO MARKETS

TORONTO, January 25.—Butter shows a further weakness under lower prices while cheese continues dull. Eggs are weak and lower under heavy receipts from the United States and increasing local production. Lard has a shade firmer undertone while shortening is steady and unchanged. Margarine is easier and lower, reflecting somewhat the weak condition in the butter market. Smoked, salt, barrel and cooked meats are unchanged. The hog market is higher under influence of light receipts and heavy demand. There is a fairly brisk demand for fish with slightly lower quotation on smelts. Poultry is quiet under light receipts.

BUTTER MARKET EASY

Toronto.

BUTTER.—The market continues easy. New Zealand butter is offered freely and is said to be a factor in breaking the market. Quotations are down one to two cents per pound making the better grades 38c. to 40c., although some of special brands in cartons are bringing around 42c. There also appears to be a great deal of off grades around which can be purchased from 34c. downward.

BUTTER—		
Creamery prints	0 38	0 40

CHEESE MARKET DULL

Toronto.

CHEESE.—There is little activity in the cheese market and in consequence holders are inclined to make concessions in order to put through a sale. There is little change however in dealers quotations to the retail trade. September cheese is quoted at 19½c. to 20c. while well matured June cheese is offered from 23c. to 26c. per lb.

CHEESE—		
Large, new	0 19½	0 20
Do., June	0 23	0 26
Stilton, new		**0 24**

Twins, 1c higher than large cheese and triplets 1½ cents higher than large.

EGG PRICES DROP

Toronto

EGGS.—As we went to press last week the egg market had a firmer appearance. This firmness, however, did not hold for more than a couple of days when the market again weakened and prices dropped on new laid 2c. per doz and on storage from 7c. to 10c. per doz. The situation continues weak with new-laid quoted from 48c. to 50c. No. 1 storage at 30c. and selects 35c. per doz.

EGGS—		
No. 1	0 30	0 30
Selects	0 35	0 35
New laid	0 48	0 50

LARD SLIGHTLY FIRMER

Toronto

LARD.—The market has a slightly firmer undertone following the stronger tendency in the market for hogs. Quotations generally are unchanged but in some quarters an advance of ½c. per lb. is noted.

LARD—		
1-lb. prints	0 16	0 17½
Tierces, 400 lbs.	0 13¾	0 14½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

SHORTENING STEADY

Toronto

SHORTENING.—There is no change in this market, which at the moment is ruling fairly steady.

SHORTENING—		
1-lb. prints	0 15	0 15½
Tierces, 400 lbs.	12½	0 13

MARGARINE AGAIN LOWER

Toronto

MARGARINE.—Quotations are again reduced reflecting somewhat the easier tendency in the butter market. Quotations are 22c. to 23c. on the best grade with the second grade quoted at 18c. per lb.

MARGARINE—		
Margarine, No. 1	0 22	0 23
Do., No. 2		0 18

COOKED MEATS STEADY

Toronto.

COOKED MEATS.—Quotations are unchanged under a steady moderate demand.

COOKED MEATS—		
Boiled hams, lb.	0 36	0 39
Do., square pressed	0 39	0 41
Boiled shoulders, lb.		0 28
Head cheese, 6s, lb.		0 10
Choice jellied ox tongue, lb.		0 60
Jellied pork tongue		0 35
Bologna	0 13	0 15

Above prices subject to daily fluctuations of the market.

SMOKED MEATS UNCHANGED

Toronto

PROVISIONS.—There is litt'e change in this market. The situation is fairly firm reflecting the strong condition of the hog market.

Hams—		
Small, 6 to 12 lbs.	0 28	0 27
Medium, 12 to 20 lbs.	0 26	0 27
Large, 20 to 35 lbs., ea., lb.	0 19	0 23
Heavy, 35 lbs., and upwards		**0 18**
Backs—		
Boneless, per lb.	0 36	0 37
Rolled, per lb.		0 40
Peameal	0 32	0 34
Bacon—		
Breakfast, ordinary, per lb.	0 25	0 29
Do., special trim	0 33	0 35
Cottage rolls		0 26
Roll, per lb.	0 23	0 23
Do., three-quarter cut		0 30
Do., middle		0 32
Dry Salt Meats—		
Wiltshire (smoked boneless) lb.		0 26
Long clear bacon, av. 50 to 70 lbs.		0 18
Do., av., 80-90 lbs.		0 15½
Clear bellies, 15-30 lbs.		0 19
Fat backs, 10-12 lbs.	0 13	0 15

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—	
Mess pork	30 00
Short cut backs, 200 lbs.	32 00
Picked rolls, bbl., 200 lbs.—	
Lightweight	36 00
Heavy	31 00

Above prices subject to daily fluctuations of the market.

STRONG HOG MARKET

Toronto.

FRESH MEATS.—Under an active inquiry from both the big packers and outside buyers together with light receipts, hog values moved up 50c. during the week. On the fed and watered basis live hogs are firmly held at $11.75 per cwt. Cattle was also strong under light receipts. In the dressed meat department there is little change in quotations.

FRESH MEAT—		
Hogs—		
Live, f.o.b., per cwt.		11 00
Live, fed and watered, cwt.		11 75
Live, fed and watered, cwt.	10 75	11 25
Dressed, light, per cwt.	13 00	15 00
Do., heavy, per cwt.	10 00	12 00
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 22
Loins		0 25
Fresh hams, lb.		0 23
Tenderloins, lb.		0 52
Picnics, lb.		0 17
Montreal Shoulders		0 19
Boston buts, lb.		0 21
New York shoulders		0 19
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 14	0 18
Front quarters, lb.	0 08	0 10
Ribs, lb.	**0 12**	**0 18**
Chucks, lb.	0 08	0 10
Loins, whole, lb.	0 25	0 28
Hips, lb.	0 12	0 14

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb.	**0 13**	**0 14**
Sheep, whole, lb.	0 08	0 12
Spring lamb	0 20	0 24

Above prices subject to daily fluctuations of the market.

SMELTS QUOTED LOWER

Toronto.

FISH.—With the exception of a drop of 3c. per lb. on smelts, there are no changes in the fish market. Business is generally reported brisk but some dealers state that it is hardly up to the demand of a year ago.

FRESH SEA AND LAKE FISH		
Cod steak, lb.	**0 10**	**0 11**
Do., market, lb.		**0 09**
Oysters, No. 1 tins	3 25	3 70
Do., No. 3 tins	9 25	11 10
Do., No. 5 tins	15 00	18 00
Do., glass jars, doz.	5 00	5 75
Do., shell, per bbl.	13 50	14 00
Smelts, No. 1, per lb.		0 18
FROZEN FISH		
Halibut, medium	**0 18½**	**0 19½**
Do., chicken	**0 17**	**0 18**
Do., Qualla	**0 12**	**0 13**
Flounders	**0 09**	**0 10**
Pike round	**0 04**	**0 05**
Do., headless and dressed	0 07	0 08
Salmon, Cohoe	**0 16**	**0 17**
Do., Red Spring	0 21	0 22
Brill	**0 10**	**0 11**
Sea Herring	**0 07½**	**0 08**
SMOKED AND SALT FISH.		
Haddies, lb.	**0 10**	**0 12**
Fillets, lb.		0 16
Kippers, box	**2 25**	**2 75**
Bloaters	**2 00**	**3 00**
Ciscoes, lb.		**0 18**
Salmon snack, lb.		0 22
Digby chicks, 5 to bundle		1 20
Boneless Digbys, 10 lb. box		1 65
Shred cod, box 24 cart.		2 20
Cod, 1 lb. tablet, box 24s.		**3 20**
Quail on toast [illegible]		0 14
Holland Herrings, mixed 10-lb. keg.		**1 10**
Do., milkers, 10 lb. keg		1 20
Labrador Herrings—		
Kegs, 100 lbs.		6 50
Do., barrels, 200 lbs.		12 00

POULTRY QUIET

Toronto.

POULTRY.—There are no changes in the poultry market. Receipts are not heavy but the demand is likewise light.

Poultry— Prices paid by dealers—	Live.	Dressed.
Turkeys	0 35	0 45-47
Chickens, spring		20-22 25-30
Roosters	0 12	0 15
Fowl over 5 lbs.	0 20	0 23
Fowl, 4 to 5 lbs.	0 15	0 20
Fowl, under 4 lbs.	0 10	0 16
Guinea hens, pair	1 25	1 50
Geese		0 26
Ducks, 4 lb. and over	0 20	0 28
Prices quoted to retail trade:	Dressed:	
Ducklings	0 32	0 34
Hens, heavy	0 26	0 28
Do., light	0 16	0 20
Geese		0 30
Turkeys		0 50

MANITOBA MARKETS

WINNIPEG, January 25.—The produce markets almost throughout have developed easier tendencies. Heavy shipments of new laid eggs from the local districts feature the egg situation with the result that prices are considerably lower. Butter is also lower, while the cheese market is ruling dull. Lard has advanced but shortening shows no change. Cooked and smoked hams are ruling steady. The hog market is showing a firmer tone. The fish market is active with no change in prices. The poultry market is fairly well maintained, with prices showing little change as compared with last week.

BUTTER MARKET EASIER

Winnipeg.

BUTTER.—The butter market is dull with an easier tendency. Best table grade creamery butter is quoted at 38c. per lb. The future of the butter market is towards easier prices but present levels are expected to hold for a time.

BUTTER—	
Creamery, best table grade	0 38
Best table grade solids	0 38
Margarine	0 22 to 0 25

CHEESE UNCHANGED

Winnipeg.

CHEESE.—There is little activity in the cheese market and in consequence the feeling is easier. Ontario large is quoted at 20c. per lb. with Stilton at 24c. per lb.

CHEESE—	
Stilton cheese, large, lb.	0 24
Ont., large, lb.	0 20
Ont., twins, lb.	0 20½
Ont., triplets, lb.	0 21

COOKED MEATS UNCHANGED

Winnipeg.

COOKED MEATS.—There is no change in the market for cooked meats. Prices are steady under a light demand. Cooked ham is quoted from 41c. to 43c. per lb.

COOKED MEATS—	
Hams, best quality, skinned 8-14 lbs.	0 43
Do., 13-16 lbs.	0 41
Roast ham, lb.	0 43
Roast shoulders, lb.	0 29
Pork tongues, lb.	0 26
Head cheese, 6-lb. tins, lb.	0 12
Jellied ox tongues, lb.	0 48
Luncheon cooked meats	0 16

SMOKED MEATS FIRM

Winnipeg.

PROVISIONS.—There is no change in the market for smoked ham or bacon. The tendency is for higher prices due to the advance in the hog market. There is a good demand for these lines although buyers are buying sparingly. Hams are quoted at 21c. to 33c. per lb. with bacon at 24c. to 40c. per lb.

Hams—	
8 to 16 lbs., per lb.	0 33
16 to 20 lbs., per lb.	0 33
Boneless, 8-14 lbs., per lb.	0 37
Skinned, 14-18 lbs., per lb.	0 33
Skinned, 18 to 22 lbs., per lb.	0 33
Bacon, 6 to 10 lbs., per lb.	0 40
Cottage rolls, boneless	0 24
Bellies 6 to 10 lbs., per lb.	0 34

LARD ADVANCES

Winnipeg

LARD.—There has been an advance of 1c. per lb. on lard making dealers price to the retail trade 16c. per lb. Quotations on shortening are unchanged with the market ruling steady.

LARD—	
Pure lards, No. 1 quality, per lb.	
(in tierces 400 lbs.)	0 16
Do., wooden pails, 20 lb. pail	3 60
Shortening, tierces of 400 lbs.	0 14
Do., per pail, 20 lbs.	3 20

LOWER PRICES ON EGGS

Winnipeg.

EGGS.—Receipts of new-laid eggs are increasing from local districts and prices have dropped considerably. Strictly new laid eggs are quoted at 55c. per doz.

POULTRY MARKET QUIET

Winnipeg.

POULTRY.—There is very little movement in the poultry market. Chickens are in fair demand but other lines show very little change.

POULTRY—	
Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
Do., 3½ lbs. and up, per lb.	0 30
Fowl, 3½ lbs. and under, per lb.	0 22
Do., 3½ lbs. and up, per lb.	0 24
Turkeys, young, per lb.	0 37 to 0 42
Duck, per lb.	0 30
Geese, per lb.	0 27 to 0 30
Roosters, per lb.	0 20

FISH MARKET ACTIVE

Winnipeg.

FISH.—There is a good demand for all lines of fish. Frozen halibut is offered freely as fresh halibut is practically off the market. Winter caught white fish is arriving from the lakes and is selling at 12c. per lb., cleaned. There is a good demand for smelts at 18c. per lb.

FISH—	
Brills	0 09
Herring, Lake Superior, 100-lb. sacks	4 00
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15½
Salmon, Cohoe, in full boxes, 300 lbs.	0 16
Salmon, Cohoe, in broken cases	0 17
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 09
Whitefish, dressed, case lots	0 12½
Whitefish, dressed, broken cases	0 13
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Haddies, in 30-lb. cases, per lb.	0 12
Kippers, East. Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 17
Salt Fish—	
Holland Herring, milkers, 9-lb. pail, pail	0 90
Holland Herring, mixed, 9-lb. pails, pail	0 85

HOG PRICES ADVANCE

Winnipeg.

HOG.—The hog market strengthened during the week. Live selected hogs are quoted at $10.00 per cwt. Cattle market is active and prices are well maintained.

Hogs—		
Selected, live, cwt.		9 25
Heavier	6 00	8 00
Light	9 50	10 00
Sows	5 00	6 00
Fresh Pork—		
Loins of pork, lb.	0 25	0 27
Spare ribs		0 16
Loins of pork, lb.	0 25	0 27
Fresh hams, lb.	0 20	0 26
Shoulders	0 13	0 15
Fresh beef—from steers and heifers—		
Hind quarters, lb.	0 10½	0 14
Front quarters, lb.	0 06	0 08
Whole carcass, good grade, lb.	0 8	0 11
Mutton—		
Choice, lb.		0 18
Choice long hinds (legs and loin)		0 27
Choice Stews		0 10
Lambs—		
Choice, 30-45 lbs.		0 23
Veal—		
Good veal, 40 to 80 lbs., hind		

CONTINENTAL COUNTRIES ARE HEAVY CONSUMERS OF HONEY

(Continued from page 37)

honey was being unloaded from the lorry. On touching the ground the head of the barrel gave way and the honey poured over the road and was wasted. Before we had time to clear it away a milkman came riding along the street on a cycle with his milk-can fixed upon the front carrier of the cycle. As soon as he came into contact with the honey he had a side slip and the whole contents of his milk-can was pouring over the honey in the road. This created some amusement in the locality and one old gentleman particularly will never have done speaking of the street 'flowing with milk and honey.' We could not see the amusing part of it at the time as it meant a loss to us of about £25, but this incident shows how careful the packers should be in seeing that the casks are strong enough for the purpose for which they are required. Through these faults in packing the producers lose a great deal more than they gain, and it is entirely to their advantage to see that their honey is packed under the best conditions possible, thoroughly cleansed, free from all impurities, and in packages strong enough for their purpose. At the same time the Government should see that unsuitable honey is not sold for table use."

RETAILERS DISCUSS IMPORTANT TOPICS

(Continued from page 28)

ing. There is no gain to business by the practice of methods that are costly and wasteful.

Against Guessing Contests

Endorsing action against guessing and lottery contests.

Relating to mail order business and rates.

Expressing opposition to any increase in telephone rates.

That when the government takes samples of goods the owner be remunerated to the value of the said goods.

Asking the legislature to give an interpretation act defining the different trade sections.

That before any manufacturer fixes a retail selling place he should submit a copy to a committee of this association in order that the interests of the retailers may be considered.

That the executive oppose attempts to carry the eight-hour day in the Ontario and Dominion parliaments for all manufacturing, producing and distributing classes.

That any attempt to make the workmen's compensation act applicable to the retail trade be opposed.

Asking the government to omit the retail trade from the operation of the minimum wage act.

Regarding collection of income taxes, asking that the executive study the matter to eliminate duplication.

Endorsing the action of the Dominion board regarding the manufacturers and wholesalers selling to retailers' customers.

Asking that all false advertising be sent to the secretary to be dealt with by the Dominion board.

"Gunns yellow and blue
Is a guide for you."

"Thousands of Customers"

Thousands of people sampled Gunns Maple Leaf Brand Pork Sausages at the Canadian National Exhibition. The many favorable comments indicate that these thousands will be customers for this new line.

Maple Leaf Pork Sausages will keep indefinitely in the tin and can be served either hot or cold. They appeal strongly to the housewife because they can be kept on hand to meet any emergency call that may arise. The convenience of the tin and the delicious flavor of this sausage will make the Maple Leaf Brand a quick, easy seller, bringing you quick, easy profits.

Place your order now

Phone Junc. 3400

Gunns LIMITED

West
Toronto

HEINZ OVEN BAKED BEANS

Require but little selling effort to keep them moving, outbound, over your counter. Proper displaying is all that is needed. That is what makes them so profitable for you to handle.

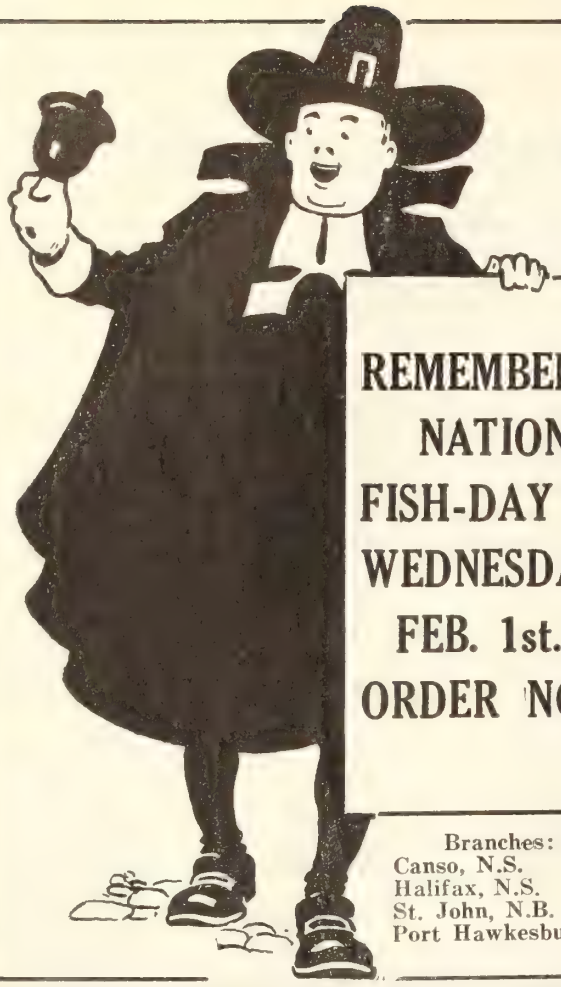
Along with the other 57 Varieties, Heinz Oven Baked Beans are so well and favorably known that people buy them without hesitancy, feeling sure of their goodness.

H. J. HEINZ COMPANY

LARD

With the advance in price of Live Hogs we expect to see an advance in the price of Lard and would advise buying now. Buy the "Star Brand" put up in 20lb. and 60lb. pails—3, 5, and 10lb. tins also in 1lb. cartons.

F. W. Fearman Company
Limited
Hamilton, Ontario



Smoked Haddies, Fillets and Kippers

Fresh Fish Every Day in the Year
Prepared and Salted Fish
Frozen Fish in Season
Fresh Bulk and Shell Oysters

4 Long-Distance Telephones

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We Make Direct Shipments

LEONARD FISHERIES, LTD.

Producers, Packers, Curers & Distributors

Head Office - - Youville Square, MONTREAL

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Canso, N.S.
Halifax, N.S.
St. John, N.B.
Port Hawkesbury, N.S.

Branches:
Montreal, P.Q.
Ingonish, N.S.
Grand River, P.Q.
North Sydney, N.S.

SOUTHERN VEGETABLES

New Cabbage	Cauliflower
Shallots	Parsley
Lettuce	Escarole
Endive	Celery

Now Arriving in Car Lots

WHITE & CO., LTD.

Wholesale Fruit & Vegetables
TORONTO

LAKE SUPERIOR HERRING

In kegs, half kegs, and pails

British Columbia Cohoe,
Qualla, and Halibut.

Georgian Bay frozen, also pickled trout,

Manitoba Whitefish.

LEMON BROS.

Owen Sound, Ontario

Fruit, Produce & Commission Merchants

National Fish Day February 1st Next

We are preparing for the rush of business that this Day will develop.

Get ready now and send in your orders. We can give you quality, service and more fish for your money than anybody else. Do it now and send in your order to the old reliable Headquarers.

D. HATTON COMPANY

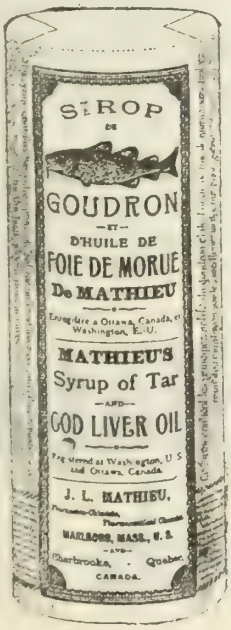
ESTABLISHED 1874 - MONTREAL

THE BELL TELEPHONE COMPANY OF CANADA — LONG DISTANCE TELEPHONE

If in a hurry call us by Long Distance 1967-68-69

We will credit your account with the cost of Long Distance messages on orders

IT CERTAINLY PAYS TO SELL



Mathieu's Syrup of Tar and Cod Liver Oil---a splendid body builder.

MATHIEU'S SYRUP OF TAR and COD LIVER OIL

—the popular, dependable Cough Remedy your customers will need this Winter

There will be few of your customers this fall and winter who will not need a good dependable cough remedy like **Mathieu's Syrup of Tar and Cod Liver Oil.** Don't let this profitable extra business go into the nearby druggist's till. Order a good supply of this nationally known, dependable Mathieu's Cough Remedy, and drop these big extra profits in your own cash register. Hundreds of Canada's leading grocers are doing it. Why don't you? It will pay you well.

J. L. MATHIEU COMPANY

PROPRIETORS

SHERBROOKE, QUE.

HARRISON AND CROSFIELD, LTD.

IMPORTERS OF EASTERN PRODUCE

Montreal
Telephone Main 6959

IMPORTATIONS
Enquiries Solicited
for
PEPPERS
ALL KINDS OF SPICES
TAPIOCAS
SAGOS
MILD COFFEES
COCOAS
Desiccated COCOANUT
Etc.

Head Office: London, Eng.
Branches: Colombo, Calcutta, Calicut, Cochin, Tangier, Foochow, Singapore, Penang, Kuantan, Jesselton, Sandakan, Melbourne, Sydney, Brisbane, Adelaide, Perth, Wellington, Auckland, Dunedin, Christchurch
Allied Companies: New York, Philadelphia, San Francisco, Shanghai, Hankow, Quilon, Batavia, Bandoeng, Tangjong, Baley, Kuala Lampur, Medon, Kobe

Bodley's Chocolate Walnut Kisses.
Bodley's Chocolate Marshmallow Bar.
Bodley's Chocolate Lunch
Bodley's Fruit Cake Bar
Bodley's Chocolate Surprise

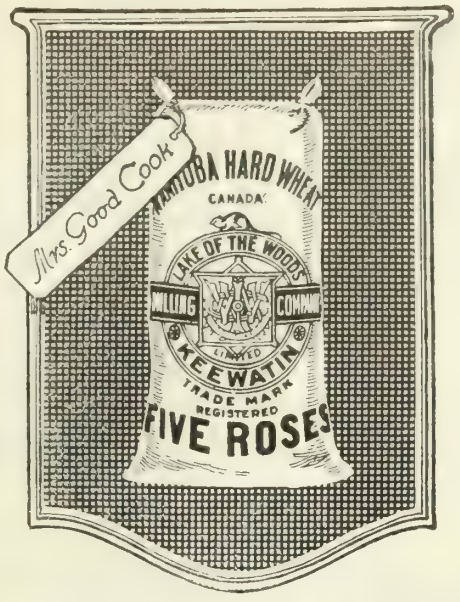
For the boys and girls

See them all smile after a taste of these delicious Bodley's confections.

Order a trial supply to-day.

5¢ Each

Bodley's Chocolate Lunch



When You Build— Build Solid!

No business can survive on past performance alone. Goodwill is merely the accumulated evidence of the past that the promise of the present will be kept in the future.

The dealer who recommends FIVE ROSES to the customers he wishes to keep does so with the assurance that he is delivering more than a mere white powder made from wheat. In over 600,000 Canadian homes, FIVE ROSES is the practically infallible cause of happier bake days. It is the main ingredient in an infinite variety of breads, cakes, puddings and pastries.

Even if you have never handled this famous flour, the first bag or barrel you deliver lays the foundation of a permanent connection. Your selling effort is finished with the first purchase, because baking success is milled into the flour. The name FIVE ROSES is merely the visible guarantee of quality.

LAKE OF THE WOODS MILLING COMPANY, LIMITED

"The House of Character"

Offices in 16 Canadian Cities

Head Office
Montreal

Western Office
Winnipeg

FIVE ROSES FLOUR

SPRATT'S

Celebrated

Dog Foods and Cage Bird Foods.

Stocks carried by

Sole Agent for Ontario

A. R. Y. Colclough

23 Scott St., Toronto

Telephone Main 1574

SPRATT'S PATENT Limited

London, England

Walter Woods Limited

WILLOW

CLOTHES

BASKETS

Hamilton - and - Winnipeg

OAKEY'S

"Wellington"

KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.I. Eng.

Agents:

John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B.C.

Are You Getting Your Share of Business and Large Profits Selling Cream of Malt & Hops?

WE HAVE, after several years, devoted to research and experiment, succeeded in producing a pure barley malt extract that stands to-day in a class by itself. Our Cream of Malt is guaranteed not to weigh under 120 degrees. Fear not to sell this brand.

It is a big repeater, none better for home brew. Ask your jobber or write us direct.

CANADIAN MALT EXTRACT CO.
16 Pearl St., Toronto, Ont.

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BUYERS' MARKET GUIDE
Latest Editorial Market News

TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

The advertiser would like to know where you saw his ad.—tell him.

J. & J. Taylor's Safes

One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. **Price $250.00.**
One J. & J. Taylor safe 18 inches deep, two feet 9 inches wide. four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. **Price $200.00.** Box 108, Canadian Grocer.
153 University Ave., Toronto

WHEN answering advertisements, kindly mention having seen them in this paper.

THE RICE SITUATION

Rice available for export from Siam during the season from December, 1921, to November, 1922, is estimated by the Siamese Ministry of Lands and Agriculture at about 1,300,000 tons, according to a report from the American Consul at Bangkok. The 1920-21 rice crop was a good one and provided about 1,000,000 tons for export.

Cables from the Orient indicate a slightly lower range of values for new crop rice, February and March shipment. Southern markets seem to show a desire to move goods, but quotations so far have only been shaded fractionally. The farmer's position, however, continues to be that of a strong holder and his position is one that is not conducive to free-trading. Export business is very limited. California reports are unchanged with some dulness prevalent.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

NEW BRUNSWICK POTATOES
Largest shippers of Seed and Table Potatoes. DELAWARES, IRISH COBBLERS, GREEN MOUNTAINS. Loading daily. Wire for prices.
NEW BRUNSWICK POTATO EXCHANGE LTD.
WOODSTOCK, N.B.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

Say you saw it in
CANADIAN GROCER
it will help to identify you

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

GENERAL STORE FOR SALE IN FARMING community. One of the most up-to-date in the North; fully equipped; no opposition. Reason for selling am interested in an Ice cream manufacturing plant and wish to devote all my time at this new enterprise. For particulars apply to Nap. T. Roy, Markstay, Ont.

FOR SALE - SECOND-HAND McCASKEY Register, 420 accounts, good condition. $100 cash. A. J. Arnold, Chandler, Que.

FOR SALE GENERAL STORE BUSINESS. Dry Goods, Groceries, in the best town in Ontario. Address, M. J. Howe, 31-33 Main Street, Pembroke, Ont.

FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

When Writing to Advertisers Kindly Mention This Paper.

WANTED

WANTED — A YOUNG ENERGETIC GROcery man who thoroughly understands the cash and carry chain stores system, to take charge in a city outside of Hamilton or Toronto. Give experience, qualifications, and salary expected. Box 156, Canadian Grocer, 153 University Ave., Toronto.

CAFETERIA EQUIPMENT. RANGE. STEAM table, glass shelving, urns, cash register, etc. Must be in first class condition. Give description and prices; state where may be inspected. Box No. 152, Canadian Grocer, 153 University Ave., Toronto.

SITUATIONS WANTED

EXPERIENCED SALESMAN WANTS POSItion, either wholesale or retail. Can furnish best of references. Write Box 227, Mahone Bay, N. S.

MISCELLANEOUS

LETTER YOUR SHOWCARDS, PRICE TICKets by simple instructions. Complete outfit, $2.00. M. Moorby, Newmarket, Ont.

CALLING ON THE GROCERS OF QUEBEC City and district, would like a good side line. Box 35, Canadian Grocer, 128 Bleury Street, Montreal.

7 Direct Lines Out of Stratford

Make It the Quickest Shipping Centre

We carry full lines of Staple Groceries, Foreign and Domestic Fruits in Season.

"Buy your fruits where you buy your groceries and your groceries where you buy your fruits" — ***saving double freight and double cartage.***

Phones—Office 297 and 298, Residence 310, Shipping Room 256, Night Call 897.

James Lloyd & Son Box No. 266 **Stratford, Ont.**

ESTABLISHED 150 YEARS

1770 1922

By Royal Appointment

DAY & MARTIN, LTD.

The House with a History

In recommending Day & Martin's Shoe Polish, in the Tin with the "Tab" you may be sure that you are offering a polish which has just the points that give satisfaction to your customers, and make them regular users.

1. It responds instantly to the polishing brush.
2. The shine is bright and dense.
3. The Day & Martin shine remains bright beneath the day's dust, so that a flick and rub with a cloth restores the brightness, without any further immediate application.
4. It is waterproof, and throws off the rain-drops like a "duck's back."
5. Only the highest grade Waxes and Pure Turpentine are used in its manufacture.
6. It is so thoroughly British.
7. The "temper-saving" Tin, can be opened at once by means of the simple "Tab" device.

Here is the Tin.
The Tin with the "Tab."

Sell your customers Day & Martin's Shoe Polish, and you will still further add to your reputation for always supplying the Right goods.

Prices and samples on application to:—
Day & Martin's Agents throughout the Dominion.

HARGREAVES (CANADA) LTD.
24, Wellington Street West
TORONTO
Winnipeg **Vancouver**

Turnover Must Be Speeded

by
Wholesale and Retail Merchants

INTERLAKE TOILET PAPERS

Represent high standards
and insure a quick
sale with a
Steady—Permanent

Profit

Write for samples and particulars on

"Interlake"—700 Sheet Roll—Just Like Linen.
"White Cross"—8 Ounce—White, Soft, Genuine Grepe.
"Blue Bird"—6 Ounce—Manilla, Soft, Genuine Crepe.
"Old Dutch"—11 Ounce—Plain, Duplex, Manilla Tissue.

A brand to suit every customer with quality and appearance to satisfy all.

Made in Canada by

Interlake Tissue Mills Co.
Limited

Head Office — 54 University Ave., Toronto, Canada
Sales Branch — McGill Bldg., Montreal, Que.
Mills at Merritton, Canada

Study the Fag-end of Your Dollar—it's Your Only Hope for Profits

It's the last ounces and half ounces you must watch if you hope to get **YOUR** share of the money involved every time you sell goods by weight.

DAYTON AUTOMATIC SCALES

protect you against the greatest of all profit-destroyers: The Overweight.

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

Frank E. Mutton, Vice-President and General Manager. HEAD OFFICE and FACTORY—Royce and Campbell Avenues, Toronto.

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

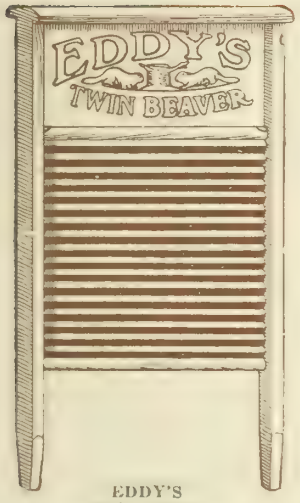
CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI PUBLICATION OFFICE: TORONTO, ONT., FEBRUARY 3, 1922 No. 5

Link Your Store With The Eddy Reputation



EDDY'S
Twin Beaver
Indurated Fibreware
Washboard

Eddy products stand high in the estimation of the Canadian buying public.

Everybody everywhere in Canada knows Eddy products. They know them to be the best that skill and experience can produce in the way of Matches, Indurated Fibreware and Paper Specialties.

Dealers featuring Eddy products find them front rankers where easy sales and good profits are concerned.

MATCHES. More than thirty different varieties, including the silent striking and non-poisonous "Silent Five" pictured below — the most perfect match made.

INDURATED FIBREWARE. A complete line of light, sturdy and sanitary pails, tubs, washboards, etc., that never bulge, leak or fall apart.

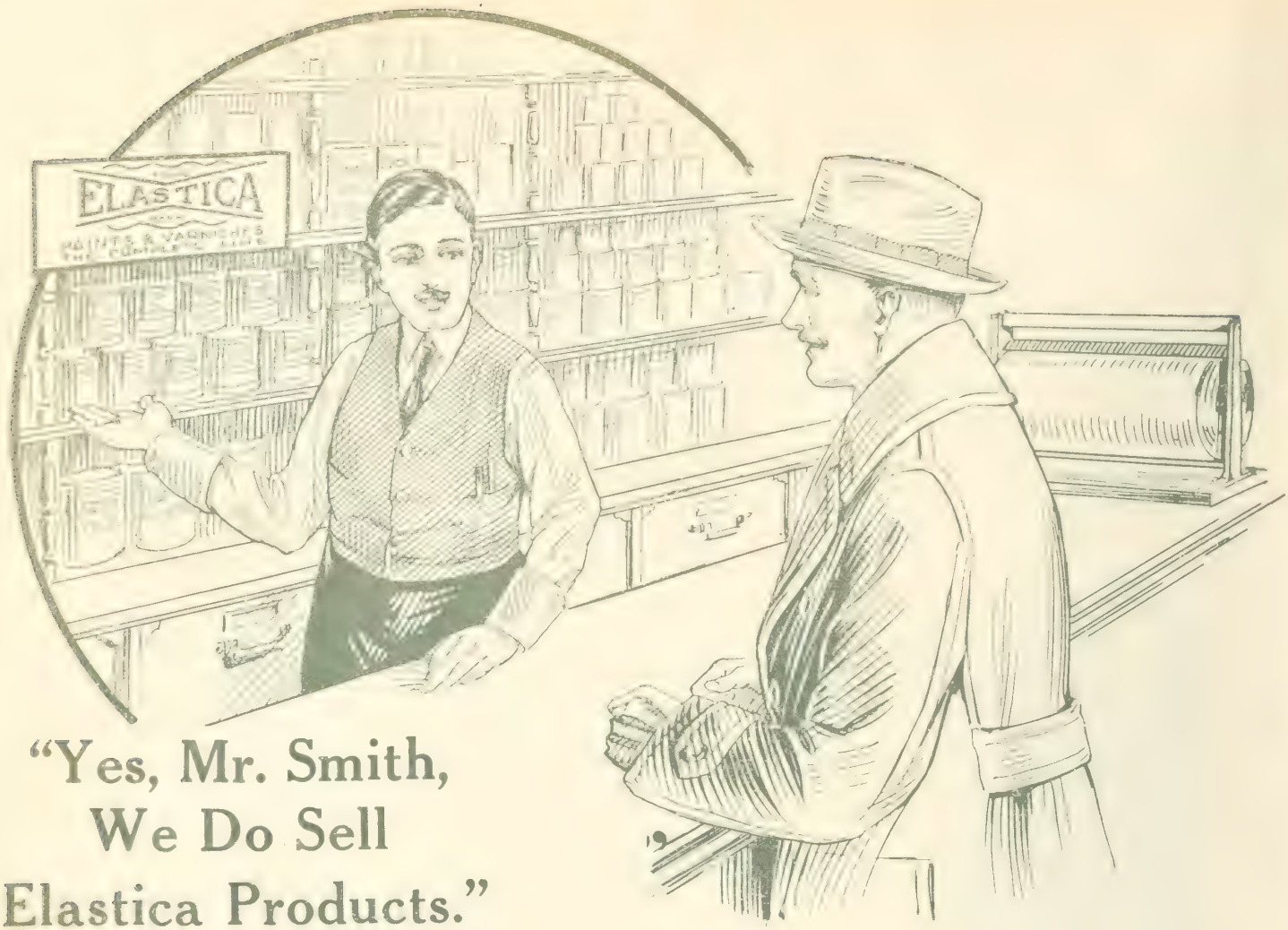
"ONLIWON" Paper Towelling and **"ONLIWON" Toilet Paper** in the handsome "ONLIWON" Fixtures should be included in your regular stock. Get a trial supply.

The E. B. Eddy Co., Ltd.

HULL - CANADA

EDDY'S
"SILENT FIVES"

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested



"Yes, Mr. Smith, We Do Sell Elastica Products."

It will be somewhat of a surprise to your customers who are accustomed to buying their paint and varnish supplies elsewhere to find you can meet their requirements in this regard.

After all **your** store is the logical place for **your** customers to buy in. And they'll buy paint and varnishes from you just as readily as any other product when once they know you can meet their requirements in this regard with first quality products.

TRADE ELASTICA MARK.

PRODUCTS

furnish you with the means to secure this very profitable extra business. The Elastica group is complete—a varnish, stain, paint or enamel for every purpose—made to wear and made to satisfy.

Send us a postcard request to-day for full information regarding Elastica as a money maker in the General Merchant's store.

INTERNATIONAL VARNISH CO. LIMITED

VANCOUVER HALIFAX TORONTO MONTREAL WINNIPEG

WETHEY'S ORANGE MARMALADE

The Standard of Excellence

If you want an absolutely high-grade product for your best trade you will be delighted if you handle Wethey's.

Write the factory or our nearest selling agents for prices.

SALES AGENTS:

SCOTT & THOMAS,
Toronto, Ont.

J. J. O'DONNELL CO.,
Windsor, Ont.

R. E. McCONNELL,
Sydney, N. S.

A. L. TRUDEAU,
252 Lemoine St.,
Montreal, Que.

T. C. LEDINGHAM,
St. John, N. B.

MOSHER BROKERAGE CO.,
Halifax, N. S.

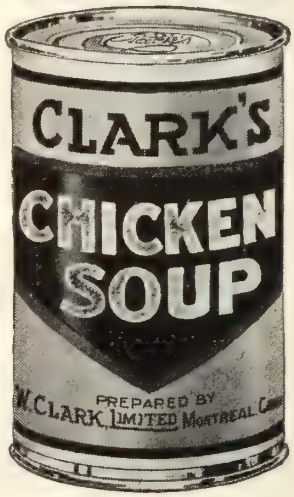
MASON & HICKEY,
Winnipeg.

AND BRANCHES.

J. H. WETHEY, LIMITED
ST. CATHARINES, CANADA

CLARK'S SOUPS

Tomato — Chicken
Mulligatawny
Vegetable — Celery
Mock Turtle
Consomme — Pea
Mutton Broth
Green Pea — Ox Tail
Julienne
Scotch Broth



all deliciously prepared and each kind the very

Highest Quality

The CLARK reputation behind the goods and the CLARK advertising, which is always working, make

Easy Sales

The price is popular — the margin is good

See our List

for other good things

Yes—
I am interested in making Prune Week a real sales-success in my store. Please see that I am supplied free with window posters, special sales-helps, etc.

Name_____

Street_____

City_____

[Cut out and mail to California Prune and Apricot Growers, San Jose, Cal.]

National PRUNE WEEK

February 27th to March 4th

It's the first Prune Week ever held—but all the better! Four years ago prunes were—just prunes. Today [thanks to Sunsweet and to our friends in the trade] prunes *have arrived*. Prunes belong—in the best of company.

So much so that a week has been set aside to impress on the American public the outstanding importance of prunes today. The week of February 27th–March 4th should be—and will be—a record-breaker in prune sales. There will be advertising, publicity stories, feature "stunts"—everything!

During National Prune Week all the interest that has centered on Sunsweet Prunes will reach high pitch. It will pay you to feature prunes this week as never before. Post your clerks about it! "Play up" Sunsweet Prunes in your windows! Use the special window posters and sales-helps we have prepared for you. Don't stop to write a letter—simply clip the coupon in the upper left hand corner—and leave the rest to us.

All together now—let's get all "primed up" for this big Prune Week. Let's make National Prune Week a real hum-dinger! California Prune and Apricot Growers, Inc., 299 Market Street, San Jose, California • 11,000 grower-members.

SUNSWEET

California's Nature-Flavored

Prunes

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers' Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

S. G. Freeze & Co.
Wholesale Grocery Brokers and
Manufacturers' Agents
806 Herald Building,
Calgary, Canada.

When Writing to Advertisers
Kindly Mention this Paper

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

CAN GIVE YOU

SERVICE

and by **service** we mean we give our principal's account **preferred attention** in every respect; **we** have a **sales organization** second to none; **exceptional warehouse accommodation** at all points, along with the **financial responsibility** which means much to the **manufacturer** who wants some guarantee of **stability** from their representatives.

THE NATIONAL BROKERS

HEAD OFFICE:
WINNIPEG, MAN.

Branches: REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER, MONTREAL.
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

WILLIAMS STORAGE LIMITED

W. R. WILLIAMS, PRESIDENT AND MANAGER

The Largest Storage, Distributing and Forwarding House in Western Canada

Concrete and Steam-Heated Warehouses - Excellent Track Facilities

LOW INSURANCE

"SERVICE" is Our Motto - WINNIPEG

Watson & Truesdale, Winnipeg

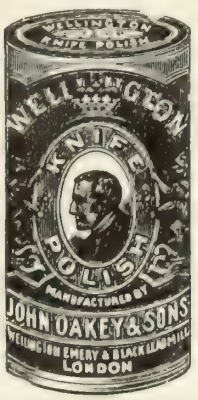
have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

Goods well advertised and well displayed are easiest sold. Advertised to ½ million buyers weekly. Codville Co. Ltd.

6



OAKEY'S "Wellington" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.I. Eng.

Agents:

John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B.C.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Personal Marketing Service

The **"House of Scott-Bathgate"** offers manufacturers who are desirous of successfully placing their products in the rich Western field a personal selling organization with an 18-year-old reputation for producing big results.

We have successfully placed such products as Christie's Biscuits, Robertson's Confectionery and Hungerford & Smith's Fountain Supplies and we can do the same for yours. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

From Seed to Glass

In our own Factory

Stickney & Poor's Prepared Mustard

has the bright, snappy tang that everybody likes. It is a rare blend, the result of generations of effort.

The message of Stickney & Poor has come from Grand-mother to Grand-daughter, with the same confidence in quality and genuine satisfaction in use. Mustards, spices and seasonings alike share this popularity.

Have you an ample supply, Mr. Dealer?

Your co-operating Servant, MUSTARDPOT

STICKNEY & POOR SPICE COMPANY

1815 Century old - Century honored 1922

HALIFAX

Mustard - Spices - Seasonings

Storage and Distribution

Winnipeg

Insurance 30c

We operate the largest fleet of motor trucks in

Western Canada

Supplemented with a team service, which enables us to give a fast and dependable service.

Communicate with our Traffic Department for rates, etc.

The City Dray Company

LIMITED

Frost and Wood Building,
Cor. Pacific and Princess Streets.

Track P. 18 **Winnipeg**

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

R. C. Blackburn & Co.
MANUFACTURERS' AGENTS AND MERCHANDISE BROKERS
60 Front St. West
TORONTO

George G. Yorke
40 Adelaide Street West, TORONTO
Agent for -
Joseph Travers & Sons Ltd.
London Eng.
The largest and oldest Wholesale Grocers in the Empire.

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

J. R. Wilson & Company
BROKERS
EXPORTERS IMPORTERS
Dried Fruits--Food Products
27 Wellington Street, East
TORONTO, CANADA

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

Be Sure you Ask Your Jobber for
Dominion Spring Clothes Pins

Manufactured by
The J. H. Hanson Co., Ltd.
MONTREAL

Are You Getting Your Share of Business and Large Profits Selling Cream of Malt & Hops?

WE HAVE, after several years, devoted to research and experiment, succeeded in producing a pure barley malt extract that stands to-day in a class by itself. Our Cream of Malt is guaranteed not to weigh under 120 degrees. Fear not to sell this brand.
It is a big repeater, none better for home brew. Ask your jobber or write us direct.

CANADIAN MALT EXTRACT CO.
16 Pearl St., Toronto, Ont.

Now is the Time to Buy—don't wait.
Consult these Advertising Pages.
Our Advertisers will *save* you Money—buy now.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
ST. NICHOLAS BUILDING, MONTREAL

Italian & European Importing Co.
78 Crescent St., Montreal.
Importers of
Italian Nougat Italian Macaroons
Italian Perfumes
Agents Required

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL.
Established 1876
Telephone Main 1581.

LANGLOIS LIMITEE LIMITED
Wholesale Grocers & Manufacturers' Agents
Importers Teas & Coffees
SPECIATY: FLOUR & GRAIN
113 Rue St-Paul, Quebec
We Solicit Your Representation

When Writing to Advertisers Kindly Mention this Paper . .

The Advertisers would like to know where you saw their advertisements–tell them.

ACME PELLETS

In 5 lb. decorated glass-front tins.

In 5 lb. decorated glass-front tins.

Also put up in lb. paper boxes.

Also put up in 5 lb. paper boxes.

Everything in Licorice for the Grocer's requirements, including Lozenges in 5 lb. paper boxes, Powdered Licorice Extract and Paste.

Y & S Stick Licorice
in individual 10c. cartons; 30 cartons to box.

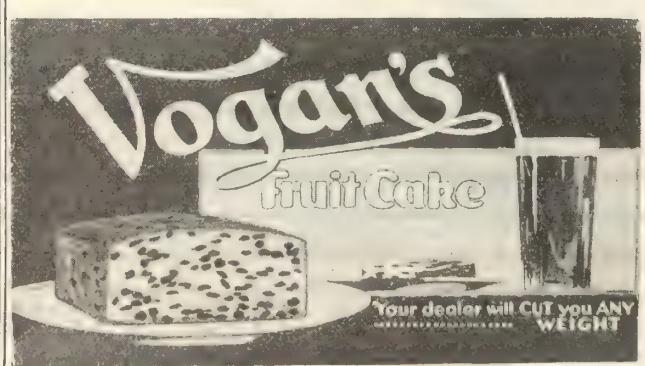
Price List on Request.

NATIONAL LICORICE COMPANY
MONTREAL
—WE SELL THE WHOLESALE TRADE ONLY—

Buy Direct from Manufacturer And Save 10 Per Cent

Your customers are looking around just now for something different to serve during the Social Season as well as for the regular meals.

Why not order a trial supply of Vogan's cakes which are made from the very best and purest of ingredients.



Vogan's Ltd., Toronto.

Central Packing Plant of United Food Products Limited, Dundas, Ontario

THE above photograph shows the lands and buildings at Dundas, Ontario, purchased by our Company as a Central Packing Plant.

Our object in acquiring this plant is to provide adequate accommodation for the manufacture of a wide line of food stuffs, under one roof and one management, standardizing production and reducing costs.

By manufacturing a wide range of products at one point, it will be possible for us to make up carlot shipments of perishable goods during the winter months, a feature that our customers will appreciate.

Situated in the heart of the Niagara district, within four miles of the largest fruit and vegetable market in Canada, adequate supplies of vegetables and fruits, fresh from the growers are assured.

When the necessary alterations have been completed, we will have one of the largest and best-equipped food manufacturing plants in Canada; a bright, cheery, sunlit factory, where only the highest quality goods will be produced.

United Food Products Limited

Head Office: - - Hamilton, Ontario

Boom Your Business—!

With This Unheard of Value— !

Mr. Dealer:

This introductory offer will earn you a clear profit of 100 per cent. on your investment. Did you ever hear of anything like it, on a heavily advertised, nationally known, product! ***It's a wonderful chance!***

Read The Offer!

Order this case of LIQUID VENEER MOP POLISH and you will get ENTIRELY FREE, two dozen 30c bottles, the whole assortment costing you only $14.40 and selling for $28.80.

Just order our "BIG SNAP DEAL," as follows:

2 doz. 4 oz. 30c size L.V. Mop Polish @ $2.40 per doz.	$4.80
2 doz. 12 oz. 60c size L.V. Mop Polish @ $4.80 per doz.	9.60
2 doz. 4 oz. 30c size L.V. Mop Polish FREE	0.00
1 steel display stand FREE	0.00
Your cost	$14.40
Your selling price	28.80
Your profit	14.40

A Great Seller

Read The Evidence!

"Regarding Liquid Veneer Mop Polish, it is very satisfactory and we are selling much more of it than (name given on request)." John W. Burd, grocer, Trenton, N. J., July 23, 1921.

"I am selling much more of Liquid Veneer Mop Polish than (name given on request) and it is giving great satisfaction." Bert S. Range, grocer, Westfield, Mass., July 25, 1921.

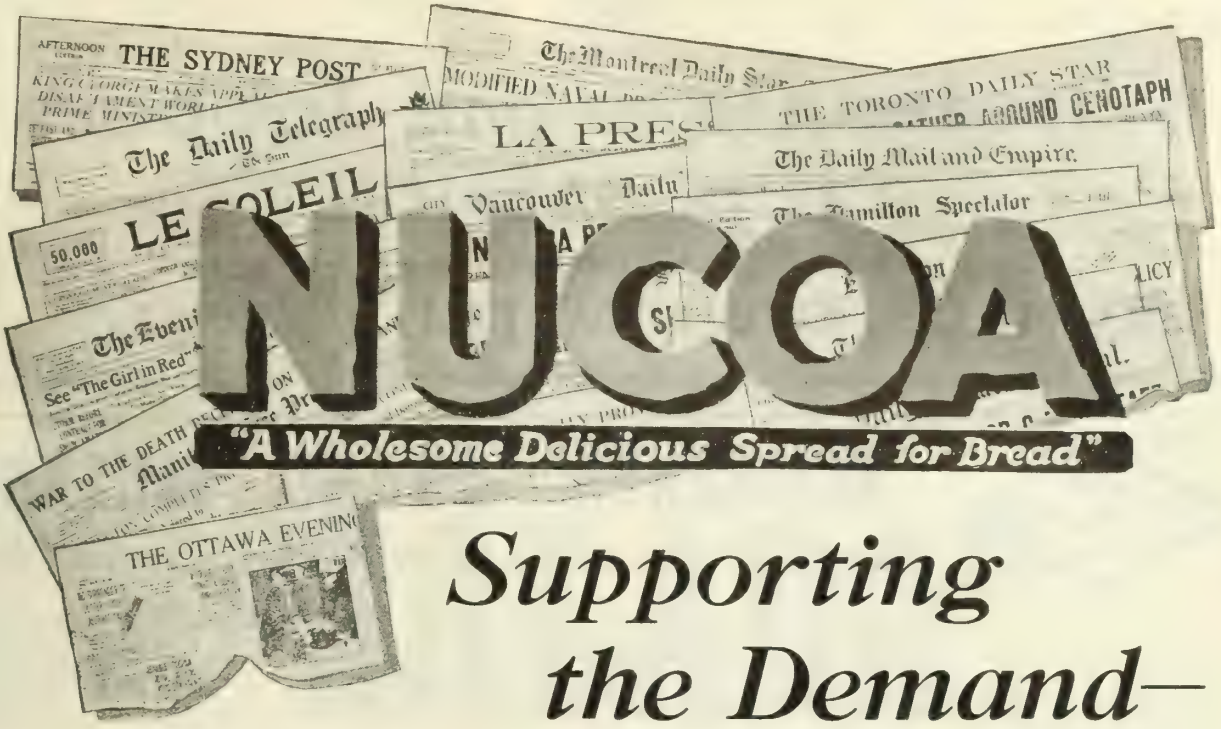
"We are doing very well with the Liquid Veneer Mop and Floor Oil. We like it better than the (name given on request), and do not hesitate to tell our customers about it." John N. Mathews Co., grocers, Baltimore, Md., July 19, 1921.

This is evidence which would be received in any court. It is indisputable. Don't delay, order at once. We will ship through your jobber.

Buffalo Specialty Co.

Buffalo, N. Y.

Canadian Factory, Bridgeburg, Ont.



Supporting the Demand—

Order Nucoa From Your Jobber

The jobbers listed below have just received a fresh shipment of Nucoa and are ready to promptly supply your needs.

BRITISH COLUMBIA

Vancouver—Urquhart & Co., Ltd., 98 Powell St.

MANITOBA

Winnipeg—A. H. McIntosh Co., 648 Mulvey Ave.

ONTARIO

Peterboro—Canadian Packing Co., Ltd.
Hamilton—Fearman Bros., Ltd.
Toronto—Canadian Packing Co., Ltd., Bathurst Street.

QUEBEC

Hull—Canadian Packing Co., Ltd.
Montreal—Canadian Packing Co., Ltd., Mill Street.

The basic reason why it sells so readily, lies in Nucoa's wholesome purity and delicious flavor. Nucoa, the popular spread for bread, is free from animal fats. It is made from pure nut oils and pasteurized milk. After the first sale, Nucoa practically sells itself.

The demand for Nucoa is, however, supported by a very pleasing and effective campaign in the leading newspapers throughout the Dominion. This advertising is, every day, inducing new customers to make the first purchase and is keeping the buying public, from coast to coast, reminded of Nucoa's merits.

We are co-operating with retail grocers to an unusual degree. Coupled with a product of Nucoa's merit, our advertising and dealer co-operation insures a quick turn-over for every grocer. Nucoa will bring you customers from a dozen blocks around.

Nucoa sales bring you a satisfactory profit. We guarantee Nucoa to stay sweet until the last atom is consumed so any possibility of loss by spoilage is eliminated. As a spread for bread, Nucoa's par excellence is well established. There is satisfaction for you, and for those who patronize your store, in every Nucoa purchase. Nucoa creates the kind of customers who come back.

If you have not secured your stock of Nucoa, communicate with your wholesaler without delay.

NUCOA
NUT MARGARINE
OLEOMARGARINE
WE BRAND THIS PRODUCT OLEOMARGARINE TO COMPLY WITH THE LAW, BUT IT IS ABSOLUTELY FREE FROM ANIMAL FAT.

THE NUCOA COMPANY

Nucoa Building

Fourth Avenue at 23rd Street
NEW YORK CITY

Wholesalers *and* Jobbers

We have a large quantity of **PINK SALMON** to clear at special prices

Spot— MONTREAL. *Write us for Information.*

ROBECK CO., LIMITED 357 St. Catherine St., West Tel. Uptown 6648

UMART KITCHENER BRAND PORK PRODUCTS

This trade-mark on pork products is a guarantee of the highest standard of purity and quality. It's just a little thing to look for but a big thing to find.

"KITCHENER" BRAND SAUSAGES

they cost no more than the "ordinary" kind

Once your customers try these superb "Kitchener" Brand Sausages you will find the sales and profits in your provision department steadily increase. Hundreds of Canada's leading retailers have found this to be an absolute fact.
Only the finest, carefully selected meat is used in the preparation of Dumart's "Kitchener Brand" Sausages. They're all seasoned and cooked to perfection and their flavor is distinctly different. If you doubt it just try a small sample order. Their prices will please you as much as their excellent quality.

THE DUMART PACKING COMPANY, LIMITED
KITCHENER, ONTARIO

When you were a Boy

did you ever taste the pure Maple Syrup fresh from the boiling pan in the sugar bush?

The delicious flavor of Old Colony Maple Syrup brings back those memories. That's why real Canadians prefer it to all other brands, and why it brings dealers profitable sales.

OLD COLONY PURE MAPLE SYRUP

Unequalled for purity, quality and flavor

Write For Prices

All orders filled through jobbers

CANADIAN MAPLE PRODUCTS, LIMITED
250 VAN HORNE STREET, TORONTO

REPRESENTATIVES:
Manitoba, Saskatchewan and Alberta W. H. Escott Co., Limited, Winnipeg, Manitoba.
Quebec—A. Dumoulin & Co., 157 Commissioners Street, E., Montreal, Que.
British Columbia—F. G. Evans Co., Limited, Vancouver, B. C.
Maritime Provinces—Supplies, Limited, Kentville, N. S.

100 PER CENT PURE QUEBEC MAPLE SYRUP

Do You Push Advertised Goods?

Or do you feel that it is better business to concentrate your efforts on selling the goods that do not move? The wise merchant who really PUSHES Nationally advertised goods reaps the reward of many satisfied customers, increased Capital turn-over and largely increased profits.

Push "Salada" Tea —

"SALADA" is advertised from Coast to Coast in nearly every paper and magazine. Its sale is guaranteed or the full purchase price will be refunded. The profits at the end of the year from pushing "SALADA" are larger than had you focussed on an unadvertised Bulk Tea.

QUICK TURNOVER — CLEAN STOCK, and—SATISFIED CUSTOMERS.
These are the results of PUSHING —

"SALADA"

"THE DELICIOUS TEA"

Greater Sales Mean Greater Profits

Here is Your Opportunity to Buy

HOME BRAND SUPERIOR MOLASSES MIXTURE

Made from the best Barbados Molasses and Syrup of superior quality. Guaranteed 13½ lbs. to the gallon

Special prices F.O.B. Montreal

½ barrels, per gallon.....65c
Barrels, per gallon.....63c
Puncheons, per gallon.....60c

(REPRESENTATIVES WANTED)

Send Your Orders Direct to

HOME FOOD COMPANY, LIMITED

Tel: East-1657 - 1771 Notre Dame East - Montreal

Kolacafé

REG'D

The Coffee with best flavour costs you $2.90 doz. Retails at 30c bottle.

Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 40 Adelaide St. West, Toronto.

The Best Time to Install your Eureka Refrigerator

is right now, to be prepared for the early, w arm days of next season.

If you delay installing your refrigerator now, you may delay too long; the warm weather may be with us before you place your order—and you will lose money.

Having your refrigerator a few weeks early will save you more money than having it a few weeks late.

We have the most attractive lines of Eureka Refrigerators for Grocers in stock and can make prompt shipments. Place your order early! Write **to-day** for free illustrated literature.

Eureka Refrigerator Company, Limited

Head Office and Factories **Owen Sound, Ont.**

Watch For The Proprietary Article Price Number Feb. 10

This issue will include several pages of prices on branded food products for the benefit of retailers. It will be a handy, time-saving reference book that will give you to-day's prices of practically everything you carry on your shelves. Naturally it will assist in pricing these goods correctly to your customers.

CANADIAN GROCER

Montreal **Toronto** **Winnipeg** **Vancouver**

The high quality of Red Rose Tea appeals to people's tastes —more tea in the leaf, flavour different and finer than other teas.

So you sell your customers better and more economical tea at the same price as other teas.

These points have made Red Rose Tea a household name for 27 years as thousands of grocers will testify.

You'll find the sealed package very attractive for window or counter display. Our salesman will offer good suggestions.

T. H. Estabrooks Co., Limited

St. John, N. B., Montreal, Toronto, Winnipeg, Calgary

Our Guarantee of Absolute Purity Protects You

After operating 27 years under the name of Macdonald Bros. we have expanded our company, taking in as partners many of the largest maple sugar producers in Quebec and renaming the company—

"ROCK MAPLE"

BRAND

MAPLE SYRUP

Don't leave yourself open to fines—order your maple products from reliable sources. United Maple Products, "Rock Maple" brand Maple Syrup and Maple Sugar are made under the most hygienic conditions and are guaranteed by us to be absolutely pure and unadulterated and to comply in every way with Canada's pure food law. Send us your next order for Maple Products. Be sure you ask for "Rock Maple" brand. Our guarantee protects you.

UNITED MAPLE PRODUCTS LTD.

GRANBY, QUE., CANADA

Producers, Packers & Importers of "Pure" Maple Products

Agent for Central Ontario: Geo. G. Yorke, 40 Adelaide St. W., Toronto.

ON WASH DAYS

Attractive Showcards Gladly Sent On Request

WHEN the housewife discovers at the last minute the blueing bag is empty she wants blueing in a hurry and depends on the Grocer to give not only prompt service but trusts him for quality.

KEEN'S OXFORD BLUE satisfies the most particular customer.

COLMAN, KEEN (CANADA) LTD.

520 King St. West - Toronto

This is the first of the 1922 series of advertisements which will reach approximately one and one-quarter millions of people, in Western Canada, through the columns of 362 Western publications.

Your Business Also

will gain prestige and build up reputation and profit, if you pursue the policy of giving your customers the best of each of the lines you handle.

In the biscuit line—it is **The Biscuit in the Striped Package** that has been stamped with the approval of the public, and that enjoys a steady "repeat" trade that your store cannot afford to miss.

Start right in 1922 by stocking the best selling biscuit:—Som-Mor, Fairy Soda, Social Tea, Ginger Snaps, Graham Wafers, Royal Arrowroot, etc.—all in striped packages, which catch the eye and tell the story of **quality.**

A Biscuit for every taste, every occasion, every season, and a good profit on each sale. Write our nearest branch.

North-west Biscuit Co. Ltd.

EDMONTON, ALTA.

Winnipeg Regina Calgary Vancouver
Moose Jaw Saskatoon Nelson Victoria

CANADIAN GROCER

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Grocery Section Draws The Crowd

Former Head of a Western Departmental Store Expresses Some Views to a Canadian Grocer Representative on the Store's Attitude to the Grocery Section, Declaring That It Was Not Expected to Show a Profit, But Used as a Drawing Card to Get the People Into the Store

By ROY A. HUNTER, B. C. Representative Canadian Grocer.

VANCOUVER, B.C., December 12--A party frequently named by retail grocers who discuss their merchandising difficulties with the writer, for "Canadian Grocer's" use, is undoubtedly the Department Store.

There is hardly a retail grocer throughout the West, at least, who is not thoroughly satisfied in his own mind, and to his own satisfaction that the department store regularly conduct their grocery section as a drawing card for the other departments, their prices really not covering their grocery costs, and their whole grocery department being expected to show a loss not a profit.

Some departmental store managers would, I believe, be frank enough to acknowledge that their grocery departments do not show a profit and are expected to show a loss. One departmental store manager however earnestly assured a gathering of retailers within recent months that the grocery section in his store had to stand on its own feet and show a profit to justify its existence. He must have meant it!

An Inside Opinion

A resumé for "Canadian Grocer" readers of an "inside" description of the departmental store manager's idea of his grocery section, will not be amiss.

Suffice it to mention that this man was financial manager of a western departmental store, which does a business of $1,000,000 per year. He was in the business since its total was only $90,000, and dealt in statistics, not theories or mere opinions. He has retired now, so he can be considered an example of a successful manager of an average departmental store.

"From our standpoint," he said, referring to the departmental store viewpoint, "we always considered the grocery department as an expense chargeable to advertising. To show you what I mean I will recount an experience I had in the store. We brought a good grocery man from a small town to manage our grocery section. It had never paid. It was not expected to. This chap, coming from the small town, to a city, felt at once that he had to make a showing to justify my wisdom in selecting him for the position. At the end of a year, due to his untiring efforts, his department showed a profit of 2 per cent.

Never a Profit Before

"It never showed a profit before, and I don't expect it ever will again. Of course, a rising market during that year helped him, for he was a good merchant, and as a practical grocer, he did not turn around and give away whatever profit accrued from the enhanced value of his stock on hand. Then he worked like a horse himself, practically doing two men's work. His industry was commendable, his business ability unquestioned, but we were forced to call him into the office and tell him that while the showing he made was very, very creditable—that we did not want the profit in the grocery section—the grocery section was to draw the crowds into the store and we would rather lose 5 per cent. on all our grocery sales—and get the crowds."

Another feature that this merchant discussed was the credit business. "At first we used to sell groceries strictly for cash," he said. "Later we put on a cash and non-delivery section in the grocery department also. We placed our grocery section at the top of the store, and figured that even if the customer, loaded with our grocery specials, would not stop to purchase in other departments, she would have to pass through the other departments and would be exposed to all the 'urge to purchase' that our expert display managers could contrive to build into the interior displays in each department.

Start the Deposit Account

"When we found that the best trade in the town would not be bothered paying cash to the delivery boys, sometimes necessitating the return of goods if there was no one at home, we added another feature, the deposit account. Then we chose the two hundred best prospects in town, and laid before them the additional convenience that we had inaugurated. They might deposit with us an amount equal to their average monthly purchases of groceries, and we would send out their 'phone orders without the need of collecting the cash each time. At the end of the month we would send a statement and they had until the fifth to pay a balance, if any, and deposit their amount in advance as before.

"A majority of those whom we approached opened accounts. If it was only the inconvenience of paying at the door that they had objected to, this was the way out. This system eliminated those who actually wanted credit in every sense of the word. We got a good share of the business, but the regular service grocer could take what business he wanted—if he went after it. And here is the way the successful ones managed it.

Solicit Orders

"They solicited the orders regularly from their customers and also from those who had not been. I am thoroughly convinced that the service grocer who will canvass his trade each week can get the business and get it regularly. If I were starting in the grocery business to-day, knowing what I know, and profiting by my own observations, I would have one clerk chosen for the special task of soliciting the orders from the customers in my neighborhood. He would cover the same territory regularly on the same day of the week. The housewife would expect him and welcome the service. The big stores use the solicitor to get the restaurant business, the small or large grocer can use the same plan to advantage to get the householder's business, and get it steadily.

(Continued on page 27)

The Cocoanut—How and Where it Grows

Especially written for CANADIAN GROCER.

THE GROWTH of the cocoanut palm and the rapid development in recent years of the sale of cocoanut and its by-products is a most interesting story.

Within the brief span of a decade, the cocoanut has risen from a comparatively insignificant position to a place of great importatnce among manufacturers of food an vegetable oils.

The cocoanut palm is grown widely throughout the tropics. It attains a height of from sixty to one hundred feet, with a straight trunk which grows to a thickness of from eighteen to twenty-four inches. The leaf which attains a length of twenty feet in some cases has a strong midrib to which are attached numerous long narrow leaflets. The fluctuation of the palm is continuous with its growth, the young shoots giving out with the young leaves from the heart of the tree (the growth is continuous, never stops) bearing its fruit in bunches close to the trunk. The yield depends on the age of the tree and the extent of attention and cultivation given.

Nearly 500 Nuts a Year

The trees begin to bear at from five to seven years of age and reach their most productive period at about fifteen to twenty years after planting; for twenty years thereafter cultivated trees may produce from 425 to 500 nuts each year. The productive period may last until the tree is about one hundred years old. The fruit consists of the ordinary cocoanut enclosed within a thick fibrous husk. Large quantities of the white kernel are used in various ways and from the high value of the oil there is a strong tendency toward its use in high grade food products.

Cocoanut Oil Being Large Used

Striking evidence of the place cocoanut oil has made for itself in the American market, is the fact that while average imports into the United States from 1910 to 1914 were 54,145,000 pounds, the imports for 1919 amounted to 281,063,000 pounds. The world's crop of cocoanut for the same year was estimated to be about 8,200,000,000 nuts.

The Producing Countries

Ceylon leads in the production of cocoanuts, having almost 1,000,000 acres planted to cocoanut trees, while in one province of India, Madras, there are nearly 800,000 acres. The smaller outlying islands from India are also important producers. These areas, together with British Malaya, produce half the total crop. The West Indies are another source of large production, Jamaica for instance produces over 60,000,000 nuts per year.

The Philippine Islands are fourth in importance of the cocoanut growing industry, the estimate given as 70,000,000 acres planted in cocoanut groves. The Dutch East Indies are also the source of large supply of Copra. The area reported as in cocoanut plantations is 58,000 acres having an estimated number of 108,000,000 trees.

Estimates of acreage, however, or even of the number of trees, have only a general value as an indication of the relative importance of the industry in different areas, not only because there is much variation in the number of trees per acre, but in the number of nuts per tree produced under widely varying conditions, too many trees per acre may decrease the yield, and proper care and cultivation greatly increase the number of nuts per tree.

Worshipped by the Natives

There is little wonder that some native tribes worship the cocoanut tree as a symbol of divinity. This magic tree furnishes its happy owner with food, wine, milk, oil, vinegar, light, timber, and fibre. In addition to the kernel, husk, palm sap or toddy, the cocoanut can yield no less than 84 different products of commercial value.

Another article will deal with the consumption in Canada and how it is brought here.

Raisin Growers Organize in Canada

Canadian Company is Formed and District Managers Have Been Appointed to Supervise the Various Territories—Also Establishing in England

TORONTO, Jan. 30. (Special).—A number of representatives of the California Associated Raisin Company, were here on Thursday and Friday last in connection with the organization of a new Canadian company. This Company will be known as the Sun Maid Raisin Growers of Canada, Limited. This name will conform to the new name of the associated company which comes into effect in February in Fresno, California—The Sun Maid Raisin Growers' Limited.

Representatives of the company who were in Toronto at the organization meeting were the following:—C. A. Murdoch, assistant general manager and secretary of the company; Stanley Q. Grady, general sales and advertising manager; C. F. Beatty, field sales manager; John N. Hunter, manager at Montreal; W. F. Brainerd, and D. F. Sweeney.

Five Division Managers

The Sun Maid Raisin Growers of Canada, Limited, is capitalized at $40,000. Mr. Grady pointed out to Canadian Grocer that the organization in Canada was for the purpose of their representatives getting in closer touch with the jobbing and retail trade by having division managers. This was the policy they had been following in the United States and they found that it worked out to their advantage.

The Canadian territory will be divided into five divisions. One will include Alberta and British Columbia: another Manitoba and Saskatchewan; a third Ontario, a fourth Quebec province, and the fifth the Maritime Provinces and Newfoundland. E. M. DePencier, a field sales manager, is in Western Canada installing the officers there. George Murray becomes the manager with headquarters at Vancouver; C. E. Davies is the manager at Winnipeg; W. F. Brainerd becomes Toronto manager. John W. Hunter who has been located in Montreal for some time is the division manager there and D. F. Sweeney becomes division manager for the East with headquarters at Halifax.

Locating in England

Mr. Grady left Toronto on Friday night for Montreal and will sail on the fourth of February from New York for England where a branch of the company is being established. Harry Holland goes with him and becomes manager of sales there.

This reorganization marks a distinct change in the system of doing business in Canada which up to the present time has been through brokers. Mr. Grady stated that the company had been quite satisfied with the work of the brokers but they felt that field managers would be in position to get still closer to the trade.

CUSTOMS DEPARTMENT REFUSES RELEASE OF CHINESE EGGS

Ottawa, Jan. 30.—Official announcement that the carload of Chinese eggs held in bond here was not released because the eggs were "unfit for human consumption" comes from the Dominion Live Stock Branch of the Department of Agriculture in its egg market report. The report says:

"The car of Chinese eggs that arrived in Ottawa in bond a few days ago has been refused release by the Customs Department on the report by the Federal Department of Health that the eggs were unfit for human consumption."

Ice Cream is a Good Line in this Store

Chas. S. Luck, a Grocer in Fairfield, N. B., Declares That Ice Cream, If Properly Handled And Costs Carefully Watched, Is A Valuable Sideline In a Grocery Store, For The Reason That It Frequently Sells Other Lines

DEVELOPING ice cream as a profitable sideline, is what a great many grocers are now doing. From time to time Canadian Grocer has related in its columns what numerous grocers are doing in this regard, how they are increasing their turnover with a line which they have found is well worth the trouble and care of handling. If properly handled, and costs are carefully checked, Chas. S. Luck, Fairfield, N.B., declares that ice cream is one of the most profitable lines that a grocer can carry, and it works well in a grocery store.

Sundaes are Profitable

Mr. Luck has two stores in Fairfield, and he is selling ice cream in both of them. Mr. Luck not only sells the ice cream in bricks with regular orders, but he dispenses it in his store. He told a representative of Canadian Grocer recently, that selling sundaes was one of the best features of an ice cream trade. They command a good price, and the fact that they are the most popular ice cream preparations with the young people, assures the dealer a satisfactory return.

The experience of most grocers stocking ice cream is that ice cream sells groceries, that is, the fact of one having an ice cream parlor or soda fountain counter in the store, usually means that when people are in the store for refreshments of this kind, they are very often induced to buy other lines. It is here where good interior displays count. A display that cannot fail to attract the eye, will in nine cases out of ten, sell the casual visitor to the store for a dish of ice cream. Permanent customers are often gained in this way, and thus the ice cream department is indirectly working for the grocery section. Mr. Luck has found such to be the case in his experience. A good ice cream department attracts trade to the store, in addition to paying good returns itself.

Candy and Ice Cream

The grocer who is selling ice cream in his store will find it pays also to stock a good line of candy, according to Mr. Luck, for the two go hand in hand. "To make a success of a candy trade," Mr. Luck told a representative of Canadian Grocer, "a merchant must watch his stock to see that his supplies are always fresh. I think it is better to sacrifice it, rather than allow candy to go stale This may occur once in a long time, but if attention is directed to the sale of candy, there is no reason why a merchant should have to sacrifice any. On the other hand a reputation for stale candy is very damaging to one's candy business, and advertising one's store in this way is very hard to live down. Young people in the store for ice cream are good customers for candy. On leaving the store they very frequently buy a box of chocolates, and working up a trade with this class of people depends largely on the stock being fresh, and the candy being well displayed. I have paid a good deal of attention to candy, and have found that by making a study of what the people like, and by carefully watching my stock to keep it always fresh, returns in the way of profits are much more satisfactory."

Good Equipment an Asset

Good equipment is a thing that Mr. Luck believes is necessary in the successful carrying on of business. "It is a great asset," he declared, "and the convenience and the way it facilitates service, I find, means in the end an increased turnover."

An attractive window display of lines that should have a ready appeal at the present time.

F. E. MUTTON.

Salesmanship Now Being Subjected to the Acid Test

"Many men have wisdom but don't know how to apply it—Industrial Activity directly dependent upon salesmen's efficiency—No use waiting for something to turn up."

By F. E. MUTTON
President and General Manager International Business Machines Co., Ltd.

ONE of the major problems facing sales managers today is building up an efficient sales force to secure orders. Sales organizations are being subjected to the acid test; some of them will fail to survive that test. We have passed through four or five years recently when men who were called salesmen did not have to sell at all; they became very soft in their ideas of work, yet they made wonderful sales records. Now times have changed; order-takers are of no use now.

We have seventy-two salesmen in our Canadian organization, we reach from one ocean to the other, and have offices and service stations in all cities and large towns.

Get Down To Hard Work

It has occurred to me during the last six months to a year, carrying our share of worry as to business conditions, that there are many men who have got a lot of wisdom but do not know how to apply it. They do not realize the vital application of it, and that is the hardest kind of work. Especially for salesmen who have had five years of easy going, it is hard to realize that they have got to get down to hard work or they will not stay in a sales organization very long.

Of course I recognize that a sales organization selling a specialty like Time Recorders or Scales is different from one selling a standard article, however, I believe the same fundamental principles apply, and that this matter of selecting and training salesmen is the most important factor facing executives of any concern to-day. It is the salesmen that keep the factory chimney smoking, and the amount of smoke depends on the efficiency of the sales-organization, absolutely.

The New Conditions

The quicker we all realize that prosperity depends on the action of our own self-starter the better. A good many people are just waiting for something to turn up, even sales managers. To my mind there is nothing "going to happen" until you make it. Instead of the men going out on the 9 o'clock train they will have to go on the 7 o'clock if they are to succeed, and instead of coming in Thursday night or Friday noon, they will come in Saturday morning—if they are lucky. Those are the new conditions that we are facing.

I want to convey this idea; it is not necessary to tell most men these things, it is necessary to "sell" them. In our organization we never tell a salesman to do something. We "sell" the proposition. That is the only way to get the proper co-operation and spirit.

"Prosperity depends on the action of our own self-starter; nothing is 'going to happen' until you make it."

"Salesmen should not guess, but know what they are talking about."

The art of selling is the art of buying. What do I mean?—well, the amount you sell depends on the amount of confidence you can buy, the respect you can buy from the prospective customer. I think that it is an important principle to have the sales force memorize.

Obtaining Salesmen

Now where are we going to get our salesmen? Our experience is that we get our best men through our present sales force. Those men know the policy of the company, they have confidence in the company, they know the calibre of men the company want, and they have seen in action the men that they are going to send in to apply for the position. That is something you cannot do as a general proposition. They know whether he plays pool in the hotel until 2 a.m., or poker until daylight. They know his characteristics through working with him. I emphasize that, because looking back over my experience during the last thirty years I find that the best salesmen it has been my good fortune to secure came through the salesmen we already had.

You will not buy an automobile unless you try it out, but there are many hundreds of salesmen employed by sales managers who have never seen them in action. A man comes to your office, naturally he is at his best, but that does not tell you what he will look like in Peterboro or Montreal or Vancouver. His nails are clean and his shoes are shined. We did the same ourselves years ago. The important thing is to see the man in action in his regular working form, day in and day out, get a line on his characteristics, how he stands up under the test of the three a.m. bus, and the one old kind of pie and no cream.

The Other Fellow's Salesman

The next channel is from the salesmen that canvass you for orders; and that is a good channel. "Do you mean to tell me that you would deliberately employ one of my salesmen?" someone may ask; I certainly do. If you say that is not a fair proposition I do not get your point of view. If my salesmen can make more money with you they will go with you. Therefore I am never too busy to see a canvassing salesman. The bank manager can wait but this man may be the one I need as the corner-stone to a certain portion of our sales force.

I believe the successful sales manager is the man who is never too busy to see a canvassing salesman. If I am in a conference which would make it necessary to keep him too long, I go out and see him for a moment and apologize and make an appointment.

I spent twenty years with the National Cash Register Co. Mr Patterson, the president of that company, is known as a wonderful leader. We were in a convention of the sixteen sales managers of the North American Continent. Mr Patterson came in and remarked: "These are the sales managers, yes; now just what do you

gentlemen do for the high salaries you get?"

Well, it was kind of sudden. One chap stood up and said, "I keep my eye on the territory, I see that the offices are kept nice and clean."

"And you?"

"I check up the accounts and payments and consignments—"

Well, I was thinking fast, it was coming close to me, I said to myself, "these boys are not thinking right," so when he came to me I said, "I employ and train salesmen." I was with the N. C. R. for twenty years.

Looking Them Over

I would have lost the opportunity to secure excellent men if I had been too busy to see salesmen. Often a man has come in and although I did not need him at all, he made an impression. I talked to him fifteen or twenty minutes, asked if he would mind coming in again day after to-morrow—next week,—I wanted to get another slant on him. They never act exactly the same twice in succession. I asked him — "Now just tell me how much money you make and how much you would like to make. It may be that you are fitted for this business. I am going to find out in the next fifteen minutes if you are."

From the Retail Store

Another channel is the retail store. We have secured some excellent men who were retail store clerks. There is a field where you will find ambition; also, it is a field where men are not over-paid. An illustration; we had difficulty in getting our devices in retail stores. Our time-recording division salesman had been trained to interview manufacturers and factory men, but they fell down on the stores. I discovered that they did not know the language of the retail merchant, they had never been in that atmosphere. I looked about and found a young man who was head clerk in one of the large hardware stores in Hamilton, snappy, well-dressed, knew his job or he would not have been head clerk. I brought him to Toronto and employed him. We had to teach him the time-clock business as it related to the retail store; I said to him, "Now you will have to go into the factory and put on a pair of blue jeans and work from 7 till 5.30 for two weeks, for which you will not get any pay."

"All right," he said, proving his mettle.

I was only testing him really, but this was his mechanical training. The first month that young man was out in quest of orders he sold eighteen machines to eighteen stores. That was good work. He knew the atmosphere and the language.

The weakest source is advertising for salesmen. I do not believe it is good business or sound policy to hire a man who is out of a job. That, perhaps, sounds severe, but there is generally some reason why he is out of a job, and it is difficult to get at the true reason. If you are going to put up a "Safety First" sign get a salesman who is in a position.

"The salesman keeps the factory chimney smoking and the amount of smoke depends on the efficiency of the salesman."

"Many men have a lot of wisdom but don't know how to apply it."

"The Bible"

Now, I want to put before you in this graphic way, these principles:

Get them clean —Mentally
—Physically
—Morally
—Spiritually

That to me is "The Bible" in hiring Salesmen. There is no one of those things that you can afford to overlook. And you can test them all out in your interviewing.

Mentally.—The salesman who will consume time telling those stories that we sometimes hear is not clean mentally. The results show physically and morally.

Spiritually.—This is very important. Sometimes we meet a man who does not believe in such things as churches. I am not preaching a sermon, but I know the value of that element, we all do.

Then I would like to add, Keep Them Clean as to the environment they live in.

Organization

In my opinion the following elements come under the head of organization in a sales force.

Employing Men
Training Men
Supervising Men
Promoting Men
Firing Men

If we are capable of the first four, we will not have to worry about the last.

As to qualifications, here they are:—

Health
Character
Deportment
Reputation in Own Neighborhood
Guarantee Bond
Manner
Ambition
Confidence in Himself

I have a chart on my desk and that is always ticked off 100 per cent. before a man is taken into our organization. Health is most important. If a man has not got 100 per cent. health he is anchored. A lot of talks have been made on Salesmanship; to me Salesmanship is the combination of a lot of qualities. Health is the foundation.

Our company spends a good many dollars a year in taking care of the health of our organization. We talk to them of what to wear, what to eat, etc. A lot is wasted but some gets home and it does a lot of good. I venture to say when you meet one of our salesmen you find he is "in the pink." If he is not, he will not go out, they are trained not to.

Foundation of Everything

When a salesman approaches a prospect, one of the most important elements in getting that man's order is the salesman's health. Selling is largely a matter of domination. You need all the health and energy at your command to dominate some people; if you are only feeling about 70 or 80 per cent. fit, the buyer will do the dominating. Health is the foundation of everything. Take personality, the salespersonality, you just sense it. It is a thing you cannot define, and the greatest element of personality is health. His eyes are bright and his step springy and he thinks just a little faster than his prospect; he cannot do this unless he has 100 per cent. health.

Supervision

Then, supervision. I think lack of supervision is one of the weak links in our work. Every man needs it. Let me illustrate. The chain is—

Salesmen
Sales Agents
District Managers
Sales Managers
General Managers
President

Does it stop there? No, it goes on—

Executive Committee
Directors
Shareholders

I would like to make this subject clear.

Who supervises Salesmen? The Sales Agents.

Who supervises the Sales Agents? The District Managers.

(To be continued in next issue)

NEW INDUSTRY FOR HAMILTON

The Climax Cleaner Manufacturing Co., has commenced manufacturing their product in Hamilton, Ont. The head office of this company is in Cleveland, O. They have made arrangements with the John Bull Co., Augusta St., for the manufacture of their products for the Canadian market.

France Looks to Canada for a Market

Z. Hebert, President of Hudon Hebert Co., Montreal, in Making Some Observations on His Return From a Visit in France, Says That France Speaks of Canada With the Familiarity of a Neighbor as a Result of War Time Relations

By Staff Correspondent Canadian Grocer.

MONTREAL.—It has been said that a man cannot study a country or its people unless he understands their language. Zephrin Hebert, president of Hudon Hebert Co., Ltd., wholesale grocers, Montreal, characterizes himself as "French by birth and English by habit," and it would therefore seem natural that Mr. Hebert after his recent visit to France could give an accurate report of the trade and political conditions in that country.

The Man in the Street Knows

In making such a report to Canadian Grocer representative, Mr. Hebert said, "It is the man in the street, the tradesman who can give and will give an unbiased opinion of political conditions and the sympathetic leanings of the people, while his industry and prosperity are a true revelation of trade conditions. The first thing that struck me was the absence of unemployment in France. Everybody seems to have something to do. Trade seems to be prospering even under adverse circumstances. The people are aggressive and determined. From this fact I gathered that last year had been fairly prosperous. It is a well known fact that the greater part of the agricultural districts to the north have been devastated, yet with surprising tenacity, the people have set to work reclaiming these lands, living in improvised shacks, building up strange little villages, tilling what soil they can, and are contended in their hope that each year will see more and more under cultivation until production is back to normal.

Looking for Broader Markets

"These people are surprisingly versatile in their work. Perhaps this is the main reason for their lack of unemployment. If a carpenter cannot find work in his line he will go into the canning factory until his trade brightens up. Their main idea seems to be to keep busy and save. They have a reputation, particularly the laboring classes, for their thrift. There must be an outlet for this industry. They want to produce and increase production and to do it, they must find broader markets. To one visiting France, there is no doubt that the French people are looking to Canada as a market. The comradeship of the French and the Canadians during the war, the ties of sentiment, have shortened every mile between Canada and France. The French people now speak intimately of Canada and the Canadians. They have a vivid picture of our country and its opportunities, and there is no doubt but that they intend to develop trade relations between the two countries.

Canadians Understand France

"Just here it might be well to say that the Canadian people, too, have a better understanding of France and the French people, through the war. To veterans of the war "Lille" and "Lyons" mean something very real. The name on any French goods stirs the memory and encourages co-operation. This can be seen any day in business life. Three hundred thousand Canadians have not travelled through France and associated with the French under the intimate conditions of war without bringing back with them a closer relationship with the French people and an intimacy with their products that will be advantageous to trade development. Everywhere I found the people speaking of the Canadian with the familiarity of a neighbor."

False Stories Spreading

"Some people have treacherously spread false stories about the feeling between France and England. In my mind anyone who would dare say that there was anything but the most amicable feeling in the minds of the French people is unfamiliar with the situation, for all the traditions born of the war and deeply rooted in the hearts of all the populaion deny such a fallacy. The Germans ruined the part of France most dear to the hearts of the mass of the population. They will not quickly forget the atrocities for they have the constant reminders, that we have not, in their devasted country. It is only natural therefore, that they shou'd shun any relationship with their recent enemy and watch with suspicion their every move. On that point and on that point only does one hear of any differences with England. The French do not want to see Germany regain her menacing power, nor do they want to sign away their only protection against such a menace. Experience has taught them the futility of agreements on paper but as far as England is concerned there is absolutely nothing but the strongest ties of friendship that has a foundation in the very homes of the peasant class, the people who do not forget a kindness or a wrong.

Prosperity Ahead

"The summary of my recent observations is that prosperity is ahead for France and that it will be reflected in a larger trade with Canada. The people are industrious and are looking to Canada for a market for their production. It now depends upon the Canadians what advantage they take of this relationship, and the opportunity offered. France offers equally as good a market for Canadian products and only remains to be cultivated. The time is opportune and the people are in a favorable state of mind."

A CORRECTION

In last week's issue, under the New Goods Column, it was announced that "Flavoral" was manufactured by Grid Co., Montreal. This is an error and should have read manufactured by, Zryd Manufacturing Co., 88 Wellington St., E., Toronto, Ont.

Four Day Course In Merchandising For Man. Retailers

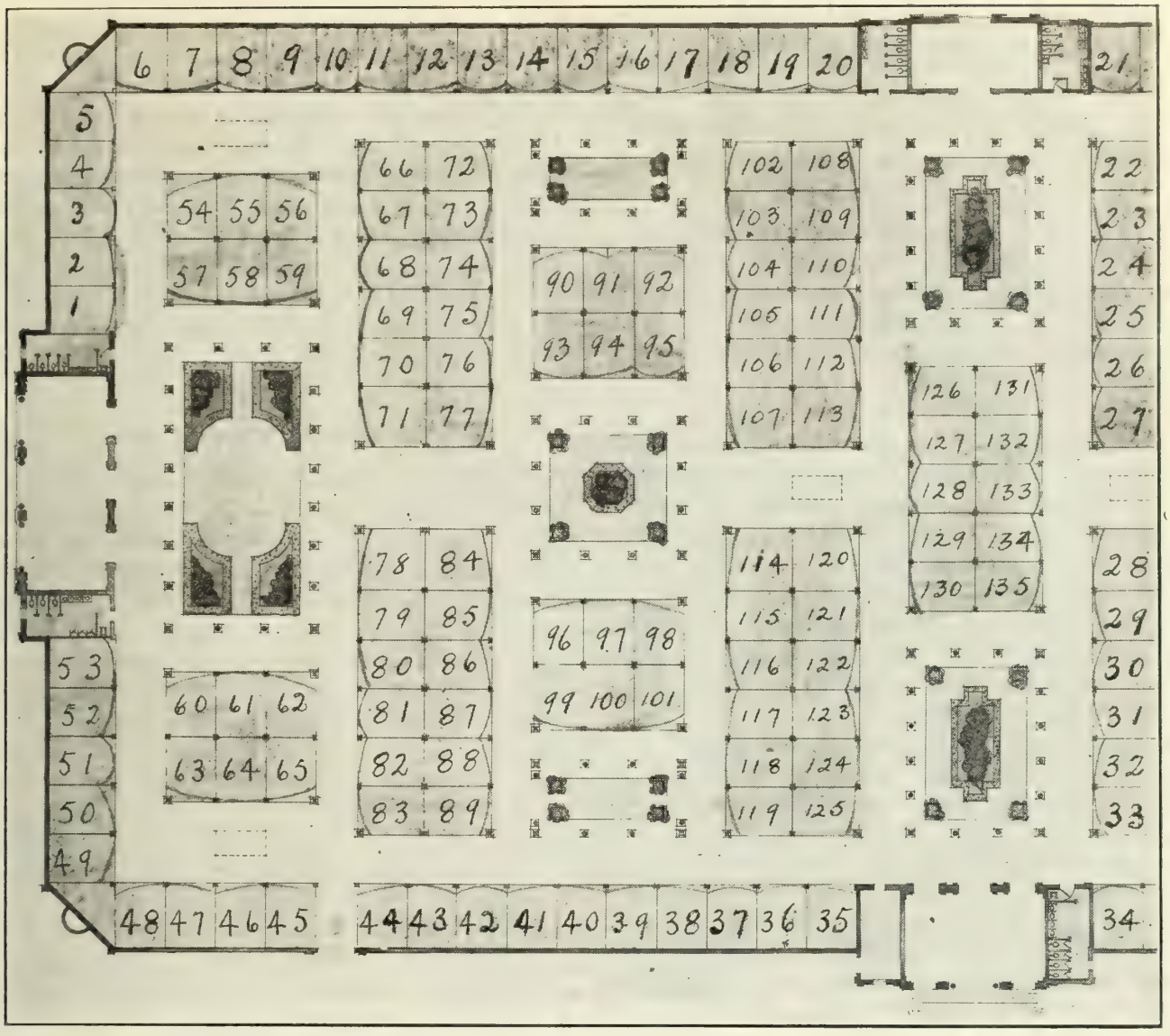
Winnipeg, Jan. 30.—The University of Manitoba will offer its 5th Annual Short Course for retail merchants and retail sales people in Lecture Theatre "A" of the Science Building on Broadway.

The Course will commence at 9.30 Tuesday morning, Feb. 28 and will continue until Friday afternoon, March 3, 1922, four days. Lectures and discussions every day. Every part of retail merchandising will be dealt with. Two or three outside speakers will be engaged to co-operate with the local experts in presenting the lectures and conducting the discussions.

The enrollment fee for the Course is $2. Anyone may attend regardless of where he or she may come from. Further particulars may be obtained from J. H. Curle, Secretary, Manitoba Board of The Retail Merchants' Association of Canada, who is also secretary of the Advisory Committee on Commercial Education of the University of Manitoba.

I. B. Hampson has commenced business with stock of produce and provisions at 914 Barton St., Hamilton, Ont.

J. Heavener has commenced business with a store at 1132 Dundas St., West, Toronto.



Above is reproduction of the ground plan of the new Pure Food Building under course of erection on the C.N.E. grounds. Each exhibit space is 12 feet wide by 16 feet deep. Only one space remains unsold. There will be six open-air courtyards as shown in the plan. Main entrances are on the west and south with receiving entrance on the north.

Key to Space Allotments—Exhibit spaces are numbered from one up to 135, beginning at left of western entrance. Numbers run around outer walls first and finish in centre. Below are given names of exhibitors followed by number or numbers of spaces drawn for them:

36-Foot Spaces:

Walter Baker & Co.—60, 61, 62.
The Borden Co.—105, 106, 107.
Christie Brown Co.—108, 109, 110.
City Dairy Co.—78, 79, 80.
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Crosse & Blackwell, Ltd.—30, 31.
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Chase & Sanborn 126, 127.
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Bowron Bros., Ltd.—27.
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H. P. Eckardt & Co., 68.
E. W. Jeffress, Ltd.—42.
Kellogg Toasted Corn Flake Co. 37.
Kerr Bros., Ltd.—10.
Kraft-McLaren Cheese Co.—26.
T. A. Lytle Co.—34.
Thos. J. Lipton 20.
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Pure Gold Mfg. Co.—14.
F. E. Robson & Co.—15.
F. J. Sabine 133.
T. Upton Co., Ltd.—111.

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Increasing Sales

A CANADIAN GROCER representative was calling on a merchant in a certain Ontario town the other day, and while he was in the store, he witnessed an incident that indicated that this grocer, at any rate, did not miss an opportunity to increase sales. A customer at the counter asked for a small package of biscuits. The retailer began to enunciate the advantages of buying the larger sized container, and after some brief debating of the point, the customer handed over the money for the more expensive article.

Commenting on this transaction, this grocer stated that it was always his policy to endeavor to increase his sales in this way. In this instance it was selling a larger package, but the necessity of selling something in addition to just what the customer asks for is urged on every clerk in the store.

The profit for the retailer in this one case was about five times what it would have been had he sold only the small one. Salesmanship of this kind is what makes for better business and should be the object of every merchant, particularly at this time. Increasing turnover is the all important thing. Whether it be through the medium of an attractive window display or a convincing selling talk to the customer, the retailer to-day must bend his energies to the promotion of sales, more than he has ever done before. This grocer reports his business moving in as great a volume as at any time, lower prices considered, and it is largely due to enterprising selling methods.

The Oriental At The Coast

THE MENACE of the Oriental in the grocery trade in British Columbia is referred to in another column of this issue, the president of the Grocers' Section of the Retail Merchants Association of Vancouver having presented before the Mayor and City Council in a recent address, the unfair competition of the Chinese and the Japanese on the Pacific Coast. The ease with which these Orientals can get into the trade, merely by paying a nominal license fee, and the fact that they keep their stores open all hours of the day and night, makes it a real problem for the English speaking grocer to compete with them.

The question of instituting a standard of qualification for the grocery trade, it would seem, would be one way of meeting the difficulty. If all aspirants to the grocer's position had to measure up to certain requirements of qualification before they could start up in business, there would be fewer Chinese and Japanese in the trade at the Pacific Coast to-day. A stricter enforcement of the early closing by-law would also do much to prevent them selling at any old hour.

A Close Watch On Stocks

THAT THE wholesaler and his salesmen should keep such a close check on the stocks of the retailers they are calling upon that no retailer should be allowed to offer goods that are not only old and stale, but in some instances, have outlived the guarantee of the manufacturer, an example is cited. A certain consumer in the Maritime Provinces, always used to purchasing a certain branded article, bought from a retailer in his town. Not being as satisfied and pleased with the food as was usually the case, he sends it back to the factory, suggesting that possibly some one had infringed on the good name of the manufacturer and was packing an inferior line in one of the reputable manufacturer's containers. As a matter of fact, the package referred to had actually been packed by the packer, whose name was on the label, but this particular class of goods has a factory guarantee of only three months. In spite of this fact, it was being offered in this retailer's store actually six years after it had been put up.

It would be interesting to know just how long this packaged article had been on the shelf of the retailer or in the warehouse of the wholesaler. Both, it would seem, have been negligent in not seeing to it that an article with only a three months' guarantee from the factory, had not been moved to the consumer within the above period. It evidently had been held either by the wholesaler or the retailer for a period of years, since it had been packed as far back as six years ago.

Thus is seen the advantage of a quick turnover of all goods in the grocer's hands. Not only is an incident of this kind very unfair to the manufacturer, whose reputation is hurt by the sale of an inferior line, but it is very bad business for the retailer. A quick turnover means a better profit for everybody, manufacturer, wholesaler and retailer alike. The merchant who keeps a close watch on his stock will find the lines that should be moved out rapidly and will not be offering them long after their guarantee of reliability has expired. There can be no "shelf warmers" in the store of the enterprising grocer who has his stock well in hand.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Maritimes

"Wholesalers" is the name of a new firm of wholesale grocers established in Bridgetown, N. S. G. L. Benson and H. L. Ruggles are the men interested.

The grocery store of D. L. Wears, Annapolis Royal, N. S., was destroyed by fire the other day, and scarcely anything was saved, except the cash register and one or two other articles which were rescued by Laurie Wears.

Quebec

J. Laporte, sales manager of Laporte Martin, Wholesale Grocery, Montreal, returned to his office on Monday of this week after an absence through illness.

The Montreal Branch of The Canadian Fisheries Association celebrated a National Fish Day on Wednesday of this week by presenting to local charities 10,000 lbs. of fish.

H. S. Wiener is opening a new grocery store at 2120 St. Lawrence Boulevard, Montreal. It is to be known as the Progressive Grocery. The exterior and interior of the store is white with polished hard wood counters. Mr. Wiener expects to open the store towards the latter part of this week.

Wolman Brothers, who own two grocery stores in Montreal, one at 140 Villeneuve St. and one on Hibernia Road, Point St. Charles, are fitting up two automobile trucks as grocery stores on wheels which they intend to use in the outlying districts of Montreal and the suburbs.

L. Leblanc, who formerly owned a grocery store at Church and Wellington Sts., Verdun, has bought out the grocery business of J. E. Bourbonais, at 5358 Sherbrooke St., West Montreal and will operate it under the name of the Plateau Grocery. Mr. Leblanc has had thirteen years' experience in the grocery business.

Ontario

The Maple Leaf Milling Company buildings and machinery at Port Colborne, were damaged to the extent of $15,000 the other day.

The Canadian Toledo Scale Co., are moving their Toronto offices from Yonge Street to King Street East, near Church Street.

Harry Beach is succeeding John Clarke as sales manager for Canada Brokerage, Limited. Mr. Beach has been connected with this firm for the past two years.

Jay I. Nicholson has been appointed manager of the Produce Department of Gunns, Limited, with headquarters at 78-80 Front St., E., Toronto. Mr. Nicholson has grown up with the company.

The grocery store at Perth Street and Eramosa Rd., Guelph, Ont., which has been conducted for some time by James D. Doughty, will in the future be under the management of Doughty and Grieve, Major Grieve having just been taken into the business.

The annual meeting of the Retail Merchants' Association of St. Thomas, Ont., will be held in the Kam Club on Monday, February 6. Alfred Pitt of the Central Canada Colonization and Highway Association will be the principal speaker. E. R. Gavin is the president of the association.

R. H. D. Sim, Swift Canadian Co., West Toronto, is taking over the supervision of the Northern Ontario territory of the company. He succeeds Abner Woolner who died recently at Collingwood, Ont. Mr. Sim has been in the office of the Swift Canadian Co. for ome seven years. His work as advertising manager will be taken over by W. J. Henderson.

On Saturday morning, the officers and employees of Canada Brokerage., Ltd., met for the purpose of making a presentation to John Clarke and Miss Harris, who have been connected with this company for several years and who are joining the new firm of Suffon & Clark Ltd., Toronto. The presentation to John Clarke was a handsome silver meat platter, and silver vegetable dishes and to Miss Harris a silver serving tray. Mr. Hudson, for Canada Brokerage Co., expressed the appreciation for long and valued services, and every good wish for the success of the new firm .

LONDON FIRM OPENS WAREHOUSE IN TORONTO

D. S. Perrin & Co., biscuit manufacturers, London, Ont., have opened a warehouse on King St., W, Toronto. H. V. Kennedy, for the past seven years London representative, is appointed manager for the Toronto warehouse.

NEW FIRM OF WHOLESALE GROCERS

John Clarke, who for 17 years has been associated with Canada Brokerage Limited, Toronto, as salesmanager, has severed his connection with this firm, and has entered into partnership with W. E. Sutton. They will conduct a regular wholesale Grocery business with offices and warehouse at 52 Colborne St., Toronto.

W. E. Sutton for several years was associated with Parsons, Brown and Warren Bros., as sales manager and for the past two years has been conducting a wholesale Grocery business as W. E. Sutton & Co.

Business Changes

Mrs. M. M. Dunn has commenced business with a store at 1069 Keele St., Toronto.

F. Parmenter is managing the new Dominion Store at 259 Ottawa St., Hamilton, Ont.

H. Davison is in charge of the Dominion Store at 730 Barton St., Hamilton, Ont.

J. A. Midgley has commenced business with a stock and store at Barton & Harmony Sts., Hamilton, Ont.

The Dominion Grocery is now in business at 1273 Dundas St. West, Toronto. Mr. S. Surobick is the proprietor.

CHIEFLY DUE TO LOWER PRICES

President E. A. Cudahy of the Cudahy Packing Company reports in his annual statement of the company's affairs that sales dropped from $288,802,000 on October 30, 1920 to $173,695,000 on October 29, 1921. Its surplus for the year shrank $1,569,563.06.

"The decrease shown in our sales is mainly due to the lower prices at which the goods were sold. The total tonnage of live stock which we handled in 1921 was only about seven per cent. less than in 1920.

ABSOLUTE SECRECY WITH THE "SUPERPHONE"

Washington, Jan. 31.—The "Superphone," an apparently simple attachment for telephones which is said to assure absolute secrecy of communication and secrecy from interruptions, and make possible multiplex telephony, was demonstrated in the office of the Chief Signal Officer of the army. It was shown that one telephone line, to which "superphones" were attached, could be used for a number of conversations simultaneously, and that no pair of speakers cou'd hear or interrupt another pair.

The principles involved in the invention are the same as in "wired wireless," it was explained, high-frequency cur-

WESTERN CANADA NEWS

Herbert Arthur Morrison of the W. L. MacKenzie & Co., Ltd., Winnipeg, Man., is on a trip to California for the benefit of his health.

T. Thompson and Joe Stevens have opened the T. & S. Grocery at 424 Athabasca Street East, Moosejaw, Sask.

George J. Cameron of the W. L. MacKenzie & Co., Ltd., Winnipeg, is on a business trip to the east, calling on his principals.

E. M. DePencier, field sales manager of the California Associated Raisin Co., of Fresno, Cal., is on a business trip to Winnipeg.

The City Dairy Co., Ltd., of Winnipeg have opened up a commission branch in connection with their organization. The commission department will be under the supervision of V. E. Hunt.

George Holden, Ltd., of Vancouver, B. C., have accepted the agency for Harry Peck & Co., of London, Eng., for tongues and meats in glass for province of British Columbia.

D. S. Manson of the Scott Fruit Co., Winnipeg, who attended the Fruit Jobbers' Convention which was held at Edmonton recently, is on a pleasure trip to other western Canadian cities. He is accompanied by Mrs. Manson.

Reynolds, Moore and Bentz, Winnipeg, have appointed the G. H. Campbell Sales Co., their selling agents for the territory from Port Arthur to the coast. Mr. Campbell has taken over a number of the former firm's sales staff.

A fire doing damage estimated around one hundred thousand dollars visited Yorkton, Sask., recently, and completely gutted the Gibson-Appleton block in the centre of Yorkton's business centre. Smith & Mackay's confectionery and the Palace of Sweets suffered practically total losses.

The Brewers and Bottlers Supply Co., who occupy the ground and the fifth and sixth floors of the Wood's Building at Market Avenue and Louise Street, Winnipeg, Man., suffered heavy damage by fire the other day. The total loss by fire and water to the Woods Building, is estimated between $25,000 and $40,000.

The Retail Merchants' Association of Victoria, B. C., held a smoker the other evening, that was largely attended, and much enjoyed by all present. President H. S. Stevenson presided, and addresses were given by J. T. Crowder, president of the Provincial R. M. A. of British Columbia, J. H. Beatty, president, Chamber of Commerce, George I. Warren, secretary, Chamber of Commerce, E. H. M. Foot, barrister, and E. Gamelin.

Course of Lectures For Retail Salesmen

Vancouver, B. C., Jan. 30.—A general meeting of the Retail Salesmen's Association, both men's and women's sections, was held the other evening in the St. Regis hotel, President John Drew in the chair. Practically all the directors of both sections were present.

The meeting was called for the purpose of completing arrangements for placing the tickets for the series of three lectures on "Salesmanship and Business Efficiency" to be given on January 31 and this week in lecture theatre "A" of the Science building, University of Manitoba. The lecturer will be J. S. Knox, of the Knox School of Salesmanship, Cleveland, Ohio. Mr. Knox, who arrived in Winnipeg Tuesday was tendered a luncheon by the directors of both sections on that day in the Purple Parrott tea rooms at 12.30.

LARGEST BUTTER OUTPUT IN THE HISTORY OF MANITOBA

Winnipeg, Jan. 30.—Pointing out that the output of creamery butter in Manitoba during 1921 was the largest in the history of the industry of the province, L. A. Gibson, Dairy Commissioner of the Department of Agriculture, has presented his annual report. Comparative statements show that during the last ten years only in 1918 did the output come near the figure for last year.

During 1921, 8,550,105 pounds were produced, compared with 7,666,802 pounds in 1920. The average price during 1921 was 37 cents per pound and during 1920, 55 cents per pound, the result being a cut in value of products in 1920, $4,216,752 to $3,163,538 in 1921.

A steady progress in the dairy industry in the province is reported by Mr. Gibson, with every prospect for continued improvement.

WANTS AN INQUIRY INTO MARKETING OF PRODUCE

Regina, Sask., Jan. 31.—The Saskatchewan legislature has unanimously adopted a resolution asking the federal government to conduct a thorough investigation into the marketing system not only of wheat but of all western agricultural produce and in the meantime to provide for the marketing of the 1922 crop by the re-establishment of the Canada wheat board.

There was some difference of opinion among the members whether the board should be made a permanent institution, but it was explained during the debate it was the desire to present a unanimous front at Ottawa on this question and the question of permanent system of marketing was left open for investigation.

VALUABLE FOWL DESTROYED

Invermere, B. C., Jan. 30.—Fire destroyed the new poultry laying house of the Dominion Government Experimental Farm here. A pen of fifty of the best winter laying strain of White Wyandottes was suffocated. The fire was caused by gasoline escaping from a portable lantern, which was nightly used to light scratching shed.

BRANCH MANAGERS OF WESTERN GROCERS, LTD., MEET IN CONVENTION

Winnipeg, Jan. 30.—The branch managers of Western Grocers, Ltd., held their convention recently at the Royal Alexandra Hotel. This year all of the fourteen branch managers of the Western Grocers, Ltd., got together and held a general convention at the Royal Alexandra Hotel which lasted for three days. It was a round table discussion where the prospects for the coming year were discussed. The convention wound up with dinner and evening together in their honor. The following branch managers attended:—W. A. Blair, Moose Jaw; W. A. Campbell, North Battleford; W. S. Graham, Winnipeg; W. H. Mills, Regina; F. H. Semmens, Saskatoon; W. F. Steward, Edmonton; C. W. Vivian; Brandon; T. H. Caudwell, Nelson, B. C.; H. Crawford, Yorkton; R. W. Greig, Lethbridge; A. J. Schell, Cranbrook; M. H. Solstad, The Pas; J. D. Sullivan, Port Arthur, and W. D. Watson, Vancouver.

CANADIAN PRODUCTS HAVE THE PREFERENCE

Under the new preferential tariff of Fiji, which became operative on January 1, 1922, imports from Canada and other parts of the British Empire were given a preference of 12 1-2 per cent. ad valorem in the case of goods subject to ad volorem duties, and a preferential rate of 50 per cent. lower than the general list in the case of nearly all articles subject to specific duties. As the free list is very limited, this means a preference on nearly all commodities. The only products for which a tariff preference has not been provided are certain oils and the liquid products of petroleum, not specifically mentioned in the tariff, upon which the rate is 2d per gallon.

Tells the City Fathers What the Problem of the Oriental is at the Coast

James Harkness of Vancouver, Speaking at the Weekly Luncheon of the Retail Merchants' Association of That City, Directs the Attention of the City Council to What the Retailer, and Particularly the Grocer, is Up Against, in Regard to Early Closing

VANCOUVER, B. C., Jan. 30.—At the regular weekly luncheon of the Retail Merchants' Association recently, Mayor Tisdale and the aldermen of Vancouver were invited to attend, when the chairman of the Grocers' section, James Harkness, reviewed before the civic officials the problems that face the retailers in the Coast city, and pointed out where remedies might be found, if the authorities cared to act.

Mr. Harkness referred to the fact that back in 1920, the Grocers' section had petitioned the council for an amendment to the Early Closing By-law, whereby all grocery stores would close at 6 p.m. on Saturdays. "As petitioners," he continued, "it was necessary for us to have over a fifty per cent. signature. After some strenuous endeavor we claimed to have had the required quota, and presented our petition only to be met with defeat. Why? The following figures will explain. On October 13 of that year, there were according to the License Department records, 482 grocers. We proved that 12 of these were out of business, and 23 were not grocers, leaving a net of 447. Over 50 per cent of our quota was 224. We obtained 246 signatures, of which 14 were disallowed, giving us 232 or 8 more than the required number, but 14 more were deducted and left us with 218, or 6 less than the required number, and we lost.

The Same Reason To-day

"That is history, and why should I bring it before the Council of 1922? Because the reason for our defeat is just as prominent to-day as it was then, viz. the Oriental and foreign invasion into our trade. The Chinese and Japanese dominate the trade. The Oriental has no vote in our elections, and at the last session of our Legislature at Victoria, our City Council asked that it be embodied in its charter, that they should not be allowed to vote on the city's money by-laws. If then they are undesirables in the election of our civic rulers and our provincial rulers, and for our money by-laws, are they not equally as undesirable in the vote as to whether they or we shall manage the affairs relative to our trade?

"The Early Closing by-law as it exists in Vancouver to-day is more farcical than real. Any commodity can be purchased at any hour of the night. We contend that the enforcement of the Early Closing by-law should be taken care of by the License Department. Boarding houses are governed by this department, and for infractions can have their licenses cancelled. Why not the licensed grocer?

"What qualifications are necessary to obtain a license and to whom are licenses granted? In Vancouver the only qualification necessary is to have rented a store, and be possessed of $10 and to all such, licenses are granted.

A Standard of Qualification

"Gentlemen, is this fair? Is it a square deal? We claim that it is not. John Smith, a prairie farmer, thinks to himself he has had enough 30 to 40 below zero and by selling out will have

JAMES HARKNESS
Vancouver, B. C.

$1,000 or more and with his capital can move to the Coast and go into the grocery business. $10.00 license fee and there you are! John Smith, Grocer. Peter Jones, a logger, meets with an accident. $1,000 or $2,000 compensation is sufficient to go into the grocery business in Vancouver. $10.00 license fee: Peter Jones, Grocer. Go along Granville St.; go into our suburban districts; look at some of the store fronts and windows, Ching Chong, Grocer; Chong Ching, Grocer. Of such we have abundance in this city, and who, but for the fact of having paid a license fee to the License Department of the city, have no more moral claim to their name with grocer under it, than they have to the prefix Rev. or the affix, M. D. Ask any of the type just referred to, what is the difference between Allspice and Pastry Spice; what is cream of tartar; what is pure jam, etc., etc.? Their answer is obvious. We are not kicking at the License Department nor are we kicking at the fee charged, but we do think it justifiable to ask for something in return, and that something, a standard of qualification."

Strict Sanitation Laws

The speaker also dwelt on the importance of a strict enforcement of sanitation laws in grocery stores. Sanitation in the grocery store is to the public an important question, but a clean bill of health for the individual who distributes and handles food is of much greater importance. He drew attention to a law existent in Portland, whereby no person male or female suffering from any contagious disease is allowed to handle food of any kind, and every person desiring to serve in a grocery store, butcher store, a fruit store, or milk depot, must first submit themselves to a medical examination and receive a clean bill of health.

NATIONAL PRUNE WEEK FROM FEBRUARY 27 TO MARCH 6

A National Prune Week will be held throughout Canada and the United States from February 27 to March 6. It is being featured by the California Prune and Apricot Growers, Inc., During the Week people will be urged to eat prunes every day. The chief reason the above date was decided upon was the fact that the housewife's supply of home-made fruits is getting low.

GROCERY SECTION DRAWS THE CROWD

(Continued from page 17.)

Is Hard Competition

"It certainly is hard competition for a retailer, to have a big store use his line of business merely as a drawing card. They have his one-line business sacrificed on the altar of 'getting the crowds,' but I have described to you the condition as it actually exists, and for the retail grocer to cope with this actual condition is the present concern of each grocer, pending the time when he can change the condition.

"The advent of the 'wheeled stores,' the 'grocery-vans,' the 'chain stores,' etc., make it all the more imperative that the grocer make arrangements to 'tap at the back door' and 'collar the business' at its source on the principle that the shopper dressed for the street, and bound for the shopping district is 'anybody's customer.'"

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

MARKETS AT A GLANCE

THE raw sugar market continued with an upward movement during the week. Prices for Cubas advanced from 2 1-8c c. & f. New York to 2 13-16c and later to 2 1-4c c. & f. New York, which latter figures to 3.86c duty paid New York. These figures generally were for old crop sugars but new crop sugars were selling at 2 5-16c c. & f. for March delivery. Heavy buying is attributed to the advance in price of which the Far East, France and the United Kingdom participated. Canadian refiners also bought freely at 2 3-16c c. i. f. New York for San Domingoes and 2 9-32c c. amounts to 1,177,316 tons.

Willett & Gray report that receipts of new crop sugars at Cuban shipping ports for the past week amount to 51,398 tons, which compares favorably with those of last year which were 63,032 tons, when it is considered that this year there are 94 Centrals at work and there is a stock of old crop sugars in the ports and on plantations of over 900,000 tons, while last year 125 Centrals were at work at this time with an old crop stock of about 145,000 tons in the Island.

As regards the movement of the old crop, the exports amounted to 95,676 tons for the week, reducing the stock of old crop sugars at the ports to 737,345 tons and in addition to this amount there still remains on the plantations and in transit to the ports, old sugars to the amount of 200,000 tons. The total of old and new crop sugars amounts to 1,177,316 tons.

The dried fruit market generally continues strong. Prunes, apricots and peaches particularly strong and it is estimated that with a normal demand the next two or three months, stocks will be practically depleted by the end of the spring months. Raisins and currants are holding steady while dates are inclined to be easier.

Coffees at primary sources continue in a strong position with some advances in prices during the week. Spot conditions, however, show little change.

There is little change in the tea situation, spot stocks are not large and there is a tendency for further advances when shipments arrive, bought on the higher basis of values.

Canned tomatoes and peas are strongly held with stocks of the latter becoming exhausted and particularly on the better grades. Corn, although not in as strong a position as peas and tomatoes, is nevertheless firmly held. Canned fruits are quiet at the moment but it is expected that with the small pack of last season, stocks will be fairly well cleaned up.

QUEBEC MARKETS

MONTREAL, February 1.—The grocery market in general is steady with an improvement in buying and more confidence expressed all round. Sugar stands firm at the present basis with no indication of a change either way although the raw market is fluctuating. Consumption of sugar shows an increase. Molasses and corn syrups are steady. The cereal market is unchanged save for a half cent advance in Canadian white beans and lima beans. Package goods are unchanged. In canned goods the only change is a slight reduction in Libby's canned pineapple and Bartlett pears. The tea market is strong with better buying and a feeling that further advances are to come. The rice market is quiet with an unsettled condition locally but a firm undertone to primary markets. The coffee market, as usual, is steady. The strength of currants is the only feature of an otherwise quiet market for dried fruits. A reduction in wholesale prices on Bordeaux shelled walnuts and a reduction in roasted peanuts, following the general trend of the market feature the trade in nuts. Oranges are advanced further in price and lemons are also higher. Spanish and red onions go still higher and a strong tone is evident in potatoes. The soap cutting has been discontinued and prices are steady.

COFFEE PRICES STEADY

Montreal.

COFFEE.—The coffee market shows no changes in a wholesale way. The market is quite firm at the present with a good movement.

COFFEE

Mocha	0 50
Ja[illegible]	0 45
Ma[illegible]	0 40
[illegible]	0 35

CANNED FRUITS LOWER

Montreal.

CANNED GOODS.—There is little change in canned goods except a reduction made by some of the local wholesalers in Libby's Bartlett pears which are reduced to $4.00 per dozen and on Sun Kist pineapple, now quoted at $3.10, a reduction of 15c. Lytle's pickles have been readjusted in price. Sour mixed in 5 gallon pails is listed at $3.00, an advance of $2.00. There is a reduction in sweet pickles, making 10's $2.75 and 20's in square $4.00.

CANNED VEGETABLES

Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	2 00	2 05
Do., Refugee	2 10	2 15
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb tins	....	1 60
Tomatoes, 1s	1 55	1 60
Do., 2s	....	1 85
Do., 2½s	....	1 65
Do., gallons	....	6 25
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	5 00
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s	....	3 25
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80

CANNED FRUITS

Apricots 2½-lb. tins	....	4 50
Apples, 2½s, doz.	1 60	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 50	5 40
Currants black, 2s, doz	4 00	4 95
Do., gals, doz.	....	18 50
Cherries, red, pitted, heavy syrup, doz., 1	....	3 20
Do., 2½	....	3 50
Do., 2½	....	3 50

Do., 2	2 75	3 10
Gooseberries, 2s, heavy syrup, doz.		2 75
California Peaches—		
1s		2 90
2s		3 25
2½s		4 40
Peaches, heavy syrup—		
2-lb.		2 40
Pears, 1s, Keiffer		2 30
Do., 2-lb.	2 45	3 10
Bartlet Pears		3 40
Greengage Plums, heavy syrup	2 65	2 75
Lombard plums, heavy syrup, 2-lb.		2 40
JAMS—		
Strawberry, 16-oz.		3 75
Raspberry, 16-oz.		3 75
Black currant, 16-oz.		3 80
Orange marmalade		4 65

WHITE BEANS ADVANCED

Montreal.

CEREALS.—The cereal market is steady and unchanged. The demand is fair with a steady movement of supplies. Canadian white beans are advanced locally to 6½c. per lb. white Madagascar lima beans are advanced to 7c. per lb.

CEREALS—		
Rolled oats, bag	3 00	3 15
Oatmeal		3 75
Pearl Hominy		1 40
Corn meal	2 50	2 80
Graham Flour, 98 lbs.		7 65
New Buckwheat Flour		6 75
Pot Barley		4 00
Pearl Barley		4 90
Beans, Ont.		3 50
Do., Can.		3 30
Lima Beans		0 06
White beans		0 06½
Green peas, dried	0 03	0 05¾
Split Peas		0 07½

CURRANTS LOOK HIGHER

Montreal.

DRIED FRUITS.—The dried fruit market is quiet without any changes in wholesale prices. The primary market for currants and raisins have been advancing and just as soon as buying starts on currants an advance may be expected. Other lines are quiet. Prunes maintain their strength but without any further advance.

DRIED FRUITS—		
Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)		0 16
Peaches (fancy)		0 28
Do., (choice)		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon		0 28
Orange		0 28
Citron		0 44
Raisins (seeded)		
Valencias	0 20	0 21
Sultana, unbleached		0 20½
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown		0 21
Fancy Seeded (bulk)	0 18	0 19
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.		0 24
Do., 16 oz.		0 26
California Seedless, in bulk		0 23
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, Excelsior (36 10s), pkg.		5 00
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 75
Loose	0 10	0 12
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼'s, lb., 7 crown		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, 5 Crown, 10 pounds	0 24	0 26
Do., 12 ounce packages		0 25
Figs, white (70 4-oz boxes)		5 40
Do., Spanish (cooking), mats.		0 09
Do., Turkish, 3 crown, lb.		0 22
Do., 5 Crown, lb.		0 28
Do., 7 crown, lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 32
30-40s		0 18½
40-50s		0 17
50-60s		0 14½
60-70s		0 13

ORANGES GO HIGHER

Montreal

FRUIT.—The feature of the fruit market is the advancing price of oranges. California navels are now selling at $6.50 per case, due to damage being done by frosts in the southern states and in shipment. Lemons are also advanced. The price is now $5.00. There are a few lots of pineapple on the market but the price is high. They are selling retail from 50 to 80 cents each. Apples remain steady in price but with the promise of an advance since supplies in first hands are limited.

FRUIT—		
Apples, Greenings	8 00	7 50
Baldwins	7 00	8 00
Boxes, 175s, 216s	3 25	3 50
Bananas (as to grade) bunch	6 00	7 25
Lemons, 300-360s		5 00
Grape Fruit, Porto Rico		4 25
Spys	9 00	10 00
Domestic		6 00
Russetts	8 00	9 00
California navels		6 50
Porto Rico Oranges		5 00
Do., Blood Oranges, half boxes		3 75
Malaga grapes, kegs	9 50	9 00
Tokay grapes, per crate		4 50
Blue and green grapes, per bas.	0 40	0 50
California Pears, per case		5 75

SUGAR UNCHANGED

Montreal.

SUGAR.—The sugar market is unchanged with raws a little easier during the first part of this week. Prices firmed up but show weakness now that heavier supplies are available in New York. No change in the wholesale price is expected just now and the future of sugar is quite indefinite. Refiners state that with the lower prices the consumption of sugar has shown a marked increase.

SUGAR—	
Granulated sugar, per cwt.	6 90
Do, barrels	6 95
Granulated, gunnies, 20-5	7 30
Do., cases, 20 5-lb. cartons	7 50
Do., gunnies, 10-10	7 40
Do., cases, 50 2-lb. cartons	7 65
Yellow, light, per cwt.	6 50

MOLASSES STEADY

Montreal.

MOLASSES.—There is no change in the molasses market since the cut of one week ago. Prices may be expected to be fairly steady until this spring unless some of the local wholesalers find it expedient to cut down supplies on hand. There is no change in the quotations on corn syrup.

MOLASSES—	
Puncheons, Island of Montreal	0 71
Barrels	0 73
Half barrels	0 74
Puncheons, outside of Montreal	0 68
Fancy molasses in tins (ginger bread)	
No. 2, 2 doz. per case	4 20
No. 3, 2 doz.	4 60
5-lb. tins	8 95
10-lb. tins, per case	8 60
CORN SYRUPS—	
Barrels, about 700 lbs.	0 05½
Half barrels, about 350 lbs.	0 05¾
Quarter barrels, about 175 lbs.	0 06¼
2 gals., 25-lb. pails, each	2 00
3 gals., 38½-lb. jails, each	2 85
5 gal. 5-lb. pails, each	4 50
5-lb. tins, per case	4 20
10-lb. tins, per case	4 00
24 2-lb. tins	3 75
WHITE CORN SYRUP—	
24 2-lb. tins	4 25
12 5-lb. tins	4 70
6 10-lb. tins	4 50

RICE MARKET UNSETTLED

Montreal.

RICE.—The rice market shows no change but there is some little uneasiness among local wholesalers who have been cutting the price in order to unload stocks on hand. Importers and millers state that the primary market in rice shows a firm tone with a likelihood of an advance in Carolina rices. The buying of rice is quiet just now with the situation a little uncertain.

RICE—		
Carolina, extra fancy		0 09
Do., fancy)		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Rangoon, B, per cwt.		5 75
Texas rice		0 05½
Tapioca, per lb. (seed)	0 07½	0 08½
Do., (pearl)	0 07½	0 08½
Do., (flake)	0 07½	0 08½
Honduras		0 07
Siam		0 14½

SHELLED WALNUTS REDUCED

Montreal.

NUTS.—The feature of the nut market this week is the decline quoted by the wholesaler on shelled walnuts, after the easier feeling in primary markets as quoted last week. Bordeaux shelled walnuts are quoted at 78 cents per lb. There is also a reduction in roasted peanuts and prices are now quoted from 10½c to 15½c per lb., a reduction of one half cent. Other lines of nuts are steady in price and the market is quiet at present.

NUTS—		
Almonds, Tarragona, per lb.		0 20
Do., shelled	0 46	0 48
Valencia shelled almonds	0 48	0 50
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily,) per lb.		0 16
Brazils, shelled		0 38
Do., Barcelona		0 15½
Peanuts, Jumbo		0 15½
Do., shelled, No. 1 Spanish		0 10½
Do., salted red		0 17
Do., shelled, No. 1 Virginia		0 12½
Peanuts (salted)—		
Fancy wholes, per lb.		0 34
Fancy splits, per lb.		0 29
Pecans, shelled	1 00	1 50
Walnuts Grenoble in shell		0 33
Walnuts, Marbot	0 26	0 28
Do., new Naples		0 26
Bordeau	0 74	0 76
Do., Chilean, bags, per lb.		0 40
Do., Bordeaux, shelled		0 78

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

NO CHANGE IN PACKAGE GOODS

Montreal

PACKAGE GOODS.—There is practically no change in package lines this week. Cereals are steady with a good movement. Buying is on a larger scale after the close of January and inventory taking. Retailers' stocks of package goods are very low and an increase in buying is inevitable.

PACKAGE GOODS—		
Breakfast fod, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 78
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3 doz. case	3 40	3 55
Cornmeal, yellow, 24s.		2 85
Rolled oats, 20's		5 00
Rolled oats, 18's		2 00
Aluminum package, 20's		6 00
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s.		2 55
Hominy, pearl or gran., 2 doz.		3 00
Scotch Health Bran (20 pkgs.), case		3 50
Pancake flour, self-raising, doz.		1 50
Wheat Food, 18-11oz		3 25
Porridge wheat 36s, case		6 40
Do., 20s case		6 50
Self-raising flour (3-lb. pkg.) doz.		2 25
Do., (6-lb. pkg.) doz.		4 40
Do., buckwheat flour, per doz.		1 50
Corn starch (prepared)		0 09
Corn starch, 1 lb. pkgs.		0 09
Potato flour		0 14½
Flour, tapioca	0 15	0 16

Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 35
Shredded wheat		4 45
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		0 09¼
Celluloid starch, 45 pkgs., case		3 80
Malt Breakfast Food (.. pkgs.)		9 60
Macaroni		3 75
Spaghetti		3 75
Egg noodles, Quaker		2 25
Canadian cheese loaf, lb.		0 30
Swiss cheese loaf		0 42

BETTER BUYING OF TEAS

Montreal.

TEAS.—The wholesale prices on teas show no change but the primary market maintains full strength. Some wholesalers state that present prices do not show full advance in primary markets and that further changes will come in the better grades of black and Japan teas. The strength of the tea market seems to be conceded in the increased buying on the part of the retailer.

TEAS—		
Pekoes	0 38	0 45
Broken Pekoes	0 45	0 60
Broken orange Pekoes	0 50	0 70
Broken orange Pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60

Above retail prices range of quotations to the retail trade.

Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

PEPPER AND CLOVES FIRMER

Montreal

SPICES.—The under current of the spice market is steadier, mainly because of a scarcity in many groups. The market for pepper shows a better demand wtih spot stocks in primary markets light and firmer tone throughout. Cloves are also scarce. The same report is made on nutmegs. The sale of ginger is light and the future uncertain. The buying of spices has been quiet through January since most retailers have on hand supplies sufficient to carry the trade through the winter. Others are buying from hand to mouth and this little demand practically means nothing on the market. There is no definite change in any line of spices at present.

SPICES		
Allspice	0 13	0 20
Cassia, pure	0 25	0 25
Cocoanut, 20 lb. pails, per lb.		0 30
Do., sweetened, lb., packages		0 39
Chickory, (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 32
Pure, ground		0 35
Cream of Tartar (French pure)	0 44	0 60
Do., American high test	0 65	0 80
Whole cloves		0 45
Ginger (Jamaica		0 30
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs whole—		
Do., 64, lb.		0 30
Do., 80, lb.		0 28
Do., 100, lb.		0 25
Do., ground, 1-lb tins		0 30
Pepper, black		0 24
Do., white		0 32
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00

SOAP ON STEADY BASIS

Montreal.

SOAPS.—The soap question has been settled and the list price is now being fairly well maintained. Some changes have, however, taken place. Proctor and Gamble's Lennox soap is now listed at $4.00 for small cakes.

ONIONS TAKE ANOTHER JUMP

Montreal

VEGETABLES.—Spanish onions and red onions have recorded a spectacular advance through the week. Spanish onions are now quoted at $11.00 per crate and red onions at $14.00 per cwt. The supply is limited and even at the advanced price the demand is fair. One dealer states that the low price of potatoes is responsible for the present strength of the market and that an advance is almost sure since despite the good crop the consumption has taxed supplies which are now confined to comparatively few holders. Some quotations still remain at $1.40 but others have advanced to as high as $1.70. California celery is a little higher in price. New crop cabbages are quoted at $4.75 a barrel.

VEGETABLES—		
Cabbage, local, per bbl.	2 50	3 00
Carrots, new, per bag	0 75	1 00
Celery, imported, crate		14 00
Horseradish lb.		0 60
Mint		1 00
Mushrooms, lb.		1 00
Oyster plant, per doz.		1 50
Parsnips, bag		1 00
Peppers, green, doz.		0 50
New potatoes, Mont. (90-lb. bag)	1 50	1 60
Do., sweet hamper		3 25
Spanish onions, per case		11 00
Turnips, per bag	0 75	1 00
Red Onions, per crate	5 50	6 50
Do., per 100 lbs.		14 00
Texas Onions, per crate		3 50
Yellow onions, per cwt.		6 00
Cranberries, barrel		30 00

ONTARIO MARKETS

TORONTO, Feb. 1.—Canned vegetables continue to be firmly held with slight advances on peas and tomatoes. Canned fruits are fairly quiet but with the small packs of last season it is expected that the market will be fairly bare of supplies when the new pack commences. Pot and pearl barley are lower while beans are steady to firm with advances at the coast on California limas. One brand of package dates is lower. The dried fruit market generally is holding firm with prunes, apricots and peaches showing signs of becoming depleted before the spring months are over. Bordeaux shelled walnuts are reduced in price with other nuts holding steady. Blue Rose rice is quoted lower with one brand of package rice also reduced. Cloves are slightly higher. Oranges are higher owing to the frosts in California. Vegetables are steady. Flour and millfeeds are in a stronger position.

BEANS HOLD FIRM

Toronto.

BEANS.—Ontario beans are firmly held at $3.40 to $3.50 per bush. for hand picked and $3.10 to $3.20 for No. 1. California limas are higher at the Coast but wholesalers' quotations on spot remain at 9½c. to 10c. per lb.

BEANS—		
Ontario hand picked, per bushel	3 40	3 50
Do., No. 1 lb. pickers, per bushel	3 10	3 20
Cal. Limas, per lb.	0 09½	0 10

TOMATOES AND PEAS FIRMER

Toronto.

CANNED GOODS.—Tomatoes and peas continue to hold a firm position. Prices are inclined to be higher. Tomatoes are firmly held at $1.75 per doz. while peas other than standards are rapidly becoming cleaned up. Early June peas are quoted as high as $2.25 per doz. Corn, although not showing the same strength as the two lines named above, is nevertheless in a stronger position than at any time during the past year and canners and wholesalers are firmly maintaining their prices. New pack Aylmer marmalade is offered in 16 oz. screw top jars at $2.40 per doz. Aylmer apple jelly, cases of 24-16 oz. jars is quoted at $2.45 per doz.

CANNED GOODS—		
Shrimps		2 90
Sockeye 1s, doz.		6 60
Do., ½s, doz.		3 25
Alaska red, 1s		4 25
Cohoe 1s, doz.		2 90
Do., ½s, doz.		1 90
Pinks, 1s doz.		1 45
Lobster, ½-lb. doz.,	3 75	4 15
Do., 1-8-lb. tins	2 50	2 75
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	

Canned Vegetables—		
Tomatoes, 2½s, doz.		1 75
Do., Gal. No. 10 tins, doz.	5 95	6 25
Peas, standard, doz.		1 75
Do., Early June		2 25
Do., Sweet Wrinkle		2 40
Do., Extra Sifted		3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 15
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.		6 60
Canadian corn	1 40	1 50
Pumpkins, 2½s, doz.	1 50	1 60
Do. gal., No. 10 tins, doz.	1 50	1 60
Spinach, 2s, doz.		1 60
Pineapples, sliced, 2s doz.	3 40	4 25
Do., shredded, 2s, doz.	4 75	5 25
Do., sliced, 2½s, doz.		4 25
Apples, gal., doz.		5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.		3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Do., Green Gage	3 25	3 40
Cherries, pitted H.S.		4 25
Blueberries 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00

JAMS—		
Black currants, 12 oz., doz.	3 00	3 75
Do., 16 oz. doz.	3 50	4 65
Do., 4s, each	0 85	1 07
Strawberry, 12 oz., doz.	3 25	3 75
Do., 16 oz., doz.	3 25	4 65
Do., 4s, tins	0 95	1 04
Raspberry, 12 oz., doz.	2 40	3 75
Do., 16 oz., doz.	3 25	4 65
Do., 4s, tins	0 85	0 97
Marmalade —		
12 oz. glass, doz.	2 35	2 45
16 oz., glass, doz.		2 90
No. 4 tins, each	0 58	0 65

STRONG COFFEE MARKET

Toronto

COFFEE.—There is little change in quotations to the retail trade. The demand is active with prices holding steady. Primary markets, however, continue to grow in strength and some advances have materialized during the week.

COFFEE—		
Java, Private Estate	0 51	0 53
Begotas, lb.	....	0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Mocha, lb.	0 52	0 55
Rio, lb.	0 22	0 24
Santos	....	0 35

BARLEY PRICES REDUCED

Toronto

CEREALS.—Pearl barley is reduced to $5.00 per bag and pot to $3.75 per bag. Other quotations are unchanged.

CEREALS—		
Barley, pearl, 98s	....	5 00
Buckwheat flour, 98s	....	3 75
Barley, pot, 98s	....	3 90
Barley Flour, 98s	....	6 25
Cornmeal, golden, 98s	....	2 40
Oatmeal, 98s	....	4 80
Corn flour, 98s	....	2 75
Rye flour	....	3 25
Rolled oats, 90s	....	2 95
Rolled wheat, barrel	....	6 00
Cracked wheat, bag	....	5 25
Breakfast food, 98s	....	4 50
Rice flour, 100 lbs.	....	10 00
Flaxseed, 98s	....	7 00
Peas, split, per bag	....	6 50
Marrowfat Green peas, Ont.	7 75	8 50
Do., English, per lb.	....	0.11
Graham flour, 98s	....	3 25
Whole wheat flour	....	3 85
Wheat kernels, 98s	....	5 00
Farina, 98s	....	5 35
Lentils, Red, lb.	**0 18½**	**0 19¾**

NO CHANGE IN HONEY

Toronto.

HONEY.—The market remains steady under a good demand for immediate requirements.

HONEY—		
5-pound tins, per lb.	....	0 16½
10-lb. tins, per lb.	....	0 15½
60-lb. tins, per lb.	....	0 15
Comb, per doz	3 75	4 50

PACKAGE CEREALS STEADY

Toronto.

PACKAGE GOODS.—The market is fairly steady with no change in quotations.

PACKAGE GOODS—		
Rolled Oats, 20s, round, case	....	5 00
Do., 18s, case	....	2 00
Do., 20s, square case	....	5 00
Do., Aluminum Prem., 20s	....	6 00
Corn Flakes 36s, case	3 10	3 75
Porridge Wheat, 36s, reg., case.	....	6 00
Do., 20s, family, case	....	6 80
Package peas, per doz.	....	0 90
Cornstarch, No. 1, lb. carton	....	0 09
Do., No. 2, lb. cartons	....	0 07½
Laundry starch	....	0 07
Do., in 1-lb. cartons	....	0 07¾
Do., in 6-lb. wood boxes	....	0 11¼
Do., in 6-lb. tin canisters	....	0 14½
Celluloid starch, case	....	4 00
Potato flour, 1-lb.	....	0 14½
Fine oatmeal, 20s	....	5 75
Cornmeal, 24s	....	2 80
Farina, 24s	....	3 25
Barley, 24s.	....	2 75
Self-rising Pancake Flour, 24s.	....	2 70
Buckwheat flour, 24s	....	2 70
Self-rising pancake flour, 18s	....	3 85
F. S. Hominy, gran. case	....	3 00
Do., pearl, case	....	3 00
Scotch pearl barley case	....	2 70
Puffed rice pancake flour, 24s	....	2 90
Macaroni 30-16 oz. per case	3 40	3 75
Do., 30-8 oz. per case	2 00	2 20

PACKAGE DATES LOWER

Toronto.

DRIED FRUITS.—The outstanding feature in dried fruits is the reduction in the price on Excelsior dates in packages. The new price is $2.85 per case making this line 10c. per package retail. Prunes are moving in fair volume at steady to firm prices. Advices from the coast intimate that the remaining balance of the 1921 crop of prunes is light and that with a normal demand this spring, supplies will be exhausted before the end of the spring months. There is a general shortage of both apricots and peaches and prices are firmly held at the higher values. Raisins and currants are steady and show little change.

Citron caps, 12-lb. boxes, lb.	....	0 06
Lemon caps, 12 lb. boxes, lb.	....	0 29
Orange caps, 12 lb. boxes, lb.	....	0 31
Mixed containing 4½ lb. lemon per lb.	....	0 35
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½ lb. orange 3 lb. citron caps, 3 dozen per case, per dozen	....	4 50
Currants—		
Greek Filliatras, cases	0 14	0 14½
Do., Patras	0 17	0 17½
Do., Vostizza	....	....
Dates—		
Excelsior, pkgs., 3 doz. in case	....	2 85
Dromedary, 3 doz. to case	....	7 50
Fard, per lb.	....	0 26
Hallowee dates, per lb.	....	0 12½
Do., Sair	....	0 07¾
Prunes—		
30-40s, 25s	....	0 19½
40-50s, 25s	....	0 16½
50-60s, 25s	....	**0 14½**
60-70s, 25s.	....	0 13½
70-80s, 25s	....	0 12½
80-90s, 25s.	....	**0 11¾**
Raisins—		
California, Sultanas, lb.	....	0 21
Do., 15 oz. pkts.	....	0 22½
Seeded, 15-oz. packets	....	0 26
Do., 11-oz. packets	....	0 21
Seeded, 15-oz. packets	**0 20½**	**0 21**
Thompsons, seedless	....	0 22½
Valencia, Spanish	0 22½	0 28½
Clusters, boxes, 20 1-lb. pkg.	....	6 65
Smyrna Sultanas	....	0 23½
Muscat, 25 lb. box	....	0 19
Evaporated apples	0 16	0 17½
Figs—		
Smyrna, bags, approx. 28 lbs.	....	0 14½
Do., 60-lb. bag	....	0 12½
Layer, 4 Crown	....	0 30
Layer, 7 Crown	0 28	0 35
Pulled, 10 lb. box, per lb.	....	0 34
Pulled, 1-lb. box, each	....	0 20
Do., 2-lb. box, each	....	0 36
Mats	0 09	0 09½
Peaches—		
Choice	....	**0 20**
Standard	....	0 18½
Apricots—		
Choice	....	0 32
Standard	....	0 28

WALNUTS SLIGHTLY LOWER

Toronto.

NUTS.—The drop in the price of Bordeaux shelled walnuts in France recently is considered by some importers as just a temporary movement. One importer points out that the situation in France is similar to that which often exists when our own farmers will market heavily on one certain line of product, with the result that prices on that line drop. Statistically there does not appear to be any real reason for the decline as walnut crops in France are estimated to be below normal, and the balance of the crop available is far short of the needed requirements until the next crop is harvested. Bordeaux shelled walnuts are quoted by importers this week at 75c. to 80c. per lb. There appears to be a vast difference in the quality of Manchurian walnuts on this market at the present time. At one time Manchurian walnuts were all cracked by what is termed "water cracked method." These nuts have an oily appearance and usually do not satisfy the better class trade. On the other hand nuts cracked by the "dry method," recently used in China, have the same appearance as the Bordeaux variety. The latter dry cracked Manchurian walnuts appear to be meeting with much favor among the trade at prices ranging from 60c. to 65c. per lb., while the lower grades, or "water cracked" can be purchased around 55c. per lb.

NUTS—		
Almonds, Tarragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian	....	0 25
Do., Chili	....	0 17½
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweented, lb.	....	0 30
Do., sweetened, lb	0 28	0 32
Do., shred	....	0 25
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 18	0 20
Do., medium	0 14	0 18
Mixed nuts, bags 50 lbs.	0 20	0 25
Pecans	....	0 30
Shelled —		
Almonds, lb.	0 47	0 50
Filberts, lb.	....	0 33
Walnuts, Bordeaux, lb.	0 75	0 80
Do., Manchurian	0 55	0 80
Do., Broken	0 45	0 55
Jordan almonds	0 70	0 75
Peanuts, Spanish, lb.	..	0 10½
Pecans, lb.	0 90	0 95
Brazils	....	0 72

RICE QUOTED LOWER

Toronto.

RICE.—Blue Rose rice is quoted lower by wholesalers at 7¼c. per lb. in bag lots and 8c in smaller quantities. Domino package rice is also lower at 12½c. per package.

RICE—		
Honduras, broken, per lb.	0 07½	0 08
Blue Rose, fancy	0 07¼	0 08
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White Sago	0 06⅞	0 07½
Tapioca, per lb.	0 06⅞	0 07½
Do. fancy	0 09	0 11

SUGAR STEADIER

Toronto.

SUGAR.—The refined sugar situation has a steadier feeling than for some time past. The stronger and higher market for raws is attributed to this condition. Canadian refiners have been buying freely of raws recently on the basis of 2-3/16c. c. i. f. New York for San Domingos and 2-9/32c. c & f New York for Cubas.

Refiners' prices remain at $6.90 Montreal or $7.24 Toronto for standard granulated. Local wholesalers, however, continue to undersell this price and the general quotation appears to be $7.10 per cwt.

SUGAR—	
St. Lawrence, extra gran., cwt.	7 24
Atlantic, extra gran.	7 24
Acadia Sugar Refinery, ex gran.	7 24
Dom. Sugar Refinery, ex. gran.	7 95
Canada Refinery, gran.	7 24

Differentials: Granulated, advance over basis 50-lb. sacks, 25c; barrels, 5c; gunnies, 5-20, 40c; gunnies, 10-10s, 50s; cartons, 20-5s, 60c.

NO CHANGE IN SYRUPS

Toronto

SYRUPS.—There are no changes in the market for syrups or molasses. The situation is steady under a good con-

sumptive demand. Lyles Golden syrup, No. 2, tins is quoted at $3.10 per doz.

SYRUPS—	
Corn Syrup—	
Barrels, about 700 lbs., yellow	0 05½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 50
Cases, 2-lb. tins, yellow 2 doz. in case	3 75
Cases, 5-lb. tins, yello , 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz.	4 00
Sugar Syrup—	
Cases, No. 2 tins 24 t ocase	4 25
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 20
No. 3 tins, 2-doz. case	5 50
No. 5 tins, 1-doz. case	4 60
No. 10 tins, ½-doz. case	4 20
Pails—No. 1	1 10
Pails No. 2	1 75
Pails No. 5	3 55
Molasses, table grade—	
No. 2 tins, 2-doz. case	7 75
No. 5 tins, 1-doz. case	8 95
No. 10 tins, 1-doz. case	8 60
Pails—No. 1	2 10
Pails, No. 2	3 75
Pails No. 5	8 55

CLOVES QUOTED HIGHER

Toronto.

SPICES.—The whole of the market for spices has a strong tone and prices are firmly held at the higher basis of values. The shortage in stocks is an attributable factor in the situation. Cloves especially are in a strong position with 60c. per lb. now quoted by manufacturers.

SPICES—		
Allspice	0 18	0 21
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 60	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 45
Mustard, pure	0 35	0 40
Pastry		0 32
Pickling spices		0 18
Mace		0 65
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.	0 60	0 70
Do., 80s		0 35
Chillies, lb.		0 50
Nutmegs, selects, whole	0 26	0 40
Do., ground		0 28
Mustard seed, whole		0 20
Celery seed, whole		0 40
Coriander seed		0 18
Caraway seed, whole		0 30
Turmeric		0 30
Curry Powder		0 35
Cream of Tartar—		
French, pure		0 40
4-oz. packages, doz.		2 00

The above quotations are for the best quality

LITTLE CHANGE IN TEAS

Toronto.

TEAS.—Primary markets developed a slightly easier tone during the week. This is considered by some importers as a speculative movement and not an indication of the market conditions. Importers state that present prices to the retail trade are still considerably below replacement costs and there is a likelihood for higher prices when further shipments arrive, purchased at the higher basis of values.

TEAS—		
Pekoe Souchongs	0 34	0 38
Pekoes	0 36	0 58
Broken Pekoes	0 39	0 58
Broken Orange Pekoes	0 50	0 65
Japans and Chinas—		
Early pickings, Japans		0 58
Do., seconds		0 50
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 60

Above prices give range of quotations to the retail trade.

FROST INJURES ORANGES

Toronto.

FRUITS.—Recent frosts in California have injured the orange crop to such an extent that prices are advanced 50c. per case and even further advances $6.00 to $6.75 per case according to size. Messina lemons are higher at $5.50 per case and California at $4.75. Pineapples are moving freely at $6.00 to $6.75 per case while Florida strawberries are meeting with a fair demand at 90c. per box. Hot house rhubarb is quoted at $1.25 to $1.50 per doz.

FRUITS—		
Oranges Navels, 100s		6 00
Do., 126s		6 25
Do., 150s, 176s, 200s	6 50	6 75
Do., bitter Messina,		5 00
Tangerines, per case		4 00
Lemons, Messina		5 50
Do., California		4 75
Bananas, per lb.	0 07	0 07½
Apples—Barrel.		
Spys, No. 1		9 00
Spys, No. 2		8 00
Spys, No. 3	6 00	7 50
Greenings No. 1		7 50
Greenings No. 2		7 00
Baldwins No. 1		7 50
Baldwins No. 2		7 00
Grapes, Malaga, bbls.	13 00	15 00
Apples, B.C., boxed	3 25	4 50
Cranberries, Cape Cod, bbls.		30 00
Grapefruit, Florida	5 50	5 75
Pomegranates	2 00	3 00
Pineapples, 16s, 18s, case		6 00
Do., 24s, 30s, case		7 50
Strawberries, Floridas, per box		0 90
Rhubarb, per doz.	1 25	1 50

VEGETABLES STEADY

Toronto.

VEGETABLES.—Potato values on track are slightly firmer although dealers' quotations to the retail trade are unchanged. In car lots f. o. b. track Ontario potatoes are quoted at $1.25 per bag, while New Brunswick are held at $1.60. Prices to the retail trade range at $1.40 to $1.50 for Ontario and $1.65 to $1.85 for New Brunswick. Onions continue in a strong position at $10.00 per bag and $11.00 per crate for Spanish. The first shipment of Florida celery is on the market: crates averaging 4 to 6 doz. are quoted at $6.50 to $7.00. New Southern vegetables are moving freely at unchanged quotations.

VEGETABLES—		
Cabbage, per barrel		5 00
Potatoes, Delaware, per bag	1 65	1 75
Do., Ontario	1 40	1 50
Beets, per bag		1 50
Carrots, per bag	1 00	1 25
Turnips, per bag	0 75	0 85
Parsnips, per bag	1 00	1 25
Onions, Spanish, crate		11 00
Do., sack, 100lbs.		10 00
Celery, per crate, Cal.		12 50
Do., Florida, 4 to 6 doz. cr.	6 50	7 00
Cauliflower, Cal., case	5 50	5 75
Head lettuce, iceberg, case	5 00	5 25
Sweet potatoes, per hamper	2 75	3 00
Mushrooms, per bkt.		2 50
Shallotts, per doz.		75
New Carrots, hamper		2 25
New beets, hamper		2 00
New parsley, hamper		2 25
New cabbage, large case		8 00
Endive, per hamper		2 00
Radish, per doz.		0 75
Green peppers, per doz.		1 00

MILLFEEDS UNCHANGED

Toronto.

MILLFEEDS.—There is little change in this market. Supplies continue scarce under a keen active demand.

MILLFEEDS—	
Bran, per ton	28 25
Shorts, per ton	30 25
Choice middlings, per ton	36 25

STRONG FLOUR MARKET

Toronto

FLOUR.—Reflecting the higher market for wheat, flour has developed a stronger tone. The market, however, is quiet and there is little movement other than in small quantities for domestic requirements.

FLOUR—	
First Patents, in cotton bags, bbl.	7 70
Second Patents, in jute bags, bbl.	7 50

MANITOBA MARKETS

WINNIPEG, February 1.—The raw sugar market has shown a firmer tone during the past week and indications point towards higher prices on Canadian refined, in the near future. Dried fruits are reported quiet and a scarcity of raisins is noted. Teas and coffees continue strong and advices from primary source indicate further advances. The Oriental rice market is slightly easier but southern rices continue steady. Flour has declined 15c per sack. The canned goods market continues firm and higher prices on tomatoes and peas are expected. Oranges and lemons have advanced and California vegetables are showing firmer tendencies.

SIAM RICE EASIER

Winnipeg

RICE.—The southern rise market although ruling firm is dull. Siam rice at the coast is quoted at slightly lower figures. Buying for the present time is quoted for immediate requirements with only a fair demand.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08
Do., 50-lb. sacks, lb.	0 08½
Siam, 100-lb. bags, lb.	0 06
Do., 50-lb. bags, lb.	0 06¼
Sago, sack lots, 130 to 150 lbs., per lb.	0 07¾
Sago, in less quantities, lb.	0 08¼
Tapioca, Pearl, per lb.	0 07¾ 0 08¼

STRAWBERRY JAM SCARCE

Winnipeg

JAMS.—The jam market is ruling steady. Some packers have announced that their pack of strawberry jam is practically exhausted. New seasoned packed marmalade is offered to the trade at easier prices but retailers continue to buy in small quantities to fill their immediate requirements.

JAMS

Strawberry 4s per tin	0 91
Black Currants, 4s, per tin	0 91
Raspberry, 4s, per tin	0 91
Apricots, 4s, per tin	0 85
Cherry, 4s, per tin	0 85
Peach, 4s, per tin	0 85
Compound (all flavors), 4s, tin	0 55

NO CHANGE IN NUTS

Winnipeg

NUTS.—There are no new developments to report in the nut market this

week. The market is ruling steady and quotations remain unchanged.

NUTS, SHELLED—	
Almonds, per lb.	0 49½
Spanish Peanuts, No. 1, lb.	0 12½
Pecans, per lb.	0 90
Walnuts, per lb.	0 70
Brazils, per lb.	0 70
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 23½
Walnuts, per lb.	0 23
Almonds, per lb.	0 20¼
Brazils, per lb	0 18
Pecans, per lb.	0 30
Filberts, per lb.	0 16

FLOUR PRICES REDUCED

Winnipeg.

FLOUR.—There has been a decline of 15c. per sack on flour: 98 lb. sacks are quoted at $3.75. There is a moderate demand but on the whole sales are showing a slight improvement.

FLOUR—	
98-lb. sacks	3 75
Two 49-lb. sacks	3 82½
Four 24-lb. sacks	3 92½

RAISINS SCARCE

Winnipeg

DRIED FRUITS.—According to reports received from California, rasins will be practically cleaned up in the next two or three months. Seedless in packages are unobtainable as is also seeded in bulk. The market has been dull and buyers continue to buy in small quantities. Apricots and peaches have shown a firmer tone which to some extent has resulted in a better demand for these lines. The prune market is firm with very little interest shown by buyers. Currants are steady but not active with most of the demand prevailing for the cheaper grades.

COFFEE HOLDS FIRM

Winnipeg.

COFFEE.—At the first of the week there was a decline in the price of coffee from 3-8c. to ½c. per lb. but the market has firmed up considerably and quotations are from ⅛ to ¼c. higher than last weeks. There has been a continuance of rain in Santos which should be helpful to the growing crop. So far no new estimates for the 1922-23 Brazil crops have been given out. At present desirable selections of spot coffee can be obtained, but as the season progresses choice lots will be in poorer supply.

CANNED GOODS FIRMER

Winnipeg.

CANNED GOODS.—The situation of the canned goods market looks stronger than it has at any other time this year. It is reported that canners are not offering peas at all and canned tomatoes are offered at a premium. The indications point to higher prices on all lines of vegetables more especially on these two. Corn is improving and the few cheap lots offered by canners are practically cleaned up. The market from a distributing standpoint is therefore under a severe handicap as spot sales are limited with no real activity being shown. There is a growing inquiry as the season advances for canned fruits.

NO CHANGE IN CEREALS

Winnipeg.

CEREALS.—There is little change in the cereal market. Rolled Oats are ruling easier with other lines steady. Prices are steady with a fair movement. Ontario beans are reported higher and local prices will be advanced 30c. to 40c. per bushel within the next few weeks.

SUGAR MARKET FIRMER

Winnipeg

SUGAR.—The United States Department of Commerce has for some time been investigating the situation in the sugar industry. For the information of Canadian buyers the following summary of their report issued under date of Jan. 9th states there is an abnormal "visible" world surplus of sugar amounting to about 1,200,000 tons, all congested in the Western hemisphere. The "visible" stocks, that is sugar in the hands of distributing trades, wholesale and retail, is far below normal, that the amount of subnormality is variously estimated at from 300,000 tons to 400,000 tons is no doubt due to apprehension of further fall in prices. The probable world production for 1922 is estimated to be less by from 400,000 to 800,000 tons than the production of 1921. The consumption for 1922 is likely to be larger than in 1921 and with general economic recovery should exceed production and thus absorb some or all of the surplus.

The present price of $1.87 for c & f raw sugar is the lowest level for 20 years and is below the cost of production, about 90 per cent. of both domestic and Cuban sugar. This low price of sugar has resulted not only from the fear of the large visible surplus but also from the apprehension of financial difficulties in the sugar market that have been current during the past few months. It has been assumed that in the falling market there might be forced realization of the loans made against existing surplus stocks of sugar, that there would be difficulty in financing the new Cuban crop, that the financial difficulties of the Cuban Government itself might not be readily solved, that there might be bankruptcy amongst sugar producers, that the dissolution of the Cuban Sugar Commission on January 1st, might result in considerable liquidation os sugar. The Cuban Sugar Commission was dissolved on Jan. 1st, and it is now demonstrating that no appreciable forced liquidation is likely to take place

The Banks generally have been well covered down to the low prices of sugar and there is no likelihood of forced realization. There appears to be sufficient money for financing the new crop wherever it can be produced on a reasonable basis of cost and the Cuban Government seems to be in fair way to solve its financial difficulties. The market is now entirely uninfluenced by any artificial control and the present low price level manifestly cannot long continue without restricting the production of sugar below the world's demands and again creating high prices. It is interesting to note that the immediate trend of the raw market during the past few days is as follows;

5th January sales reported at 1⅞c. c & f New York.

9th January sales reported at 2c. c & f New York.

23rd January sales reported for February shipment 2½c.

24th January sales reported at March shipment 2-5/16c. c & f. New York.

CORN SYRUPS FIRM

Winnipeg

SYRUP.—Confidence is expressed in the immediate future of this market but at the moment the demand is more or less routine.

STARCH MARKET FIRM

Winnipeg.

STARCH.—The market for starch holds firm at unchanged quotations.

SPICE MARKET FIRM

Winnipeg.

SPICE.—Reports from the spice market state although pepper is quiet the trend is somewhat easier. Cloves are unsettled. Ginger is reported firm and scarce. Spot stocks of nutmegs are scarce

TEA MARKET QUIET

Winnipeg.

TEA.—There are no new developments in the tea market. Locally there is a fairly acive business being done, and the feeling of the trade is that they would not be surprised if further advances would become necessary on the primary markets.

ORANGES HIGHER

Winnipeg

FRUITS.—The fruit market is quiet and oranges are showing advances. Pets are quoted at $7. per case and when the next shipment arrives higher prices will prevail. Lemons also have a higher tendency. Bananas now are quoted at 8c. per pound.

FLORIDA TOMATOES SCARCE

Winnipeg

VEGETABLES.—Florida tomatoes are reported scarce and are quoted as high as $18 per case. California celery is slightly easier and is in fair demand at $12 per case. Head lettuce has advanced 50c. per case and is quoted at $5.50. B. C. onions as well as Valencia are maintaining a firm tone and have shown an advance. Other lines however, show very little change.

VEGETABLES

Cabbage, per lb.	0 02½
Head Lettuce, per case	5 50
Head lettuce, per doz.	1 50
Green Onions, per doz.	0 75
Cucumbers, per doz.	7 00
Tomatoes, per case	18 00
Potatoes, per bu., (carload lots)	0 40
Do., per bu. (smaller lots)	0 50
Celery, per case	12 00
Onions, per sack (B. C.)	6 50
Do., per case, Valencia	9 00
Cauliflower, per doz.	4 00
Mint, per doz.	1 00
Parsley, per dozen	0 50
Carrots, per lb.	0 02
Beets, per lb.	0 02
Parsnips, per lb.	0 02
Brussels sprouts, per lb.	0 30
Chinese cabbage, per lb.	0 20
Green peppers, per lb.	0 30
Leeks, per doz.	0 75

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Jan. 31.—Cowans cocoa declined on all sizes. The tea market generally is very strong and packers are predicting higher prices. Braids Best is to be advanced 4c. and Lanka 5c. per lb. on February 10. Lantern globes are lower and paper bags are a little easier. The market is firm on all varieties of dried fruits. Some firms are quoting Thompsons seedless raisins at a slight advance in price.

Beans, Kotenashi, per cwt.		5 90
Rolled oats, 80s		2 25
Rice, Siam	5 50	6 00
Japan, No. 1	7 35	8 00
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.		7 75
Sugar, pure cane, gran., cwt.		8 19
Cheese, No. 1, Ont., large	0 22½	0 23
Alberta cheese, twins		0 20
Do., large		0 22
Butter, creamery, lb.	0 31	0 35
Do., dairy, lb.		0 22
Lard, pure 3s		9 90
Eggs, new laid, local, case		14 00
Do., No. 1 storage, case		16 00
Tomatoes, 2½s	4 15	4 35
Pumpkin, 2½s, case		4 40
Lemons, case		7 75
Corn, 2s, standard case	3 00	3 60
Peas, 2s, standard case	4 20	4 30
New early June peas, case		4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye, ½s		21 55
Strawberries, 2s, Ont., case	8 15	8 40
Raspberries, 2s, Ont., case	8 40	9 25
Cherries, 2s, red, pitted		8 50
Peaches, 2s, halves		5 85
Do., 2s, sliced		6 25
Apples, evaporated, lb.		0 18
Do., 25s, lb.		0 18½
Pineapples, Hawaiian, sliced 2's	6 30	7 85
Do., canned, 2s	7 45	7 90
Potatoes, local, ton	20 00	30 00

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S., Jan. 31.—The warmer weather has apparently brought to an end business dullness caused by the recent cold spell. Storage eggs are lower at 35c. per doz. Potatoes are a shade higher at $1.35 per bag. Spanish and Canadian onions are advanced 2c. per lb. Bananas are quoted at 10c. per lb. and oranges are bringing $7.00 to $7.50 per case.

Flour, No. 1 patents, bbl.		11 00
Cornmeal, bags		2 50
Rolled oats, per bag		3 75
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.		7 70
Sugar, standard, gran.		7 10
Do., No. 1 yellow		6 60
Molasses, gal.		0 63
Cheese, Ont., twins		0 23
Eggs, fresh, doz.		0 50
Eggs, storage, doz.		0 35
Lard, compound		0 14
Do., pure, lb.		0 18
American clear pork, bbl.		31 00
Tomatoes, 2½s., stan., doz.		2 00
Hams, aver., 12-18 lbs.		0 27
Do., aver., 18-25 lbs.		0 20
Hams, aver., 12-18 lbs.		0 26
Roll bacon		0 20
Butter, creamery, lb.		0 35
Do., dairy		0 32
Raspberries, 2s Ont., doz.		4 00
Peaches, 2s, standard, doz.		3 82½
Corn, 2s, standard, doz.		1 62½
Peas, standard, doz.		1 97½
Strawberries, 2s, Ont., doz.		4 00
Salmon, Red Spring, flats, cases		
Do., pinks		7 00
Do., Cohoes		14 00
Do., Chums		6 00
Evaporated apples, per lb.		0 16
Dried peaches, per lb.		0 22
Potatoes, Nat., 90-lb. bag.		1 35
Corned beef	3 00	3 55
Onions, Spanish, lb.		0 10
Do., American, bag 100 lbs.		10 00
Oranges, per case	7 00	7 50
Bananas, per lb.		0 10
Apples—		
Northern Spys, per bbl., No. 1		6 50
Do., No. 2		6 00
Do., No. 3		3 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., Jan. 31.—Oranges are quoted higher at $6.50 to $7.00 per case. Messina lemons are advanced to $6.00 per case. Onions are considerably stronger with prices advanced to $15.00 per bag. Pure lard, pails is quoted at 16c. per lb. while shortening is steady at 14½c. per lb. in pails. Eggs are lower at 43c. per doz. Granulated cornmeal is quoted at $3.00 per bag.

Rolled oats, bag		3 50
Do., bbls.		8 30
Cornmeal, gran., bags		3 00
Rice, Siam, per cwt.		7 00
Tapioca, per 100 lbs.		9 50
Molasses, gal.		0 60
Tomatoes, cans		2 00
Do., bags		6 00
Raisins, Valencia layers	0 24	0 30
Currants, cleaned		0 20
Prunes, 90-100, 25-lb. boxes		0 11¼
Lemon peel		0 34
Orange peel		0 34
Citron peel		0 46
Walnuts		0 28
Almonds		0 22
Brazils		0 20
Peanuts		0 17
Filberts		0 16
Cocoanuts, bag		6 00
Potatoes, per bbl.		3 00
Onions, bag		15 00
Do., crate		15 00
Pork, clear, bbls.		32 50
Pigs' feet, per 20-lb. pail		2 10
Hams, shoulder, per lb.		0 22
Bacon, side, per lb.		0 32
Bacon, roll, per lb.		0 26
Lard, pure, in pails, lb.		0 16
Lard, pure, in tubs, lb.		0 15½
Shortening, in pails, lb.		0 14½
Shortening, in tubs, lb.		0 14
Butter, creamery, prints		0 40
Butter, creamery, solids		0 27
Oleomargarine		0 24
Cheese, whole, lb.	0 19	0 21
Cheese, twins, lb.		0 21
Eggs, doz.		0 43
Sugar, cut loaf, cwt.		8 70
Sugar, stan., gran., cwt.		7 10
Sugar, No. 1 yellow, cwt.		6 90
Lemons, California, case		6 50
Do., Messina		6 00
Grapefruit, Florida, case		7 50
Bananas, lb.		0 13
Cornmeal, gran., bags		3 25
Oranges, per case	6 50	7 00

Manufacturers Object to Handing Over Formulae

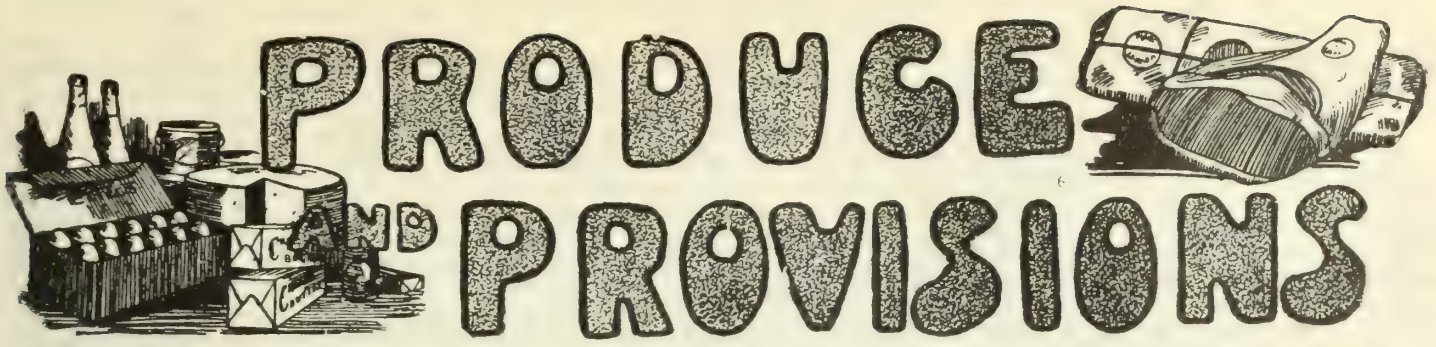
Montreal, (Special).—A deputation of the Canadian Manufacturers' Association left on Wednesday, of this week for Ottawa to interview G. W. Taylor, Commissioner of Taxation, with regard to the new regulations recently effective under the Pure Food and Drug Act. These regulations, it was stated, included the filing at Ottawa of all secret and trade formulae including alcoholic contents. This regulation met with the displeasure of many manufacturers who do not wish to make a statement even to Ottawa of the formulae of their patented lines.

It is understood that at Ottawa the delegation will be joined by deputations representing the Province of Ontario. The Executive of The Export Club of Montreal district held a meeting at the Old Colony Club to discuss this matter. John Ritchie is the Chairman of the Committee going to Ottawa and is accompanied by A. McA. Murphy.

R. W. Gould, the secretary of the Canadian Manufacturers' Association, stated to Canadian Grocer representative that it was not the fact that the government wished to patrol the use of alcohol that was objected to but the fact that secret formulae which had cost manufacturers much time, study and money, would have to be put in print and put into strange hands with the risk that they might, as had been the case in the past, find their way into commercial dealings and finally to become the property of those who would use them for competitive purposes.

THE MOVEMENT OF FLOUR

According to an official statement, the total exports of flour from the port of Montreal during the past navigation season were 3,326,806 sacks, of which 2,887,720 sacks were shipped to British and continental markets; 313,006 to Newfoundland, and 126,080 sacks to the British West Indies. The shipments to the United Kingdom and Continent show an increase of 558,836 sacks, as compared with the season 1920, while shipments to St. John's, Newfoundland, were 202,354 sacks in excess of the previous season.



Better Inspection of Imported Eggs

Canadian Produce Association Consider Amendments To Present Import Clauses Relating To Foreign Eggs—Annual Convention Of Association Is Held In Winnipeg This Week When Many Important Matters Are Discussed

WINNIPEG, Jan. 31 (Special)—The Annual Convention of the Canadian Produce Asso. opened here on Monday of this week and the association concludes its sessions to-day. Members are present from all over Canada and the convention is one of the most successful yet held.

One of the chief matters dealt with was in regard to the inspection and supervision of imported eggs. W. A. Brown, Chief of the poultry division, Department of Agriculture, Ottawa, in addressing the convention, drew attention to the fact that foreign eggs had been arriving freely in Canada recently, without inspection or supervision of any kind. There had been general agitation for some legislation in this respect.

Regarding Imported Eggs

Members of the Association considered amendments to import clauses, along the following lines:—

"Proof in some definite form that the quality of eggs imported into Canada for domestic consumption is such as would make them a desirable product.

"That imported eggs be distributed to the retail trade in original packages or in packages similarly marked.

"That all cases of imported eggs be marked by the distributor with the name of the grade, in accordance with Canadian legal standards."

Mr. Brown informally mentioned the mixing of foreign and Canadian products together as the fourth point.

The convention passed a resolution making 400 boxes the standard car load in the case of butter and cheese, and 450 boxes in the case of eggs, with 5 to 10 per cent. "leeway" above or below this amount, according to the capacity of the car.

Addresses of Welcome

Addresses of welcome were tendered at the opening session by His Honor Sir Jams Aikens, Lieutenant Governor of Manitoba, and His Worship, Mayor E. Parnell, of Winnipeg.

President A. P. McLean delivered his address, which will be given in full in a subsequent issue. James T. Madden, of Toronto, secretary-treasurer, submitted his report which showed a balance in the financial standing of the association after all expenses had been paid.

Some of the Speakers

Speakers who dealt with various phases of the dairy industry on the opening day of the convention were:

Prof. Graham, Ontario College of Agriculture; Prof. John Bracken, Manitoba Agricultural College; C. E. McNeill, National Poultry, Butter and Egg Association of Chicago, and George H. Barr, Chief of the Dairy Division, Ottawa, and there were papers by John Scott, Provincial Butter Grader of Ontario; Arthur A. McKergow, President of the Montreal Produce Association, and J. A. MacLean, of the Canadian Packing Company, Toronto.

Produce Convention

Requirements of the Butter Trade

A. A. McKergow of the A. A. Ayer Company, Limited, exporters of butter and cheese, Montreal, in speaking of the requirements of the butter trade at the produce convention, stated that butter like every other commodity during the past season, had participated in the general downward trend, and this in conjunction with the unstable conditions of American currency, also Sterling, have made it very difficult to do busines at a profit. As a result, he stated, speculative demand would not be a factor in the market for some time to some. It is probable that merchants will buy more, according to their own legitimate needs, only looking for a fair profit, and the exportation of butter on a large scale will probably be renewed in a normal manner after having been disrupted for many years by the war.

The Break in The English Market

The position of butter in this country looked very strong at the commencement of the winter. Stocks were moderate (about 15 per cent lower than last year) and it was the general opinion that all the Canadian butter would be consumed at the then prevailing prices, which would have given only a very small margin on the price paid the producer, but the unexpected happened, owing to the break in the English butter market, and the large make in New Zealand. It looks, it was stated, as if there will be a gradual change in the method of doing business in Canada. In the past there have always been sufficient quantities of butter through the winter months to supply the requirements of the trade, in the non-producing period, but there is now always to be the competition of New Zealand during the winter months. New Zealand butter is fresh made, and as Mr. McKergow commented, it would be better for Canada to export her surplus in the Summer months, and then be in a position to import New Zealand, or other fresh made butter in the winter. Thus the public will be able to secure fresh made butter for the greater part of the year.

Important Place of the West

The West is coming into its own as a dairy producing country, but the heavy freight rates are a serious obstacle. With a decline in freight rates, and the lowering of inland and ocean freight rates, the advantage to the western producer will be correspondingly great. The western system of grading is giving a good deal of satisfaction. New Zealand has a standard package or container whereas in Canada there is no uniform package but several kinds. In Mr. McKergow's opinion a box with a hooked cover with dove-tailed sides, would be the most convenient and strongest.

The Evil of Adulteration

The government has been active in the prosecution of parties who have been adulterating butter, but the evil seems to be a growing one, especially the practice of mixing cocoanut oil with butter. The difficulty of detecting this adulteration, and the large profit made by adulterating, is such that the evil seems to be spreading and the govern-

ment should be urged to continue the detection and punishment of such parties. The honest dealer cannot compete against those who practise this fraud.

The Association Banquet

On Monday evening a banquet was tendered the Association in the Fort Garry Hotel where the guests of honor were, His Honor Sir James Aikens, Lieutenant-Governor of Manitoba; His Worship Mayor E. Parnell, Winnipeg; Hon. Geo. H. Malcolm, Minister of Agriculture, Manitoba; Hon. J. A. Maharg, Minister, of Agriculture, Saskatchewan; P. F. Combiths, Junior, past president, National Poultry Butter and Egg Association, Chicago, Ill.

A full report of the convention will appear in next week's issue.

Are Products Of Two Entirely Different Trees

There is still considerable confusion in the minds of a good many general readers in the north, as to whether fruit cocoa and the breakfast cocoa are products of the same tree, states a writer in an American periodical. In the German, Spanish and French languages the correct spelling of the breakfast beverage, cacao, has been preserved as it should have been in the English language. This confusion arose in England and America, because the a's in the correct name cacao have been changed to o's and the final o changed to an a.

Cocoanuts are produced by the cocoanut palm, or Cocos nucifera, growing throughout the tropical parts of the world. It has no branches, properly so called, but the leaves 12 to 14 feet form a kind of crown or fan-like summit to the tree, beneath which grows a cluster of the fruit or cocoanuts, which are collected and shipped to northern markets, where they are called cocoanuts.

Has Many Uses

The tree has very many uses. The roots are chewed. Gutters and posts are made of the trunks. The young buds are prepared and eaten in the same way as cabbage. The leaves are manufactured into baskets, mattings and many other articles. The midribs of the leaves form oars, and the bruised ends may be used in place of brushes. The juice of the stem yields palm wine, while the sap produces a sugar. If this sugar is mixed with lime it forms a powerful cement. The white meaty part inside the shell of the cocoanut forms a wholesome food and the milk a cooling drink. The coir or fibrous covering of the hard shell is used for cordage. The shell is used as a drinking cup, and the white meat inside yields the well-known cocoanut oil of commerce. All these uses and many others are attributed to the cocoanut palm, but it does not give us the breakfast cocoa.

It is the Theobroma cacao that yields the cocoa or cacao, as it is called. The tree is a native of South America but it has been planted also very extensively in all parts of the tropics. The Mexicans call it chocolate, which is one of the names we use. The cacao tree is an evergreen and bears fruit and flowers all the year round, but the usual times for gathering the fruit are June and December. The seeds in the fruit possess the properties which are recognized in cocoa and chocolate as a valuable article of food. The amount of these seeds imported annually in the United States now exceeds 150,000,000 pounds.

England is Now Making Beet Sugar

Montreal.—From a report given by the British Trade Commission, it is evident that England is going more extensively into the manufacture of beet sugar. The formal opening of a beet sugar plant at Kelham in Nottinghamshire aroused great interest among the agriculturists of England. The factory covers more than 40 acres of ground and has a daily consuming capacity of 600 tons of beets. The output of the new plant for a period of 100 days was 8,000 tons of sugar and 3,000 tons of dried beet pulp. There was also 1,800 tons of molasses which will be used for distilling purposes and a large quantity of lime waste which is used as a fertilizer.

The plant owes its origin to the British Sugar Beet Growers' Society which is endeavoring to encourage the growth of sugar beets in England, and to develop a market for the sugar. If this industry is built up, as its organizers anticipate, it may have some effect in cutting down the import demands of cane sugar for England itself.

Amsterdam is Cleaning Up Surplus Teas

Montreal.—The official tea report given by the American Consul on the Amsterdam market shows that transactions on that tea market during the first nine months of 1921 were, for exports, much larger than in the corresponding period of 1920. The demand was so great, especially in the third quarter of 1921 that the deliveries of tea were 30 per cent. more than the receipts. The stock on hand has therefore been much reduced. Imports during the first 9 months of 1921 were 170,876 chests while the deliveries were 223,479 chests, the balance coming from stock on hand. The trend of prices for 1921 has been towards a decline in the best qualities and an advance in the medium quality. From this statement it would show that the stocks on hand are being cleared up and that tea prices will follow more closely the trend of primary markets without the interference of competition from surplus stocks.

Sharp Decline in Butter in St. John, N.B., is Due to Over Supply on the Overseas Market

Empress of Britain Brings Back to Canada Between Five and Six Thousand Pounds of Canadian Butter That Could Not Be Taken Care of Over There

ST. JOHN, N. B., Jan. 30.—Butter has fallen from five to seven cents a pound in St. John in the last few days and the why and the wherefore of the sudden drop are found to be mixed up in the world commerce affairs.

The Empress of Britain on her last trip brought back to Canada between 5,000 and 6,000 cases of Canadian butter which the overseas market could not take. Of that shipment 500 cases remained in St. John and the rest was distributed among places as close to port of arrival as could be arranged, as the dealers were not anxious to have double journeys through the Dominion added to the cost.

Oversupply on English Market

The reason for reshipping the butter, so far as could be ascertained, were many and mixed. There was no hint that the butter was not good enough and on the score of quality it has been given full marks. The chief trouble seemed to be that the English market was fully stocked with butter, and hard times had lessened the demand. The rise in English exchange rates was a contributing factor also as Canadian shippers would have had to accept a lower price than they had anticipated, and it seemed more desirable to re-ship to Canada as prices were better in this country.

The smallness of the world has been remarked on more than one occasion, and the world hardly seems large enough for the movement of butter which modern commerce has devised. With Canada shipping butter to England and receiving that same butter back again, there is at the same time a large amount of New Zealand and Australian butter coming on the Canadian market and underselling the home product.

The retail prices for butter in St. John the other day were from forty to forty-five cents for dairy butter and fifty cents for creamery butter.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, February 1.—The provision market shows more strength almost throughout. Select live hogs have advanced 25c over the previous week, although a decline came in between. Offerings are light and the demand is keen. Smoked meats are unchanged but should the demand increase, prices will advance, since supplies are light. Fresh cuts of pork are higher in price. The butter market has more strength and an advance is expected. The cheese market shows improvement with a keener demand for export. The egg market fluctuated during last week but with a smaller production prices have advanced to the basis of one week ago with the probability of a further advance since storage eggs are in light supply. There is no change in the lard market. Margarine is quiet with a fair demand. There are two fish days this week and fish dealers have prepared for an increased demand with prices unchanged.

BUTTER SHOWS STRENGTH

Montreal

BUTTER.—Supplies of creamery butter are light, the demand has increased and cable orders are more numerous with the result that the butter market shows a marked improvement in strength. While at the time of going to press prices are unchanged, a cent advance is expected before the end of the week. Wholesalers are firm in the opinion that a stronger market is ahead for at least the next three weeks but that the early spring will see a lower price.

BUTTER—		
Solids, creamery	0 34	0 35
Prints, creamery	0 35	0 36
Dairy solids	0 30	0 31

IMPROVEMENT IN CHEESE ..

Montreal

CHEESE.—The cheese market shows a marked improvement. This is attributed to a steady increase in the demand from English importers for Canadian cheese. The supplies on hand in Europe are light and the demand is for immediate shipments. The local market reflects the strength of the foreign market and the tone shows a firmer feeling although wholesale prices are yet unchanged.

CHEESE—		
Large, per lb.	0 19	0 20
Twins, per lb.	0 19	0 20
Do., white	....	0 27
Triplets, per lb.	....	0 20
Fancy old cheese, per lb.	0 28	0 30
Stilton, per lb.	....	0 30
Quebec	0 19	0 20

REACTION IN EGG PRICES

Montreal.

EGGS.—The storage egg situation is in a bad shape. There are not many Canadian storage eggs left but there are still a few cars in the hands of operators and these have been offered at a price much below what they would have brought during the month of December. During the early part of last week Canadian storage eggs declined 1c per doz. with sales at 34c and 35c per doz; but in sympathy with the strength in fresh eggs they reacted and closed at 35c to 36c. The price of new laid eggs advanced to 52c and 53c per doz. after a drop to 48c. This was the result of a sharp advance in the Chicago market and a falling off in receipts of Canadian eggs. The cold weather was mainly responsible for this decline in the production. Despite this reaction the feeling is that egg prices are due to be lower this spring than in a number of years back and that there will be a bigger production.

EGGS—		
New Laid	0 50	0 53
Storage, selects	0 35	0 37
Do., No. 1	0 31	0 32

MARGARINE UNCHANGED

Montreal.

MARGARINE.—The market for margarine is unchanged and quiet with prices holding at 23c for the better grades. The strength of the butter market adds strength to this market but wholesalers are not looking for any change. The demand is light owing to the comparatively low prices on butter for this time of the year.

ANOTHER ADVANCE IN HOGS

Montreal.

FRESH MEATS.—A strong feeling has characterized the hog market for the past week or so, on account of the comparatively light offering for this time of the year. Prices have shown an advance of 25c and quotations for selected lightweight, weighed off cars stand at from $12.50 to $13.00 per cwt. The demand for hogs suitable for bacon is keen and the prices on trimmed loins of fresh pork standing at 25c to 26c per lb. Trimmed shoulders are quoted at 20c per lb.

FRESH MEATS—		
Hogs, live (selected, weighed off cars)	12 50	13 00
Fresh Killed	19 00	19 50
Fresh Pork—		
Legs of pork (foot on)	0 20	0 23
Loins (trimmed)	0 25	0 26
Trimmed shoulders	....	0 20
Untrimmed	....	0 17
Pork sausage (pure)	....	0 20

Fresh Beef—	(Cows)		(Steers)	
Hind quarters	0 10	0 13	0 12	0 16
Front quarters	0 05	0 09	0 05	0 08
Loins	0 19	0 22	0 22	0 27
Chucks	0 07	0 08	0 08	0 09

LARD MARKET QUIET

Montreal.

LARD.—There are no new developments in the market for lard owing to the fact that the demand is limited and only a small trade is being done. The quotations stand steady at the present basis.

LARD—		
Tierces, 60 lbs.	0 13½	0 14½
Pails, 20 lbs.	0 14½	0 15½
Tubs, 20 lbs.	0 14	0 15
Bricks	0 15½	0 17

SMOKED MEATS UNCHANGED

Montreal.

SMOKED MEATS.—There is no important change in the condition of the market for smoked meat. Prices for all lines rule steady. The demand for domestic and country accounts is somewhat limited and is chiefly for small lots to fill actual wants.

BACON—		
Breakfast, best	0 28	0 50
Smoked breakfast	0 28	0 40
Cottage rolls	....	0 28
Picnic hams	....	0 19
Wiltshire	0 25	0 28
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	0 25	0 28
Do., 14-20	0 25	0 28
Do., 20-25	0 21	0 22
Do., 25-30	0 18	0 20
Over 35 lbs.	0 17	0 19

COOKED MEATS UNCHANGED

Montreal

COOKED MEATS.—The cooked meat market is unchanged. The demand is light at this season of the year and prices rule steady.

COOKED MEATS—		
Jellied pork tongues	....	0 35
Jellied pressed beef, lb.	....	0 37
Hams, cooked	0 40	0 45
Pork pies (doz.)	....	....
Sausage, pure pork	....	0 20
Ox tongue, tins	....	0 65
Mince meat, lb.	....	0 15½
Head cheese, 6-lb. tins, per lb.	....	0 10
Plate beef	....	22 00

STRONGER TONE TO POULTRY

Montreal

DRESSED POULTRY.—The feature of the dressed poultry market is a renewed demand which has developed for selected frozen chickens and prices show a stronger tone. Supplies in the freezers have been reduced with every prospect for a stronger future. Wholesale prices are practically unchanged.

POULTRY—		
Dressed turkeys	0 50	0 52
Geese	0 28	0 30
Ducks	0 35	0 36
Chickens	0 34	0 42
Fowl	0 23	0 30
Roosters	0 18	0 23

FISH PRICES STEADY

Montreal.

FISH.—Fish dealers brought in extra supplies of fish for the National Fish Day this week and prices remained steady with some improvement in the demand. No change in fish prices is looked for and the supplies are sufficient to meet the increased demand caused by two fish days in the week.

ONTARIO MARKETS

TORONTO, February 1.—The feature of the markets for produce and provisions is the growing strength in the hog market. Values have again moved upwards which is also reflected in a stronger market for lard and bacon. In some quarters quotations on lard are higher, while others who have not changed prices this week, intimate higher prices within the next week. This same condition practically exists in smoked meats. Butter, although ruling fairly steady for the best grades is showing a wider spread between prices on the low and the high grades. The egg market has again developed an easier tone. One of the factors entering the egg situation, is the fact that Canadian storage eggs are practically cleaned up which is likely to have a tendency to steady the situation. Cooked hams are stronger following the hog market. Halibut and fresh smelts are reduced while poultry is somewhat higher.

LITTLE CHANGE IN BUTTER

Toronto.

BUTTER—There is little change in the butter situation. The market continues fairly easy. Quotations on No. 1 remain at 38c to 40c per lb. The spread, however, between the prices on No. 1 and 2 appears to be widening as there is a great deal of poor stuff offered. Good No. 2 grade is bringing 34c to 36c but there are other quotations considerably lower depending upon the quality New Zealand butter is opening up in good shape and is meeting with much favor with the local trade.

BUTTER—		
Creamery prints, No. 1	0 38	0 40
Do., No. 2	0 34	0 36

CHEESE SHADE FIRMER

Toronto.

CHEESE—The market has a shade firmer undertone. This is attributed to an improved inquiry for export. This condition as yet has had no effect upon local prices to the retail trade, which remain on the same basis as last week. In one quarter, however, prices are shaved ½c per lb. due it is said to heavy stocks being carried and in an effort to stimulate sales.

CHEESE—		
Large, new	0 19½	0 20
Do., June	0 23	0 26
Stilton, new		**0 24**

Twins, 1c higher than large cheese and triplets 1½ cents higher than large.

FIRMER LARD MARKET

Toronto.

LARD—The market has a stronger tone with prices in some quarters advanced ½c per lb. Others, however, have not changed their quotations intimating that a change will take place within the next week. Quotations for one pound prints range from 16c to 18c and on the tierce basis 13¾c to 15c per lb. Pails are quoted 1c higher and tubs ½c higher than tierces.

LARD—		
1-lb. prints	0 16	0 18
Tierces, 400 lbs.	0 13¾	0 15

Tubs are ½c higher than tierces and pails one cent higher than tierces.

SHORTENING STEADY

Toronto

SHORTENING—There is no change in shortening The market holds fairly steady.

SHORTENING—		
1-lb. prints	0 15	0 15½
Tierces, 400 lbs.	12½	0 13

EGG MARKET EASIER

Toronto

EGGS—At the beginning of the week under review, the market showed signs for firmness but later again developed easier tendencies. Weather conditions appear to play an important part in the egg market at the present time. The firmness in the market during the early part of last week is attributed to that factor. Canadian storage eggs are becoming rapidly cleaned up and in consequence prices are somewhat higher than a week ago. It is reported that some shipments of storage eggs arriver here from the United States on commission basis, but the prices realized being a great deal lower than the ideas of the U.S. shippers, the balance of the shipments were returned to the other side. New laid eggs are quoted to the retail trade by dealers at 53c per doz. while No. 1 storage is bringing 32c to 35c and selects 37c to 40c per doz.

EGGS—		
No. 1	0 32	0 35
Selects	0 37	0 40
New laid		0 53

MARGARINE QUIET

Toronto

MARGARINE—The market is fairly steady but the undertone can be considered easy in view of the easy condition in the butter market, which to a large extent is a factor that controlls the margarine situation. There appears to be only a moderate demand. No. 1 is quoted at 22c to 23c with No. 2 grades around 18c per lb.

MARGARINE—		
Margarine, No. 1	0 22	0 23
Do., No. 2		0 18

COOKED HAMS MOVE UP

Toronto

COOKED MEATS—In some quarters cooked hams are advanced one cent per pound while other packers' quotations show no change. The market, however, is quite firm and the tendency is that all quotations will be moved upwards. Ordinary round cooked hams are quoted at 37c to 39c with square pressed at 40c to 41c per lb.

COOKED MEATS—		
Boiled hams, lb.	0 37	0 39
Do., square pressed	0 40	0 41
Boiled shoulders, lb.		0 28
Head cheese, 6s, lb.		0 10
Choice jellied ox tongue, lb.		0 60
Jellied pork tongue		0 35
Bologna	0 13	0 15

Above prices subject to daily fluctuations of the market.

HOGS AGAIN MOVE UP

Toronto

FRESH MEATS—The strong hog market continues to be a feature in trading at Union Stock Yards. Values were again moved upwards from 50c to 75c per cwt. This continued strength is attributed to the light receipts and the heavy demand both from outside sources and the big local packers. As we go to press, prices on live hogs ranged from $12.00 to $12.50 on the fed and watered basis. In the cattle market there appears to be a good deal of uncertainty with values down 50c per cwt. This is due to the heavy receipts and the fact that the abattoirs appear to be well supplied with beef.

FRESH MEAT—		
Hogs—		
Live, f.o.b., per cwt.	11 25	11 25
Live, off cars	11 75	12 25
Live, fed and watered, cwt.	12 00	12 50
Dressed, light, per cwt.	15 00	16 00
Do., heavy, per cwt.	10 00	12 00
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 24
Loins		0 25
Fresh hams lb.		0 25
Tenderloins, lb.		0 54
Picnics, lb.		0 17
Montreal Shoulders		0 19
Boston buts, lb.		0 21
New York shoulders		0 18½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 14	0 18
Front quarters, lb.	0 08	0 10
Ribs, lb.	0 12	0 18
Chucks, lb.	0 07	0 08
Loins, whole, lb.	0 25	0 28
Hips, lb.	0 12	0 14

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb.	0 13	0 16
Sheep, whole, lb.	0 08	0 12
Spring lamb	0 20	0 24

Above prices subject to daily fluctuations of the market.

HALIBUT PRICES LOWER

Toronto.

FISH—Colder weather and National Fish Day on Wednesday has greatly stimulated business on fish. Wholesale fish dealers all report business much improved during the past week. Fresh smelts are again lower, now quoted at 14c per lb. Halibut is also lower, medium being quoted at 17c to 18c per lb: chicken at 14c to 15c: and qualla at 9c to 10c per lb. Digby chicks are slightly higher at $1.25 per bundle of five.

FRESH SEA AND LAKE FISH		
Cod steak, lb.	0 10	0 11
Do., market, lb.		0 09
Oysters, No. 1 tins	3 25	3 70
Do., No. 3 tins	9 25	11 10
Do., No. 5 tins	15 00	18 00
Do., glass jars, doz.	5 00	5 75
Do., shell, per bbl.	13 50	14 00
Smelts, No. 1, per lb.		0 14
FROZEN FISH		
Halibut, medium	0 17	0 18
Do., chicken	0 14	0 15
Do., Qualla	0 09	0 10
Flounders	0 09	0 10
Pike round	0 04	0 05
Do., headless and dressed	0 07	0 08
Salmon, Cohoe	0 15	0 16
Do., Red Spring	0 21	0 22
Brill	0 10	0 11
Sea Herring	0 07½	0 08
SMOKED AND SALT FISH.		
Haddies, lb.	0 10	0 12
Fillets, lb.		0 16
Kippers, box	2 25	2 75
Bloaters	2 00	3 00
Ciscoes, lb.		0 18
Salmon snack, lb.		0 22
Digby chicks, 5 to bundle		1 25
Boneless Digbys, 10 lb. box		1 65
Shred cod, box 24 cart.		2 20
Cod, 1 lb. tablet, box 24s.		3 20
Quail on toast 12		0 14
Holland Herrings, mixed 10-lb. keg.		1 10
Do., milkers, 10 lb. keg		1 20
Labrador Herrings—		
Kegs, 100 lbs.		6 50
Do., barrels, 200 lbs.		12 00

POULTRY PRICES FIRM

Toronto.

POULTRY—The market for poultry is holding firm with dealers paying around 2c per lb. higher for fowl. Turkeys, however, are inclined to be easier with dealers buying at slightly lower prices. Receipts are fairly light but the demand at this season is also rather small.

Poultry—
Prices paid by dealers—

	Live.	Dressed.
Turkeys	00-30	40-42
Chickens, spring	00-25	00-32
Roosters	00-16	00-18
Fowl, 4 to 5 lbs.	00-22	00-22
Fowl, over 5 lbs.	00-25	00-25
Fowl, under 4 lbs.	00-14	00-22
Guinea hens, pair	1 25	1 50
Geese	..-..	00-26
Ducks, 4 lb. and over	00-28	00-28
Prices quoted to retail trade:		Dressed:
Ducklings	0 32	0 38
Hens, heavy	0 28	0 32
Hens, heavy	0 28	0 32
Do., light	0 20	0 28
Geese	....	0 30
Turkeys	....	0 55

SMOKED MEATS FIRMER

Toronto.

PROVISIONS—The whole of the market for provisions has a stronger tendency with a likelihood for advances all along the line. Some packers have advanced small and medium smoked hams one cent. Other quotations on bacon and hams show no change this week as compared with a week ago, but the outlook is decidedly for a firmer and higher market. In barrel pork there is an advance of $1.00 per barrel on mess pork and $2.00 on short cut backs, making the former $31.00 and the latter $34.00 per barrel. Lightweight pickled rolls is also advanced to $37.00 per barrel.

Hams—		
Small, 6 to 12 lbs.	0 26	0 28
Medium ,12 to 20 lbs.	0 26	0 28
Large, 20 to 35 lbs., ea., lb.	0 22	0 25
Heavy, 35 lbs., and upwards	....	0 18
Bacon—		
Boneless, per lb.	0 36	0 37
Rolled, per lb.	....	0 40
Peameal	0 32	0 34
Bacon—		
Breakfast, ordinary, per lb.	0 25	0 29
Do., special trim	0 33	0 35
Cottage rolls	....	0 26
Roll, per lb.	0 23	0 23
Wiltshire (smoked boneless) lb.	....	0 26
Do., three-quarter cut	....	0 30
Do., middle	....	0 32
Dry Salt Meats—		
Long clear bacon, av. 50 to 70 lbs.		0 18
Do., av., 80-90 lbs.	....	0 16
Clear bellies, 15-30 lbs.	....	0 19
Fat backs, 10-12 lbs.	0 14	0 16

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—	
Mess pork	31 00
Short cut backs, 200 lbs.	34 00
Picked rolls, bbl., 200 lbs.—	
Lightweight	37 00
Heavy	31 00

Above prices subject to daily fluctuations of the market.

MANITOBA MARKETS

WINNIPEG, February 1.—The hog market is showing a firmer tone. The cattle market is slightly easier under light receipts. Butter market has shown a decline. Although the cheese market is quiet it has a firmer tone. The egg market is a shade firmer and prices are firmly held. Cooked hams are lower but other lines of cooked meats remain unchanged. There is a steady business in the fish market. Fresh frozen pickerel is reported scarce.

BUTTER WEAKER

Winnipeg.

BUTTER.—A weak feeling prevails in the butter market with prices lower. Best quality creamery is quoted at 32c to 38c per lb. There has been no marked improvement in the demand and the volume of business is small even at the lower level of the market.

BUTTER—		
Creamery, best table grade	....	0 38
Best table grade solids	0 32	0 36
Margarine	0 22	0 25

CHEESE MARKET QUIET

Winnipeg.

CHEESE.—The cheese market is quiet with prices holding steady. However, the future of the market is showing a firmer tone and the tendency is toward higher prices.

CHEESE—	
Stilton cheese, large, lb.	0 24
Ont., large, lb.	0 20
Ont., twins, lb.	0 20½
Ont., triplets, lb.	0 21

EGG MARKET FIRMER

Winnipeg.

EGG.—The egg market has a firmer tone with advanced prices. New-laid eggs are quoted at 52c per doz. Fresh eggs coming in from country districts are quoted at 58c per doz.

COOKED HAMS LOWER

Winnipeg.

COOKED MEATS.—There are few price changes on cooked meats. Best quality cooked ham has declined 1c per lb. and now is quoted at 42c per lb. There is a fairly steady demand.

COOKED MEATS—	
Hams, best quality, skinned 8-14 lbs.	0 42
Do., 13-16 lbs.	0 41
Roast ham, lb.	0 43
Roast shoulders, lb.	0 29
Pork tongues, lb.	0 26
Head cheese, 6-lb. tins, lb.	0 12
Jellied ox tongues, lb.	0 48
Luncheon cooked meats	0 16

SMOKED MEATS STEADY

Winnipeg.

PROVISIONS.—The smoked meat market is steady and as supplies are low there is practically no change in price. Buyers are purchasing for immediate requirements, and as the tone of the hog market is slightly firmer, higher prices may be expected on both ham and bacon.

Hams—	
8 to 16 lbs., per lb.	0 33
16 to 20 lbs., per lb.	0 33
Boneless, 8-14 lbs., per lb.	0 37
Skinned, 14-18 lbs., per lb.	0 33
Skinned, 18 to 22 lbs., per lb.	0 33
Bacon, 6 to 10 lbs., per lb.	0 40
Cottage rolls, boneless	0 24
Bellies 6 to 10 lbs., per lb.	0 34

LARD MARKET STEADY

Winnipeg.

LARD.—The lard market is ruling steady and no changes in quotations have taken place.

LARD—	
Pure lards, No. 1 quality, per lb.	
(in tierces 400 lbs.)	0 16
Do., wooden pails, 20 lb. pail	3 60
Shortening, tierces of 400 lbs.	0 14
Do., per pail, 20 lbs.	3 20

POULTRY PRICES STEADY

Winnipeg.

POULTRY.—There is little change in the poultry situation. Prices are well maintained, but the receipts are somewhat smaller. There is only a fair demand.

POULTRY—	
Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
Do., 3½ lbs. and up, per lb.	0 30
Fowl, 3½ lbs. and under, per lb.	0 22
Do., 3½ lbs. and up, per lb.	0 24
Turkeys, young, per lb.	0 37 to 0 42
Duck, per lb.	0 30
Geese, per lb.	0 27 to 0 30
Roosters, per lb.	0 20

PICKEREL IS SCARCE

Winnipeg.

FISH.—There is little change in the fish market. Prices are ruling steady. Fresh frozen pickerel is reported scarce. Shipment of fresh halibut is expected within the next day or two.

FISH—	
Brills	0 09
Herring, Lake Superior, 100-lb. sacks	4 00
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15½
Salmon, Cohoe, in full boxes, 300 lbs.	0 16
Salmon, Cohoe, in broken cases	0 17
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 09
Whitefish, dressed, case lots	0 12½
Whitefish, dressed, broken cases	0 13
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Haddies, in 30-lb. cases, per lb.	0 12
Kippers, East. Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 17
Salt Fish—	
Holland Herring, milkers, 9-lb. pail, pail	0 90
Holland Herring, mixed, 9-lb. pails, pail	0 85

HOG MARKET FIRMER

Winnipeg.

FRESH MEATS.—The hog market is showing a firmer tone. Values have advanced 50c per cwt. Live selected hogs are quoted at $10.50 per cwt. The cattle market is slow with very little activity being shown, good quailty steers are quoted at $6.50 to $7.50. Butcher heifers of desirable qualities are selling at $5 to $6. The sheep and lamb market is inactive and offerings are light. Lambs are selling from $7.50 to $8 and mutton sheep from $3 to $5.

Hogs—		
Selected, live, cwt.		10 50
Heavier	7 50	8 50
Light	10 00	10 25
Sows	5 50	7 50
Fresh Pork—		
Loins of pork, lb.	0 25	0 27
Spare ribs	....	0 16
Loins of pork, lb.	0 25	0 27
Fresh hams, lb.	0 20	0 26
Shoulders	0 13	0 15
Fresh beef—from steers and heifers—		
Hind quarters, lb.	0 10½	0 14
Front quarters, lb.	0 06	0 08
Whole carcass, good grade, lb.	0 8	0 11
Mutton—		
Choice, lb.		0 18
Choice long hinds (legs and loin)		0 27
Choice Stews		0 10
Lambs—		
Choice, 30-45 lbs.		0 23
Veal—		
Good veal, 40 to 80 lbs., hind quarters		0 20

To The Retail Grocery Trade

This is to advise the retail grocery trade that the undersigned company has been incorporated to conduct a STRICTLY WHOLESALE GROCERY business.

Both our president and general manager, W. E. Sutton and our Vice-President John Clarke have had wide experience in the Wholesale Grocery business in Ontario. Both are young men and aggressive, alive to modern conditions of merchandising.

A full line of staple groceries will be carried in stock in the warehouse of the Company. The stock will embrace the best and leading brands of proprietary and imported articles. Our system will ensure a QUICK TURNOVER and the consequent delivery of nothing but fresh goods.

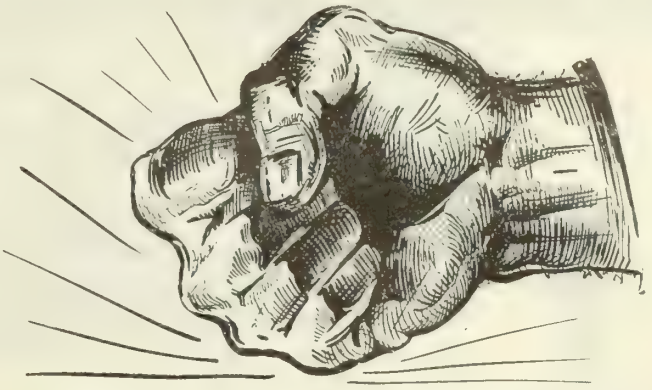
The Company's connection with foreign markets will enable us to place the retail trade in a very favorable position to buy imported dried fruits, nuts, rices, tapioca, etc., etc. The Company is financially in a position to buy for cash and retailers in a position to buy on short term credit from us will be in a very favorable position.

If you are in the market for goods, do not wait for travelers, but telephone or wire at our expense. The Company's business will be done with the trade only. Positively no business will be done with Hotels, Boarding Houses or Consumers, and goods sold in original packages only.

SUTTON & CLARKE, Limited

WHOLESALE GROCERS,

52 COLBORNE ST., TORONTO TELEPHONE MAIN 1763



DECIDEDLY NOT!

Search where you like the world over you'll not find better, faster selling, higher quality canned Sea Products at such a low price than **Brunswick** Brand popular lines.

Nothing is left undone in the preparation of these choice sea foods from the time they leave the clear cool depths, that would tend to make these wholesome products leaders in their respective lines. Being ready cooked before leaving our factory they are ready to serve on opening the tin. Try a sample order.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Limited

BLACK'S HARBOR, N.B.

Winnipeg Representative:
Chas. Duncan & Son, Winnipeg, Manitoba

The Motor Trade Is Profitable

Write for Illustrated Booklet C-11

Every day many automobiles pass your store. You cannot profit by that passing trade unless you *stop the motorists and sell them something.*

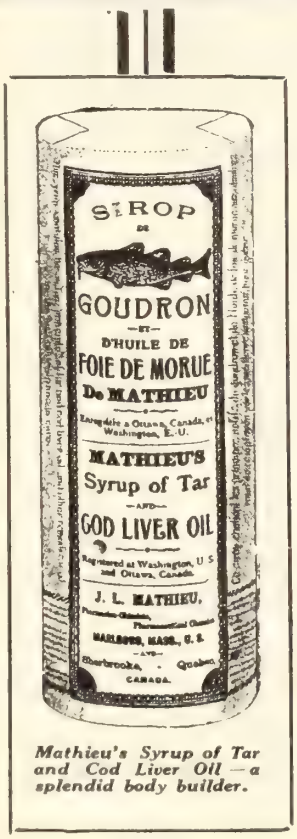
A Bowser Sentry Pump for gasoline and Bowser Cabinet Oil Tank make a complete oil station—the most natural means of placing you and your sales people in personal touch with the large buying power of the auto owning class.

The well known "best service" given by Bowser oil and gasoline equipment will satisfy and hold customers and bring many new ones.

Increase your trade with the motoring public.

Bowser Equipment is MADE IN CANADA by
S. F. BOWSER CO., Ltd., 66-68 Fraser Ave., Toronto, Ont.

BOWSER
ESTABLISHED 1885
PISTON-TYPE MEASURING PUMPS



Mathieu's Syrup of Tar and Cod Liver Oil — a splendid body builder.

A Highly Profitable Side-line that is a steady Winter Seller

MATHIEU'S SYRUP OF TAR and COD LIVER OIL

The season for Colds, La Grippe and Influenza is here again and your customers will be looking for a reliable cough remedy that can be depended upon. Why not offer them Mathieu's Syrup of Tar and Cod Liver Oil, the nationally known cough remedy that has won confidence and praise wherever it has been sold? This Mathieu remedy possesses no injurious or habit-forming drugs and its profit margin is excellent.

Try Sample Order

J. L. MATHIEU COMPANY

PROPRIETORS

SHERBROOKE, Que.

Bacon Looks Best in a "Riteshape"

AND so does butter, lard, fruit, fish—in fact most every food product you sell in bulk looks its very best when served in a Riteshape. But it not only looks better—it KEEPS better. No odor, no contamination, no waste. And here's another thing—you can do up average quantities—such as half-pounds, pounds and two pounds all ready for serving quickly when the rush comes. The Riteshape certainly does save your goods, your time and your money besides giving you the best opportunity for tasty displays. The Riteshape is made in all sizes from ½ lb. to 10 lbs. Each dish carefully examined and warranted perfect.

WRITE FOR SAMPLES AND PRICES

Victoria Paper & Twine Co., Limited

439 Wellington Street West, Toronto

Sole Canadian Wholesale Distributors for the manufacturers—THE OVAL WOOD DISH COMPANY, NEW YORK

Mr. Grocer: Your customer just says "sugar". Why not give her the best and obtain her good-will? Recommend *Royal Acadia.*

ROYAL ACADIA SUGAR

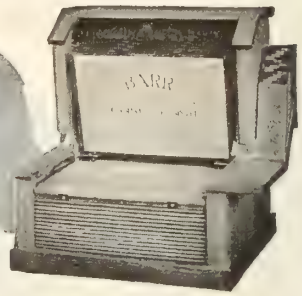
Sold in 2 and 5 lb. cartons; 10, 20 and 100 lb. bags; half-barrels and barrels. *Royal Acadia* gives satisfaction.

"Every Grain Pure Cane"

Acadia Sugar Refining Co., Limited

Montreal **Halifax**

Barr Register Limited



Manufacturers of
THE BARR ACCOUNT REGISTER

Trenton, Ont.

Mr. RETAIL MERCHANT: Would You Like to Employ an Expert Bookkeeper at $10.00 a Month?

Without any further trouble on your part than making out your sales slip when your customer makes a purchase, would you like this bookkeeper—

I. To give your customer, with each purchase, without offending him, a statement of the full amount he owes you to date?

II. When a customer wishes to pay his account it gives you, within 30 seconds, a complete statement showing every item purchased?

III. To make you out a yearly statement of your affairs to conform to the requirements of the Dominion Income Tax Act within three hours after you have taken stock?

IV. After 15 months to continue to give you this service for nothing as long as you remain in business?

That is what the Barr Register will do. ***Write us and let us demonstrate.***

GEORGE LANE, Western Representative - 227-231 McDermot Avenue, Winnipeg, Man.

Maple Leaf-
PHARMACEUTICAL
Extract Malt

for making Home Brew

The Best Malt

on the Canadian Market

Made in Canada

Packed in 2½ lb. tins, 24 tins to the case. A big seller showing the Grocer a nice profit.

Send Your Orders Direct

Maple Leaf Malt Extract Co.

61 Canning Street, Montreal

LAKE SUPERIOR HERRING

In kegs, half kegs, and pails

British Columbia Cohoe, Qualla, and Halibut.

Georgian Bay frozen, also pickled trout,

Manitoba Whitefish.

LEMON BROS.

Owen Sound, Ontario

Fruit, Produce & Commission Merchants

Mr. Merchant:

Here is the Leader
of hair tonics and renewers

Glover's Mange Medicine

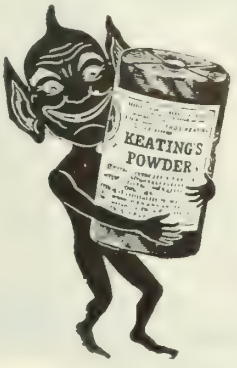
A business success of over 35 years is behind this medicine.

Advertising matter bearing imprint and display cards supplied gratis.

H. Clay Glover Company, Inc.
118 West 31st Street **New York City**

Grocers Everywhere Sell More Keating's

The remarkable reputation earned for Keating's through its wonderful services during the past five years, means a vastly increased general demand for this universal insecticide. In addition our steady advertising helps on the good work. This all means better business for you.



KEATING'S POWDER

kills bugs, moths, roaches and other house insects

Place your orders regularly to ensure that your stock is ample for the demands.

SOLE AGENTS FOR CANADA
HAROLD F. RITCHIE & CO., LIMITED
10-12-14 McCaul Street
TORONTO

Nonsuch Liquid Stove Dressing will do work which other polishes will not. It will polish all parts of the stove. Recommend it and satisfy your customers.

"MADE IN CANADA"

By

The Nonsuch Mfg. Co., Ltd.
TORONTO

Selling Agents for Manitoba, Saskatchewan and Alberta:
STROYAN, DUNWOODY CO.,
Confederation Life Bldg.,
Winnipeg.
Agents for British Columbia:
QUELCH & STERLING,
Vancouver, B.C.

Cane's Pencils, extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.
Newmarket, Ontario

Junket
MADE *with* MILK

Just the thing for dessert. Also Junket Powder for Ice Cream and desserts. Made with milk, requires no eggs, and no baking.

One trial will bring repeat orders.

Order from your Jobber

Chr. Hansen's Canadian Laboratory
Toronto, Ont.

Loggie, Sons & Company,
Selling Agents for Canada

SOUTHERN
VEGETABLES

New Cabbage	Cauliflower
Shallots	Parsley
Lettuce	Escarole
Endive	Celery

Now Arriving in Car Lots

WHITE & CO., LTD.
Wholesale Fruit & Vegetables
TORONTO

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BUYERS' MARKET GUIDE
Latest Editorial Market News

TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

JOHN ADAM & SON,
Collingwood, Ont.
Manufacturers of Brooms only
Our DUCHESS and PERFECT are two grades that sweep clean and wear well.

Warehouse Brooms a Specialty. If your jobber cannot supply your needs get prices from us. Satisfaction guaranteed.

J. & J. Taylor's Safes

One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.
One J. & J. Taylor safe 18 inches deep, two feet 9 inches wide. four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 108, Canadian Grocer.
153 University Ave., Toronto

Say You Saw It In Canadian Grocer, It Will Help To Identify You

OLIVE MARKET FIRMER

The olive market abroad has developed a firmer tone, although buyers are not purchasing in heavy volume. Plain Manzanillas are said to be in light supply. The Spanish market also shows firmness but there is still a balance of the old crop to come forward.

LIMA BEANS ADVANCING

Advices from the coast intimate an advancing market for California lima beans. A rise of 30 points has occurred during the week.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

NEW BRUNSWICK POTATOES
Largest shippers of Seed and Table Potatoes. DELAWARES, IRISH COBBLERS, GREEN MOUNTAINS. Loading daily. Wire for prices.
NEW BRUNSWICK POTATO EXCHANGE LTD.
WOODSTOCK, N.B.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivray 7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

The advertiser would like to know where you saw his ad.—tell him.

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

GENERAL STORE FOR SALE IN FARMING community. One of the most up-to-date in the North; fully equipped; no opposition. Reason for selling am interested in an Ice cream manufacturing plant and wish to devote all my time at this new enterprise. For particulars apply to Nap. T. Roy, Markstay, Ont.

FOR SALE — SECOND-HAND McCASKEY Register, 420 accounts, good condition. $100 cash. A. J. Arnold, Chandler, Que.

FOR SALE—GENERAL STORE BUSINESS, Dry Goods, Groceries, in the best town in Ontario. Address, M. J. Howe, 31-33 Main Street, Pembroke, Ont.

DETAIL WORK TO GROCERS AND BAKERS. We have had 15 years' experience selling to the bakery and grocery trades in B. C. Can give special service to one or two more manufacturers who appreciate value of detail work. Write c/o Canadian Grocer, Vancouver.

Good Sellers make business easy

BAKER'S

Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.

Registered Trade Mark

Made in Canada by

Walter Baker & Co. Limited

Dorchester, Mass. Montreal, Can.

Established 1780

WANTED

WANTED — A YOUNG ENERGETIC GROcery man who thoroughly understands the cash and carry chain stores system, to take charge in a city outside of Hamilton or Toronto. Give experience, qualifications, and salary expected. Box 156, Canadian Grocer, 153 University Ave., Toronto.

YOUNG MAN, FRENCH AND ENGLISH, DEsires position to represent Ontario Wholesale Grocery House. Commission basis. Best references. T. J. Enright, 16-9th St., Limoilou, Quebec.

SITUATIONS WANTED

EXPERIENCED SALESMAN WANTS POSItion, either wholesale or retail. Can furnish best of references. Write Box 227, Mahone Bay, N. S.

MISCELLANEOUS

LETTER YOUR SHOWCARDS, PRICE TICKets by simple instructions. Complete outfit, $2.00. M. Moorby, Newmarket, Ont.

When Writing to Advertisers Kindly Mention This Paper.

PRIDE OF CANADA

Pure Maple Syrup

Will please your most particular customers.

Guaranteed Absolutely Pure.

Have a good Stock on hand for the Winter Trade

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. Mackenzie & Co., 95 King St. E., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED

IT ISN'T *any single factor such as special firmness, extra color, a special cut in price, or anything of that sort that leads customers to select "KILTIE" PINK SALMON.*

IT IS *the combining of every high-class requisite in salmon packing that explains why your well informed women buyers insist on the "KILTIE" label on the PINK SALMON they buy.*

WALLACE FISHERIES LTD.
SALMON PACKERS
VANCOUVER

Western Merchandisers

Alberta

Reach and Company, of **McLeod, Alberta,** are reaping the profits on "KILTIE" brand Pink Salmon. They have one of the largest stores in southwestern Alberta and have a host of friends among the farmers in that district. Mr. W. Shields, the manager, started handling "Kiltie" Pink Salmon in June, and every repeat order has been larger than the one before it.

Saskatchewan

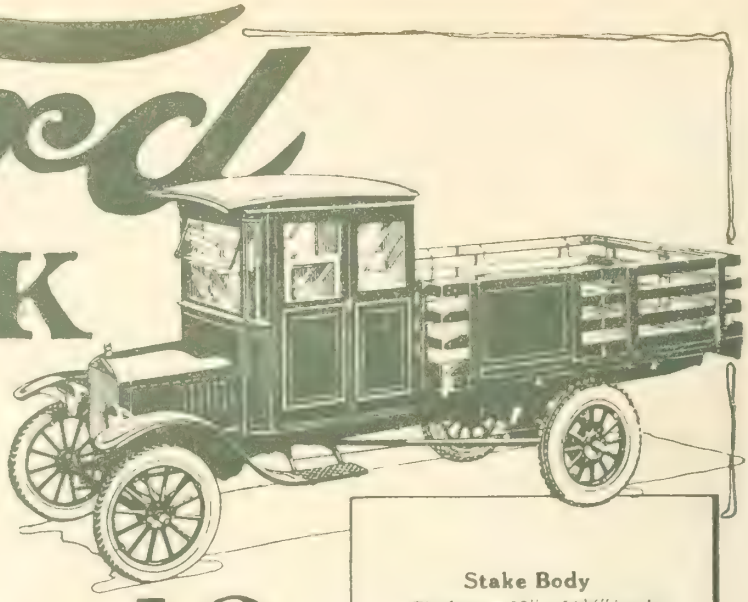
Mr. C. Williams, manager of the BEE HIVE grocery at **Moose Jaw**, has as bright and busy a store as the name implies. He was never able to sell any other salmon than sockeye before he stocked "Kilties." One of his best customers would buy nothing but the small tins of sockeye. Now she buys several tins of "Kiltie" Pink Salmon at a time, and will have no other. Mr. Williams is so well satisfied with the sales that he has made and the satisfaction that has been given that he has a nice display of "Kiltie" Pink Salmon on one of his counters at all times.

The Saskatoon Grocery in the Hunt Block, 23rd Street, Saskatoon, dressed a particularly nice window showing "Kiltie" Pink Salmon. The increased sales are noticeable each week. The manager tried it out on his own table and esteemed its excellent flavor so highly that he is recommending it to many of his good customers who had been using sockeye. The manager is a very enterprising merchant and the first thing you notice as you enter the store is the spic and span condition of the stock on the shelves which are all dusted and bright and clean.

R. H. Williams & Sons, Ltd., in Regina have one of the largest and finest departmental stores in the West. Their grocery and meat section is one of the busiest departments in the store. The merchandise is all displayed in the most efficient manner, and a glance over the canned fish shelves is arrested by the striking prominence given to "KILTIE" Pinks. There are further displays of this popular salmon on the glass cases around the cooked meat department. The manager claims it is not at all unusual to sell "KILTIES" a case at a time, another proof of its pleasing quality.

IT CERTAINLY IS NO WONDER THAT THE PACKER IS PROUD TO HAVE HIS NAME ON THE LABEL OF "KILTIE" BRAND PINK SALMON.

Ford TRUCK



The Load?

YOU intend buying a truck. You have a varying quantity and weight to move from one place to another in each working day.

Can you transport the necessary quantity daily in one ton loads? If so, you should buy a Ford One-Ton Truck rather than a heavier truck.

Because.

(1) The first cost of a heavier truck is at least three times that of a Ford One-Ton Truck.

(2) A heavier truck demands the employment of a more expert and consequently a higher paid driver.

(3) The operating cost of a Ford One-Ton Truck is only a fraction of that of the heavier truck.

(4) Service—which is so essential in the operation of commercial vehicles—is always available "round the corner" when you own a Ford Truck.

Stake Body

Platform—97" x 64½" inside measure, racks 24" high with four slats running all around platform. Sign board 21" x 29" on each side of racks. Stakes and racks solid hardwood; cab has full length doors and double ventilating windshield

Express Body

94" x 57" inside measure; panels 13" high inside with 7" flare board; rear end gate hinged and chain fasteners. Heavy malleable braces on panels and flare boards; stringers, panels, etc., hardwood. Cab—full length doors and double ventilating windshield, drop windows in doors.

Canopy Top Body

96" x 46" inside measure; panels 14" high, flare board 5½" high, top of roof from floor 58", drop tail gate, with chain and hinges. Top is removable; side rear and driver's storm curtains with Paralyn lights; full ventilating windshield.

Call up the nearest Ford dealer, he can prove these statements by cold hard figures from the experience of others.

Dealers are now able to make delivery of the Ford Truck Chassis equipped with standard Stake, Express or Canopy Top body.

Ford Motor Company of Canada, Limited, Ford, Ontario

109 T

PROPRIETARY ARTICLE PRICE ISSUE

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI PUBLICATION OFFICE: TORONTO, ONT., FEBRUARY 10, 1922 No. 6

Welch's

QUALITY JAMS

Absolutely Pure

The Welch Idea is to make better jams

SOME retailers have asked: "Why do you call these fine jams 'the Welch Lades'?" The answer is that we want to distinguish them from ordinary jams. They are jams indeed, but made from finer fruit and are so much richer and purer and smoother than usual that they deserve special names.

Welch knows how to handle fruit. Welch's Grape Juice has been the highest standard of quality for 50 years. Welch buys only the finest selected fruit. And in the great Welch plant at St. Catharines are most modern and complete facilities for making these fruits into the superior jams you know as Welch Lades. Welch has all-aluminum equipment that is not equaled anywhere.

Welch Quality Jams are absolutely pure in the strictest sense of the word. They contain only the fruits named on the label, with pure sugar, and nothing else. You can sell Welch Lades with confidence that your customers will be more than pleased with their richness and fine flavor.

Welch's Grapelade, Peachlade, Cherrilade, Plumlade, Grape Currantlade, Strawberilade, and Marmalade are all packed in 15-ounce glass jars and standard 4-pound tins. Your wholesaler can supply you.

Quality guaranteed.

Permit Est. 272

The Welch Co. Limited, St. Catharines, Ontario

There's Another Grape Juice!

— AN ALL CANADIAN PRODUCT —

"It's Just A Little Sweeter"

Every Bottle Guaranteed

Quality the Best

65 Cents Retail Price

for large size - 32 oz. bottle

Fountain size - 64 oz.
for fountain use

Attractive Display Material
for All Dealers

"With A Better Flavor"

Pays a Worth While Profit

Lowest Prices

35 Cents Retail Price

for medium size - 16 oz. bottle

NIPS - 4 oz. size
for individual service

Suggestive Window and Mirror Strips for Fountains

1922 PRICES

	Per case
Large, 32 oz., 12 bottles.	$6.00
Medium, 16 oz., 24 bottles	6.50
Nips, 4 oz., 72 bottles....	7.25
Fountain, 8 bottles	7.25

These prices apply in the territory east from and including the City of Winnipeg. For territory west of Winnipeg add fifty cents per case to the eastern list.

10% Free Grape Juice

OFFER EXTRA-ORDINARY

Until further notice you may book orders for

Ten cases Marsh's Grape Juice, with One case Marsh's "medium size" Concord Juice FREE.

Five cases Marsh's Grape Juice, with One-half case Marsh's "medium size" Concord Juice FREE

Drop-Shipments. Orders for five cases or over, any assortment, will be shipped direct from Niagara Falls for Jobber's account, freight prepaid to all points in **Ontario,** excepting North and West of Cochrane on the C. N. R. and North and West of Sudbury on C.P.R. and C. N. R.

To all points in Quebec, excepting North and East of Quebec city.

Niagara Falls Ontario **MARSH'S** Niagara Falls Ontario

"EAGLE BRAND" CONDENSED MILK
"ST. CHARLES" EVAPORATED MILK
MALTED MILK—SQUARE PACKAGES

Borden's

"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
"REINDEER" CONDENSED MILK

The Milk That Is Safe, Sweet and Pure Always

Rich, pure, wholesome milk from healthy cows. Milk that's rigidly inspected and scientifically processed by the proven methods of over a half-century's experience.

That is the sort of milk contained in every tin bearing the Borden label. It is the sort of milk you should want to use on your own table—the sort you can with confidence recommend to every good housewife. She knows Borden's—St. Charles Brand (unsweetened) and Eagle Brand Condensed Milk—everybody does. And a suggestion from you will mean good sales and better profits.

MONTREAL The Borden Co. Limited VANCOUVER

"CHARM" CLEANS EVERYTHING

--IT'S A SURE, FAST, AND PROFITABLE SELLER

Be sure you have a good supply of this efficient cleaner for Spring housecleaning demands!

"CHARM"

There isn't a thing that **Charm** can't clean and it does its work faster and better than anything you have ever sold. For cleaning **everything** from the daintiest, filmiest laces and curtains to painted woodwork, floors, painted ceilings and walls, silverware, greasy cooking utensils, and for softening water, your customers will find **Charm** the speediest, most economical and best cleaner they've ever used. **Charm** is odorless, harmless, non-injurious and its use makes the skin soft and white—a feature that will appeal to every housewife.

Charm is well advertised and everywhere it has been introduced it has proven a rapid, profitable seller. Judging from the steady flow of repeat orders coming in to us **Charm** must be filling a long felt want. Order a good supply of this sure seller for the spring cleaning season and feature it in your windows and on your counters.

Your Wholesaler will Supply You

Galt Chemical Products Ltd.

Galt, Ontario

A Window Display of

CURLING BRAND MARMALADE

AND

ST. WILLIAMS JAMS

Nothing will build sales at the present time better than an attractive display of St. Williams Jams and Marmalades. The big season of demand is at hand—take advantage of it. Customers will come back for more because of the delicious flavor and uniform excellent quality, which they cannot fail to appreciate. It's a profitable line for the dealer, and this is the time to make the most of it.

Place your order now

PACKED BY

ST. WILLIAMS FRUIT PRESERVERS

St. Williams, Ontario

Selling Agents:

LANGLEY HARRIS & COMPANY, Limited

MONTREAL - TORONTO - WINNIPEG

CLARK'S
Cambridge Sausage

MADE IN CANADA—BY CANADIANS

A fact which your customers will appreciate Mr. Grocer is that the absolute purity of these sausages is guaranteed by the Government legend

which appears on every can.

They are prepared from the very highest grade ingredients, deliciously blended, and are cooked ready for serving.

The Price is Popular—Your Profit is Good.

WAYAGAMACK PURE KRAFT

GLAZED UNGLAZED

PLAIN - FINESTRIPE - BROADSTRIPE

Is Unrivalled for Strength

As a wrapping paper it has no equal and its attractive appearance is a standing advertisement for the merchant who uses it.

Bags of all kinds made from

Wayagamack Pure Kraft

are fifty per cent. stronger than those produced from inferior grades of paper.

Envelopes

manufactured from this paper protect their contents from loss and damage in transit through the mails as efficiently as those made from more expensive papers and at one eighth of the cost.

These claims are not exaggerations but plain statements of fact.

Ask your wholesaler to prove their truth by giving you a practical demonstration which will convince the most sceptical that

Wayagamack Pure Kraft

means

Strength and Security

"My Biscuit Sales increased over 400 per cent. after I installed a

CHRISTIE

PATENTED BISCUIT CABINET COUNTER"

ONE OF OUR SPECIALLY DESIGNED DISPLAY CABINETS (36 Sections)
Height 4 feet. Length 11 feet 7 inches. Ash Trim, Light Finish. Price, $54.00.

C. H. Burtt, aggressive Fredericton, N. B. retailer, reports this excellent increase in his biscuit sales after the installation of one of our Patented Biscuit Cabinet counters as shown above, and he attributes the credit to this ideal, time-saving, display counter.

"Besides this increase," said Mr. Burtt, "it is convenient, it facilitates service, protects my goods, keeps them fresher and I can work faster with it."

You too can increase your biscuit turnovers and save time with these excellent sales stimulating display counters. We'll furnish them to retailers **absolutely at cost,** in any finish, and make them to any specifications with drawers, bins and shelves, as required. Write for further details.

CHRISTIE, BROWN AND CO., LIMITED
TORONTO, CANADA

Green Cherries in Maraschino
Liberty Brand

Pony and *Petite* Sizes for Prompt Delivery

We are making special offers on small sizes
LIBERTY BRAND CHERRIES (Red)
for immediate shipment.
We Have Them in Stock — Order Today

THE ONE AND ONLY

"H. P. SAUCE"

— the Nationally Advertised "THICK" Sauce That Your Customers All Know

H. P. Sauce is always a fast, profitable seller wherever it is introduced. The Lenten season now approaching will add an impetus to the usual steady demand for this popular sauce. Be sure that your stock is well supplied to take care of this extra business.

W. G. PATRICK & COMPANY, LIMITED

51-53 Wellington West, Toronto
HALIFAX MONTREAL WINNIPEG

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers' Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

DONALDSON PHILLIPS AGENCIES LTD.
744 Hastings West. VANCOUVER Cable Address "LIVEWIRE"
MERCHANDISE BROKERS, IMPORTERS, EXPORTERS
Canned Salmon, Nuts, Dates, Seeds, Cocoa-butter, Cereals etc.

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

CAN GIVE YOU

SERVICE

and by **service** we mean we give our principal's account **preferred attention** in every respect; **we** have a **sales organization** second to none; **exceptional warehouse accommodation** at all points, along with the **financial responsibility** which means much to the **manufacturer** who wants some guarantee of **stability** from their representatives.

THE NATIONAL BROKERS

HEAD OFFICE:
WINNIPEG, MAN.

Branches: REGINA, SASKATOON, EDMONT ON, CALGARY, VANCOUVER, MONTREAL.
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

WILLIAMS STORAGE LIMITED

W. R. WILLIAMS, PRESIDENT AND MANAGER

The Largest Storage, Distributing and Forwarding House in Western Canada

Concrete and Steam-Heated Warehouses - Excellent Track Facilities

LOW INSURANCE

"SERVICE" is Our Motto - WINNIPEG

The Advertisers would like to know where you saw their advertisements–tell them.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

Now is the Time to Buy—don't wait.

Consult these Advertising Pages.

Our Advertisers will *Save* You Money—buy now.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Personal Marketing Service

The **"House of Scott-Bathgate"** offers manufacturers who are desirous of successfully placing their products in the rich Western field a personal selling organization with an 18-year-old reputation for producing big results.

We have successfully placed such products as Christie's Biscuits, Robertson's Confectionery and Hungerford & Smith's Fountain Supplies and we can do the same for yours. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

The H. L. PERRY CO., Ltd.

STORAGE

DISTRIBUTING and FORWARDING

Combined with a Commission Department and a competent Sales Staff.

WINNIPEG - CALGARY

---

250 publications - dailies - weeklies and Farm Journals, advertise Gold Standard Tea. The Codville Co. Ltd.

7

A Message to Manufacturers

We have opened a commission branch in connection with our organization and are open to represent manufacturers who are looking for channels of distribution in Winnipeg and the West throughout.

Storage Distribution

Combined with a

Commission Department

Will enable us to give efficient Service to manufacturers.
We operate the largest fleet of motor trucks in Western Canada and our insurance rate is 30 cents.

Write to

The City Dray Co., Limited

Frost and Wood Building
Cor. Pacific and Princess Streets

Track P. 18 **WINNIPEG**

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

D. W. Clark & Sons
248 Avenue Road
TORONTO

Grocery Brokers and Commission Agents

We invite correspondence from Domestic or Foreign manufacturers who desire to secure proper distribution.

Merchandise Brokers — Manufacturers' Agents
WE COVER CANADA
LOGGIE, SONS & CO.
32 Front St. West
TORONTO CANADA

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

George G. Yorke
40 Adelaide Street West, TORONTO
Agent for -
Joseph Travers & Sons Ltd.
London Eng.
The largest and oldest Wholesale Grocers in the Empire.

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros: J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Standard Goods Win Abiding Trade

Cottam Bird Seed

The Standard of Bird Keepers and Grocers Since 1881

Now is the Time to Buy—don't wait.
Consult these Advertising Pages.
Our Advertisers will *save* you Money—buy now.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

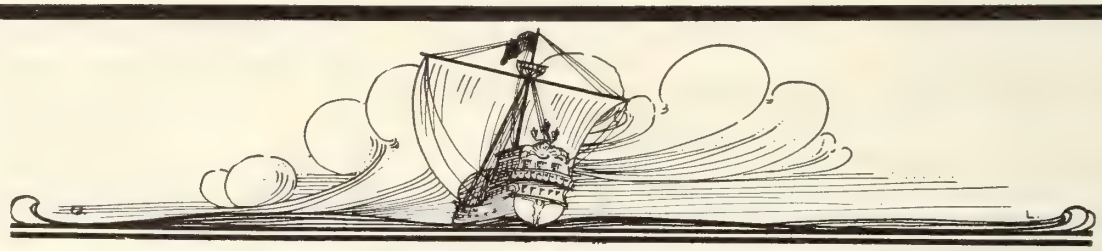
TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
ST. NICHOLAS BUILDING, MONTREAL

Italian & European Importing Co.
78 Crescent St., Montreal.
Importers of
Italian Nougat Italian Macaroons
Italian Perfumes
Agents Required

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL.
Established 1876
Telephone Main 1581.

LANGLOIS LIMITEE LIMITED
Wholesale Grocers & Manufacturers' Agents
Importers Teas & Coffees
SPECIATY: FLOUR & GRAIN
113 Rue St-Paul, Quebec
We Solicit Your Representation

When Writing to Advertisers
Kindly Mention this Paper . .



Sardines
Borgen's Special

THE very finest Norwegian Sardines, carefully packed in pure olive oil. A sardine that merits your recommendation. Feature it. *Your Wholesaler can give you immediate delivery.*

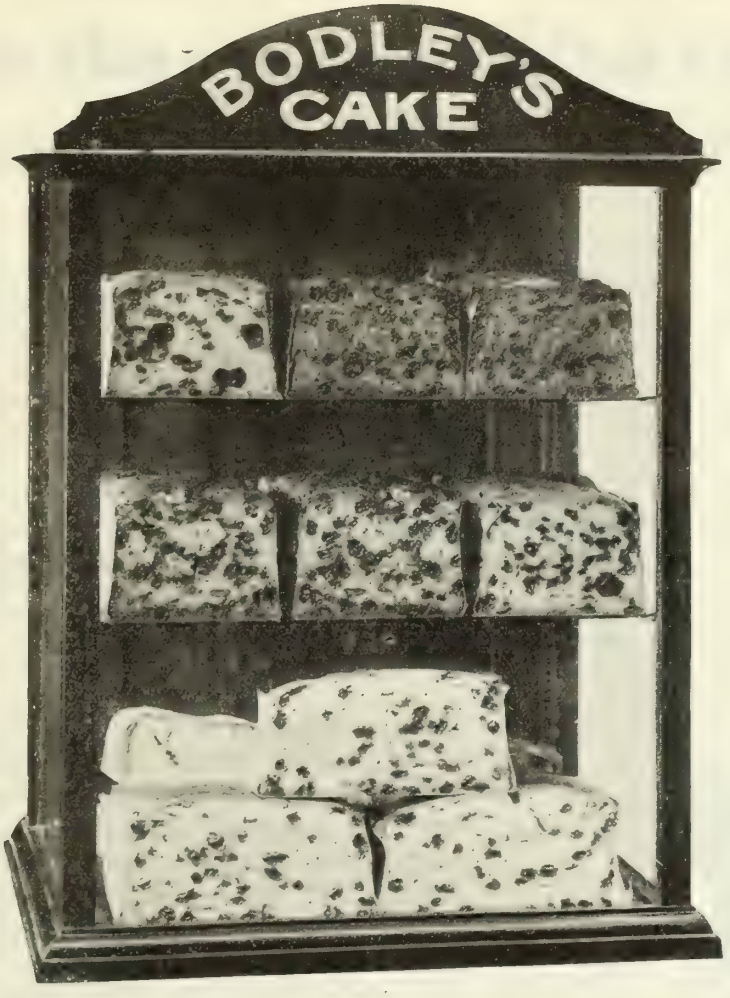
HARRISONS AND CROSFIELD, LTD.

Coristine Bldg.
IMPORT DEPT.

IMPORTERS OF EASTERN PRODUCTS
Montreal

TELEPHONE
MAIN 6959

GET OUR NEW 1922 PRICES ON



Bodley's attractive display cases will be furnished retailers at cost. Ask about them.

BODLEY'S RICH FRUIT CAKE

"LADY FINGERS"
"SHORT BREADS"

"VENETIAN ROLLS"
"FANCY MACAROONS"

"HIGH GRADE FANCY CAKE LINES"

Write to-day for our new 1922 price list on the above mentioned high grade Bodley confectionery.

These new prices will please you as much as the outstanding flavor, appearance and quality of each of these tempting lines.

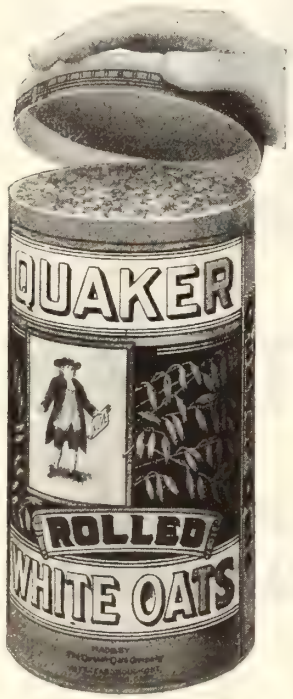
C. J. Bodley, Limited

TORONTO

Why flirt with "off" brands when you can be sure of fast, profitable turnovers selling

Quaker Oats

.....the old Established Seller



Quaker Oats never stays on your shelves long—its reputation for unsurpassed quality is too well known from coast to coast for it to be anything but a steady, profitable seller. **Quaker Oats** never varies in quality, and is always dustless and clean. The **Quaker** sanitary package eliminates all the dissatisfaction so often experienced with cereals open to the heat of the store, and dust and dirt of the air. The large, meaty flakes possess a rich, nut-like flavor (due to special Pandried Process) and our more advanced and thorough drying ensures faster cooking—a feature that will appeal to every housewife.

Your wholesaler can supply you.

Keep this old favorite well displayed, occasionally working it in your windows, and cash in on the good-will and national popularity of this guaranteed seller.

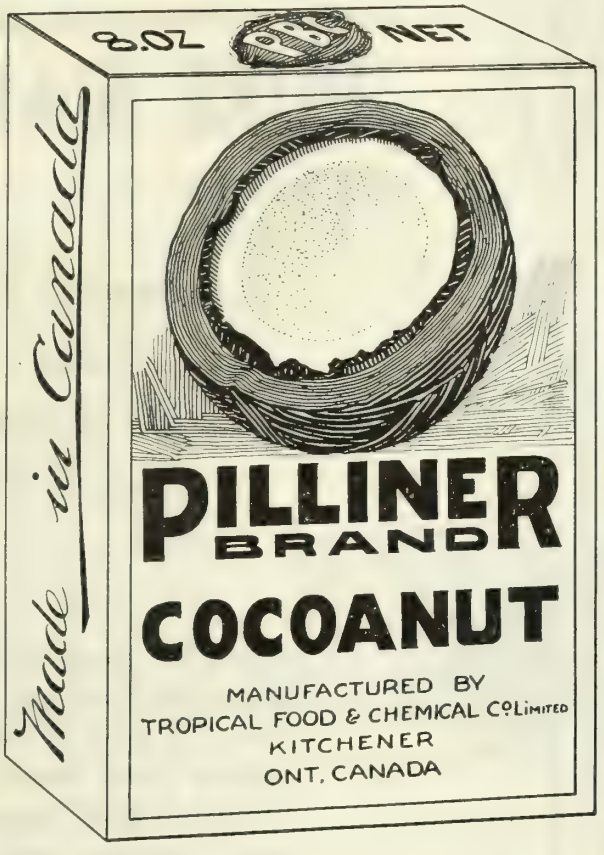
N.B.—Oats market now in very strong position.

The Quaker Oats Company

Peterborough Saskatoon

Canada

Sold by the package



Made in Canada

Why Your Customers Will Appreciate Package Cocoanut

Your customers will appreciate Pilliner Brand Cocoanut in air-tight cartons. This package keeps in all the original flavor. Nothing is lost by evaporation.

Then, you can assure the housewife that no hands but hers have touched the cocoanut before she opens the package.

Pilliner Brand Cocoanut is the best cocoanut for you to handle. It does not evaporate and keeps clean. Every package guaranteed full weight.

Ask your jobber or write us.

Tropical Food & Chemical Co., Limited

476 King St. W., Kitchener, Ont.

PURE MAPLE SYRUP

AND

PURE MAPLE SUGAR

—made from the finest grades of the run selected from the best Maple Sugar districts in Canada.

Only the finest grades of the run selected from the finest maple sugar districts in Canada are used in the preparation of our high grade pure Maple Products----That's why "Rock Maple" Brand Maple Sugar is so rich and creamy and "Rock Maple" Brand Maple Syrup of such excellent flavor.

When you fill your customers' requirements with "Rock Maple" Brand Maple Sugar and Maple Syrup you can guarantee its absolute purity. For every particle is free from adulteration of any kind and is made in strict accordance with Canada's Pure Food Laws.

You'll like our prices. May we send you our Price List?

United Maple Products, Limited

Granby, Quebec, Canada

Producers, Packers, and Exporters of Pure Maple Products.

The Proof of the "Tea" is in the "Selling"

During a period of readjustment, such as this, when prices are unstable, and the public buy very carefully, it is most necessary to carry only stock that is **known to the consumer and that he will ask for.**

"SALADA" is known the Continent wide as Tea that is

Delicious - Pure - Economical

A money-back guarantee protects you for every pound bought from us and from any rise or fall in prices. In the tea business profits are made, not on the Tea that is on your shelves, but on the "TEA THAT SELLS." Why not focus on "SALADA" and INCREASE the profits of your Tea Department? The sale is guaranteed, the demand is the greatest, the profit is the surest, so PUSH

Over a million pounds sold every month

"SALADA"

"The Tea that Sells"

All freight prepaid on orders of 60 pounds or more.

NU-JELL

THE PERFECT JELLY POWDER

Made in thirteen delicious flavors—Raspberry, Strawberry, Orange, Lemon, Cherry, Vanilla, Port, Sherry, Grape, Black Currant, Red Currant, Pistachio, Pineapple.

NU-JELL is a vast and decided improvement over ordinary Jelly Powders. It has great setting power, and sets quickly, firm and clear, and of EXQUISITE flavor.

Manufactured and Guaranteed by

The Harry Horne Co. Ltd.

Toronto, Canada

Makers of Harry Horne's Delicious Double Cream Custard

Western Canada Agents: Gibson-Paterson, Ltd., Winnipeg
Eastern Canada Agents: F. W. Binney, Digby, N.S.

Kolacafé

REG'D

30 Cups For 30 Cents

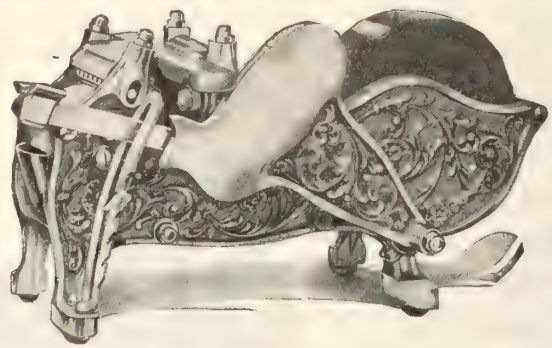
If your Wholesale grocer cannot supply you, write:—**Agent for Ontario:**—George G. Yorke, Wholesale Grocery Broker, 40 Adelaide St. West, Toronto.

Are You Getting Your Share of Business and Large Profits Selling Cream of Malt & Hops?

WE HAVE, after several years, devoted to research and experiment, succeeded in producing a pure barley malt extract that stands to-day in a class by itself. Our Cream of Malt is guaranteed not to weigh under 120 degrees. Fear not to sell this brand.

It is a big repeater, none better for home brew. Ask your jobber or write us direct.

CANADIAN MALT EXTRACT CO.
16 Pearl St., Toronto, Ont.



A SEALER that Seals

A Time and Money Saver

Guaranteed for 1 year

Write for descriptive circular

CANADIAN NASHUA PAPER CO. Ltd.
PETERBORO, ONT.

Be Sure you Ask Your Jobber for

Dominion Spring Clothes Pins

Manufactured by

The J. H. Hanson Co., Ltd.
MONTREAL

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London.
A.B.C. Codes used, 4th & 5th Editions.

LIMEHOUSE, LONDON, E., England

Canadian Agents: J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.
HUGH LAMBE & CO., TORONTO.

BABY'S OWN SOAP

50 p. c. Profit

Buy direct from the factory. Freight prepaid. Minimum quantity, 2 gross, $38.40 less 20 p.c. and 5 p.c.—$29.18. Sell at 15c per cake—$43.20. On Sask., Alta., and B.C. add 60c per gross and retail at 50c per box of 3 cakes. Ask for price list on other lines.

Albert Soaps, Limited,

168 McCord St. Montreal, Que.

Rivalry is keen these days

—and have you noticed how much more particular people are about the quality of the goods you sell?

In your tea sales the majority of your customers look to you to recommend the best—something "just as good" won't do, if the genuine article is to be had.

Grocers push Red Rose Tea because it has been good tea for over 27 years, and its advertising has made it known in every household.

Orders to any branch will be promptly filled, and our travellers can offer many sales helps.

T. H. Estabrooks Co., Limited

St. John, N.B., Montreal, Toronto, Winnipeg, Calgary

Stickney & Poor's Products

Quality

An Important Factor in Building Up a "Repeat" Business.

You'll make no mistake in urging your customers to try

STICKNEY & POOR'S PRODUCTS

They are quality goods in every particular, with a reputation for satisfaction-giving that extends through more than a century. Give S. & P. products a prominent place in your store. They will make friends for you.

Your co-operating servant,
"MUSTARDPOT."

STICKNEY & POOR SPICE COMPANY
1815 Century old - Century honored 1922
HALIFAX
Mustard - Spices - Seasonings

EUREKA

SATISFIED CUSTOMERS
THE
BEST AD. WE HAVE

READ THIS:—

Markstay, Ont.,
Jan. 30/22.

Re the refrigerator I purchased from you last spring. It gives me great pleasure; I say pleasure because when one is pleased and satisfied with his equipment it is a pleasure to talk about it. I find it very economical to operate, it takes very little ice compared to some other makes I have had. To make a long story short, it has proved to me everything you claimed and for this reason I cannot speak too highly about your products.

Yours,
(Signed) N. T. ROY.
(Original on file)

Get in touch with us for the same kind of service

A Eureka for Every Need.

Eureka Refrigerator Co. Limited

HEAD OFFICE & FACTORIES:
OWEN SOUND, ONT.

Are "Colman's" and "Keen's" in Your Store?

TO keep in line with the times and please your customers so that they will return for other products you must sell reliable brands of mustard.

Display them prominently on your shelves.

COLMAN-KEEN (CANADA) LTD.
520 King St. West - Toronto

How we protect every merchant who buys our

HIGH GRADE BROOMS

First—We protect our patrons against any advance or decline in the price of brooms or whisks.

Second—We absolutely refuse to sell to any pedlars. We never have done so and **never will.**

Third—Our high grade brooms are made under the constant supervision of a superintendent with over 40 years' experience. Only the finest, clean, graded broom corn is used, and all our brooms are short, plump, well sewed. They protect your reputation as a quality merchant by always giving **longer service** and retaining their shape to the last thread.

Write for our price list on brooms and whisks Special attention to mail orders.

WATERLOO BROOM & BRUSH COMPANY, LIMITED
Phone 286 *Waterloo, Ont.*

FLOWERDALE TEA

is the result of over 25 years tea blending experience. It possesses an unusually fine flavor. A good bulk tea that will bring you new customers and hold them.

We also have other blends that will please your customers. You can sell them as your own blends, then what competitors offer need not worry you. Write for samples and quotations or see our traveller.

R. B. HAYHOE & CO.
Importers
7 Front St. E., Toronto, Canada

CANADIAN GROCER

Vol. XXXVI. TORONTO, FEBRUARY 10, 1922 No. 5

Why Trade is Good With These Grocers

Merchants in Guelph, Ont., Report Business as Comparing Very Favorably With Best Years—Have Lost no Time in Re-marking Goods in Line With Replacement Values, and With the Assistance of Good Window Displays and Forceful Selling Talks, Have Kept Trade Moving In Satisfactory Channels

From Interviews With Gue ph Grocers by Canadian Grocer Representative.

A RECENT survey of the retail grocery business in Guelph, Ont., as a whole, indicates that there is no evidence of business suffering with the "sleeping sickness." Merchants report sales well up to last year, and in the majority of instances ahead of the corresponding period a year ago. In fact business in 1921 compared very favorably with the bumper year of 1920, in spite of the peak prices of all food commodities.

Industrial depression to a certain extent, however, is having the effect of creating a "slow pay" period, but merchants apparently are not greatly worried, claiming that a revival in industry and more extended payrolls will soon right this matter.

Have Taken Losses

The underlying factor of all this cheerfulness in business and good volume of sales was quite apparent to a representative of Canadian Grocer. Merchants' shelves are carrying ver little goods, bought at the high figures. Losses have undoubtedly been taken on the declining market, but they were taken at the outset. When a certain article dropped in price, then stocks held in the stores were reduced in line with replacement costs, even though by so doing the merchant took a loss of money on his goods.

"We have always made it a point to re-mark goods, in line with the cost of replacement," stated Mr. Hood, of Hood & Benallick, to Canadian Grocer. "For instance a couple of weeks ago, a certain brand of marmalade was reduced in price. At that time we had about one and one half barrels of four pound tins. Our price on this line was eighty-five cents a tin, but just as soon as we found out about the new lower prices, we immediately reduced our selling price to sixty-nine cents. It has been moving out at that price quite satisfactorily and we expect it will be cleaned up by the time our new stock arrives, bought at the lower rate."

Increasing Sales of Pickles

Last fall, Hood & Benallick purchased one hundred cases of twenty-four tins each, of a certain brand of pickles. These pickles were purchased on the new price basis which enabled Hood & Benallick to sell at a lower figure than previously. Window and interior displays were arranged, and all hands were instructed to talk pickles. The result has been that at the present time the entire purchase of 2,400 tins with the exception of fifteen cases have gone into consumption.

About three weeks ago, this same firm made a purchase of twenty-five cases of canned peaches. When the shipment arrived, practically the whole of the purchase was placed on display in the window, and at different locations in the store. A can was opened and dumped into a glass jar, placed on the counter and customers invited to taste. To-day these peaches are nearly all sold and in another week, Hood & Benallick does not expect to have a tin in the store.

A Nice Profit on This Sale

A little farther down the same street is located the retail grocery firm of Jackson Bros. Here again aggressive salesmanship was in evidence. A week ago this firm made a special drive on shelled walnuts and managed to clear up seven cases on Friday and Saturday. These walnuts were bought at forty-three cents per pound and sold for sixty-three cents, which showed a nice profit for the two days' selling campaign.

Last week Jackson Bros. made a drive on a certain brand of canned soup, and on Saturday alone passed over the counter 180 tins. The cash register rang up a profit of twenty-five per cent. on the investment. When a Canadian Grocer representative was in the store, Jackson Bros. were preparing to stimulate sales on maple syrup and pancake flour. Near the front entrance was a splendid display of maple syrup in bottles and various brands of pancake flour, and to judge by the interest taken in the display by customers entering the store the extra effort will be worth while.

150 lbs. Macaroni in 2 Weeks

Entering the store of Todd Bros., just across the street from the two firms above, the Canadian Grocer representative noticed a large glass punch bowl on the counter filled with shell macaroni. Upon inquiry he was informed that they managed to dispose of a barrel containing around 150 pounds in about two weeks, besides several cases of packages to customers who preferred macaroni in stick form. A short time ago Todd Bros. put in a window display of tea and by aggressive salesmanship placed in the homes of Guelph upwards of one thousand pounds during a period of one week.

What Display Will Do

Leaving the main business street, Canadian Grocer man strolled through the residential district and dropped into the store of C. C. Borden. Mr. Borden and his staff were busy but managed to spare time to tell about how he increased his sale on tomato catsup from five cases for the season to ten cases a month, simply by display and talking quality. Business with Mr. Borden has been entirely satisfactory, although collections are a little slow, but not so slow as to cause worry. The volume of business has been steadily increasing with the result that Mr. Borden is making plans to add considerable equipment to the store, thereby augmenting the service to customers and the efficiency of the staff.

Situated also in a residential district, but in the opposite direction to that of the Borden store, is located E. J. Drake. Mr. Drake is secretary of the Guelph Retail Grocers' Association. Here again was evidence of progressive business Mr. Drake stated that sales for last December were ahead of the same

(Continued on Page 23)

Better to Take a Loss Than to Keep The Goods on The Shelf

J. E. Beaton, Simcoe Street, Oshawa, Ont., Is Quick to Take Losses on Declining Market And Has Found it Pays in the Long Run—Disposes of Ten Cases of Canned Lobsters Through Window Display and Selling Effort

A REPRESENTATIVE calling on grocers in the town of Oshawa, Ont., the other day, found merchants enjoying particularly good business, with a report of very little unemployment. The automobile industry, which is the mainstay of the town, is working full time, and grocers generally are benefiting by the activity. Discussing the question of the necessity of the retailer getting his stock down to the basis of selling at replacement values, with several merchants, it was learned that very little stock bought at high prices is now on the shelves of Oshawa grocers.

Pretty Well Cleaned Up

"The only method to pursue is to get rid of this stock that we bought at prices higher than are at present quoted," remarked J. E. Beaton, grocer, Simcoe Street, Oshawa. "We are pretty well cleaned up on high-priced stuff now, and practically all our goods at present in stock, have been bought at the lower quotations that are prevailing today. We have followed this policy right from the first, and have found that it has been the most profitable in the long run. We have had to take losses of course, but getting rid of the high priced goods was our main object and in doing this, certain losses were inevitable."

Loss of $2 Per Case

Speaking of special instances where he had disposed of lines at a figure under that which he had paid for them, he cited the sale of a ten case lot of canned lobsters. "I sold them at a loss of $2 per case," he told the representative of Canadian Grocer. "But the point is that I have them off my shelves, and I am able to re-purchase at the present market value, and sell at a reasonable profit. I never would have been able to sell them at the high figure that I would have had to ask for them, calculated on the price that I had bought them at. They would have been on the shelves yet, and it was much better that I should take the loss at once, rather than carry them along for an indefinite period, in the hope that I would realize some profit on them."

In making a quick turn-over of these canned lobsters, Mr. Beaton made a window display of them, and ticketed them at a special price. He did not dispose of them all at the one time but by showing them at the week-end, on two or three occasions, he was able to sell the entire lot.

Selling Off the Jams

Like most grocers, in the readjustment of grocery values, Mr. Beaton was caught with high-priced jams, that had to be sold at a loss. He still had some of these jams on the occasion of the visit of the Canadian Grocer representative. He stated that he was going to make a window display of five cases of a certain high-grade brand, and was going to offer them at a greatly reduced figure, compared with what he had paid for them. "Outside of these jams, however, there is very little stock in this store, that represents old lines bought before prices began to decline," Mr. Beaton added. "We keep pretty close watch on our merchandise, and endeavor to turn it over within a reasonable time from the day of its arrival. Of course when markets first began to decline, we had certain supplies on hand that declined so rapidly for a time that it was impossible to sell at a profit on the basis of the original cost price. Consequently on these lines we had to take a loss, and they have for the most part been cleaned up."

Follows Plan of Reducing Prices In Line With Market Quotations

Puckett Bros. and Scilly, King Street Oshawa, Ont., Believe In A Quick Turnover And At Present Have Little Stock On Shelves Bought At High Levels

SELLING goods on the basis of replacement values, has been the policy of Puckett Bros. & Scilly, King Street, Oshawa, Ont., in instances where they were found with goods on hand that could be re-purchased at less than the figures at which they had been invoiced to them. "We have followed that plan pretty closely," Mr. Puckett Sr. told a representative of Canadian Grocer. I would say that there is very little stock on our shelves at the present time that has not been bought at the lower levels now ruling. With the exception of certain jams, I think I might say that this is pretty generally the case. We have still some jams that were bought at prices higher than what it would cost to replace them. These we are going to offer in the next week or so, at a price consistent with present purchase values, and we hope to dispose of them all.

Help of Window Display

"We will make a window display of them at an early date, and at the figure at which we will offer them they should find a ready appeal with the public. They are jams of a high-grade quality, and at this special price represent exceptional value."

Puckett Bros. & Scilly do not believe in keeping goods that might qualify for the category of shelf-warmers. For this reason they were quick to accept the inevitable when prices commenced to decline, and sold high priced stock off at a loss rather than carry it along, in the hope of getting their profit. First losses were not so great, and Mr. Puckett stated that he believed in meeting the changed conditions at once, they had avoided heavier losses later.

Display Tables in Store

In this store the importance of displaying goods to the best possible advantage is not overlooked. In addition to changing the windows frequently, making a feature of special lines in them, from time to time, display tables down the centre of the store, are used. Lines that are not moving as quickly as the management believes they should, are moved to this table, and a price card put on them. The customer entering the store cannot fail to see them. At the time of the visit of the Canadian Grocer representative, this firm was showing a certain brand of canned fish, that had been selling very slowly. Piled high on this table, with a price of 20 cents per tin, these tins met the eye when one entered the store. They are selling better than previously to their being placed on display, Mr. Puckett stated, and he hoped to clean them up at this figure. The price did not represent a reasonable profit, but rather than have them unsold on the shelves, the firm preferred to sacrifice them.

A Quick Turn-over Essential

A quick turn-over of merchandise is essential to the successful carying on of business these days, according to Mr. Puckett, and an effort is made in this store, to keep all stock moving, holding it no longer than, it is felt, is a reasonable time to dispose of it.

JANUARY CUSTOMS SHOW INCREASE OVER 1921

Customs and excise revenue collected through the Port of Toronto during the month of January shows an increase of almost $100,000 over the same month of 1921. The following figures were issued last night by Collector Bertram:

	1921.	1922.
Customs	$2,221,122	$2,303,955
Excise	979,846	989,281
Total	$3,200,968	$3,293,236

"A Smaller Margin of Profit And A Bigger Turnover Builds Up Business"

Such is The Opinion of J. A. Hewson, Grocer, in Montreal, Who Aims to Sell in Quantity Lots at a Special Price, Claiming Larger Sales Mean Greater Consumption—Credits Growing Business to This Policy

MONTREAL—"I have no particular special sales in my store," said J. A. Hewson, proprietor of the High-Class Grocery, 871 St. Catherine St. West, Montreal, in reply to a question put by a Canadian Grocer representative recently. "Every article in my store is always on a special sale. Cutting prices! Yes, I am always cutting prices with the idea of getting an increased turn-over and it pays. I work on the smallest margin of profit possible.

Getting the Volume

"My chief aim in the grocery business, as is the aim of every other grocer, is to make money but after a careful study of conditions I have come to the conclusion that the way to make it is not to hold up the prices and demand such and such a margin or, as is often the case, as much as the people will pay, but to go after the turn-over and get the volume of business. In the past six months I have found that this policy is justified by the results.

Practice Proves the Policy

"I took over this store in May last when it was a losing proposition. My banker, my friends and even my brother thought it was a mistake, particularly since I had had little experience in this line. I had an idea that good business in this particular store was not impossible, that it only needed a kick to wake it up, and a continuous push behind it to keep it going, once it got on its feet. I think I was right. The kick I gave it was to keep my prices just as low as possible and balance up the smaller margin by an increased turn-over. At that time I had an objective in my mind which I thought would be satisfactory, but already we have passed it.

Getting Bigger Sales

"My chief method of getting bigger sales is to sell in larger quantities by making a better price on quantity lots. For instance I always sell three cans of thirty-five cent lines for a dollar, and six tins of soup at a saving of five or ten cents to the customer. This plan I carry throughout the business. My idea is always to sell two or three of the article where otherwise I would be only selling one. It does not take any more effort. It means a willingness to cut off a little profit and the mere mentioning of the special offer to the customer.

A Bigger Consumption

"The final result is that the customers use more of these lines and they are pleased with the prices offered by the store and their regular business is assured. When a woman has six cans of corn on her shelf she is going to use it oftener than if she only had one there. The same principle applies to all lines and it certainly increases the demand. The practice pays in every light. When I can sell canned goods three times as quickly as before, I can demand a better price myself, both on account of the fact that I buy a bigger quantity, and because I have the cash to pay for them. Any man would rather sell six cases of a line with a profit of two dollars a case than two cases with a profit of three dollars a case, and that is the principle on which I cut my prices down as low as possible."

Making A Feature Of Lemons As A "Flu" Preventive

Montreal.—Some local merchants are using the scare cry of the "Flu" as grist for their mill. Advertising, in many lines, features preventives for this disease which the newspapers would have the public believe is threatening the country again. One wholesale fruit merchant in this city last week sent out cards to all his customers which contains a warning and advice copied from a New York paper.

The card reads:—

"Flu Spreads Rapidly"

"The New York . . . . under date of Feb. 2 reports that the "Flu" epidemic is now gaining at the rate of 250 cases per day. The same paper gives New York Health Commissioner Copeland's preventive as well as cure—LEMONS—lots of hot lemonade."

This is just a hint to the retail merchants to feature lemons as a cure and preventive of influenza and it may be a timely hint too. If there is any merit in the prescription and the retailers feature it as such, it will certainly mean an increase in the sale of lemons. It is at least worth while trying.

WHY TRADE IS GOOD WITH THESE GROCERS

(Cont. from page 21)

month in 1920, and attributes this increase to the fact that they have been going after business with more vim than for some time.

Re-marking Stock The Secret

"One thing that has helped business with us, is the fact that we have always been careful to re-mark our stock at the basis of present values," remarked Mr. Drake. "We have found that customers will buy when they are given to understand prices are down. Only recently we were obliged to lower the price on——— brand of pork and beans. When the wholesale price is on this line dropped we had several cases, so when the new shipment arrived, we simply lowered the price in conformity with the new prices. The lower price too, seems to have helped the sales and they are moving off faster than they have been for some time."

The above are just a few examples of what retail grocers of Guelph are doing to keep business on an even keel. A great deal more could be said but at the present writing space will not permit.

Province-Wide Protest Against New Tax in B. C.

Victoria, B.C., Feb. 6.—The most enthusiastic and representative meeting of retailers was held in Victoria that the capital has ever seen. The prime purpose of the gathering was to protest against the governmental delay in the killing of the personal property tax that was promised by the government. Then on the 18th a similar meeting was convened in Nanaimo with an equally enthusiastic attendance.

The retail merchants are now planning a gigantic Province-wide meeting of protest against the continuance of this property tax legislation on the statutes. This meeting will, in all probability assume almost the proportions of an emergency convention.

There is no doubt that some of the cabinet ministers did promise the merchants that the personal property tax would be eliminated from the statutes. What makes it more urgent that this method of taxation be discontinued is the fact that as many merchants have been unable to make a profit that will yield a substantial impost, the personal property tax will, unless cancelled meantime, be applied in taxing the retailers for their 1921 business.

Will Again Manufacture The Lindner Jams

J. F. Lindner has taken over the business of Lindner Ltd., jam manufacturers at Brampton, Ont., and is at present carying on the business in his own name. Mr. Lindner however told a representative of Canadian Grocer this week, that the company was being reorganized, and it is hoped to secure a new charter in the course of a couple of weeks. A portion of the fruit pulps has been disposed of, and the balance is being manufactured by J. F. Lindner, the full lines as formerly made by Lindners Ltd., being again placed on the market.

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MONTREAL TORONTO WINNIPEG VANCOUVER

Vol. XXXVI FEBRUARY 10, 1922 No. 6

Our Price Number

IN THIS issue is published a list of proprietary lines of goods and allied products. The object in publishing such a list is to assist merchants in making extentions on the yearly inventory. Prices have been fluctuating considerably during the past year, and no doubt some merchants have still goods on their shelves bought at higher prices than those now prevailing. A study of the lists found in this issue will enable merchants to place an accurate market value upon their stocks

Where Organization Counts

IN THE city of Guelph, Ont., there are fifty-five retail grocers to supply the necessities of life to its seventeen thousand, nine hundred inhabitants. Divided equally this means that each store has the responsibility of feeding three hundred and twenty-five persons every day in the year. Judging by business conditions and the splendid showing in volume of sales among the grocers as set forth in another article in this issue, each individual grocer is apparently getting his share of the trade.

What is the reason of this? Is the answer found in the fact that out of fifty-five merchants, ninety per cent. of them are members of the local Retail Grocers' Association? Organization is a great stimulus to business. Its tentacles reach out in all directions, assisting merchants both large and small, drawing them closer together in the bonds of friendship, permitting of a free discussion on all questions in the trade, which ultimately leads to a better business community, less friction, a greater volume of sales, and more happiness for all concerned.

Adulterated Butter

THE FACT that several grocers in an Eastern Ontario town were innocently guilty of selling adulterated butter recently, and were fined up to fifty dollars for so doing, sounds a note of warning to grocers all over the country. Merchants cannot be too careful in making discrimination as to the persons from whom they buy their butter supplies. Vendors representing themselves to be farmers or agents for farmers, calling on unsuspecting grocers, are very often nothing more than fraudulent individuals seeking to unload produce or other food commodities, knowing the same to be below standard.

The grocers in this instance bought the butter believing it to be fully up to the requirements of the law. The purchase was made from a woman, who, unfortunately, was unknown to the merchants. The inspector took a portion of the butter and forwarded it to Ottawa to be tested. The report came back that it showed adulteration, whereupon fines were imposed. No redress is possible for the retailer. He must bear the brunt of the whole affair and suffer the ignominy of a fine.

The merchant's only safeguard in a case of this kind is to buy no butter that is not stamped with the name and address of the maker. On this occasion there was no mark or writing of any kind to indicate the one responsible for its manufacture, and likewise its adulteration. The law demands the name on the wrapper and the grocer should not accept it unless it is there.

Courses For Retail Clerks

COURSES FOR retail clerks are being held in different parts of the country, and salespeople, both men and women, in large numbers, are taking advantage of them. The importance of an intelligent training of the man or woman behind the counter cannot be over-estimated. Much of the success of the campaign to introduce any commodity, according to the head of a large departmental store, depends on the retail selling effort behind it, whether it be the retailer himself or his staff. If the store salesmen or saleswomen are ignorant and untrained, it is quite hopeless to expect good results, he says.

Everyone knows that sales resistance is greater to-day, and has been for over a year, than it has been for years. It is necessary to increase sales pressure. Otherwise the sales volume will dwindle. Salesmanship was, for a time, a neglected game. It is not, or rather, should not be neglected at the present time. But like all other games it needs constant practice to become proficient.

Special training is one way through which this standard of proficiency is reached, and it is with this object in view, that these special courses for retail clerks have been arranged. These courses include lectures on merchandise, embracing instruction on selling goods of almost every description. They are invaluable aids for the retail clerk and should be taken advantage of where it is possible to do so.

Frequency of Hold-ups

FEW WEEKS pass without one or two reports of a grocers or butcher's shop robbed or attempted to be robbed, particularly in the city of Montreal. Many of the cases have been robbery with violence, and bear the marks of amateur work with the daring of desperation. Only this week a grocer was held up and shot twice, a thing that no experienced crook would do for the comparatively small gain, even should his enterprise be successful. The conclusion is that these hold-ups are for the most part the work of men new to the game and dangerous on account of the heedless way they execute the crime.

Precaution is the only guarantee. Recently a grocer was held up in his store and narrowly missed being shot for the sake of three dollars. If it is desperation that drives these amateur hold-up men to the use of a gun, they are all the more dangerous. A grocer alone in his store can be well advised to keep his eye on strangers and be careful not to let them find his back turned, the trick worked in almost every one of the recent cases.

Quotations on Proprietary Articles

Below Are Given Prices to the Retail Trade on Branded Lines of Food And Allied Products. Retailers Will Bear In Mind There Is A Difference in Prices At Points Distant From Provinces of Manufacture, Due to Transportation Costs. Quotations Listed Are Generally Marked F.O.B. Certain Shipping Points, But Those Prices Not Noted Are Effective in Quebec and Ontario as Far West as Fort William

BUTTERS

MEADOW SWEET CHEESE MFG. CO., MONTREAL

Meadow-Sweet Cocoanut Butter

	Per lb.
80-lb. tin pail	0 15½
30-lb. tin pail	0 16
15-lb. tin pail, 6 to cr.	0 16½
5-lb. tin pail, 18 to cr.	0 18
2½lb. tin pail, 24 to cr.	0 18
	Per doz.
1-lb. tin pail, 36 to cr.	2 65

Meadow-Sweet Chocolate Butter

	Per lb.
80-lb. tin pail	0 14½
30-lb. tin pail	0 15
15-lb. tin pail, 6 to cr.	0 15½
5-lb. tin pail, 18 to cr.	0 17
2½ lb. tin pail, 24 to cr.	0 17
	Per doz.
1-lb. tin pail, 36 to cr.	2 50

Meadow-Sweet Cream Sugar, (Maple Butter) Bananas, Cherry, Strawberry Flavor, Pine Apple, Etc.

	Per lb.
80-lb. tin pail	0 14½
30-lb. tin pail	0 15
15-lb. tin pail, 6 to cr.	0 15½
5-lb tin pail, 18 to cr.	0 17
2½lb. tin pail, 24 to cr.	0 17
	Per doz.
1-lb. tin pail, 36 to cr.	2 50

BUTTER COLOR

CHR. HANSEN'S CANADIAN LABORATORY, TORONTO

Cheese Color Tablets

	Per doz.
12 tablets in pkg.	2 88

Danish Butter Color

4-oz. bottle	2 40
1-oz. bottle	1 25

BAKING POWDER

E. W. GILLETT CO. LTD. TORONTO, ONT.

Magic Baking Powder

Cases, 6 doz. 2-oz.	5 80
Cases, 4 doz. 4-oz.	5 30
Cases, 4 doz. 6-oz.	7 05
Cases, 4 doz. 8-oz.	8 40
Cases, 4 doz. 12-oz.	11 30
Cases, 2 doz. 12-oz.	5 85
Cases, 4 doz. 1-lb.	14 35
Cases, 2 doz. 1-lb.	7 35
Cases, 1 doz. 2½-lb.	9 10
Cases, ½ doz. 5-lb.	8 10
Asst'd case, 2 doz. 6-oz.	10 35
Ast'd case, 1 doz. 12-oz.	10 35
Asst'd case 1 doz. 1-lb.	10 35

Imperial Baking Powder

Cases, 4 doz. 10c.	6 20
Cases, 3 doz. 6-oz.	8 25
Cases, 1 doz. 12-oz.	5 00
Cases, 3 doz. 12-oz.	14 70
Cases, ½ doz. 2½-lb.	7 00
Cases, ½ doz. 5-lb.	13 55

BAKING POWDER

CODVILLE COMPANY, LTD., WINNIPEG, MAN.

Gold Standard Baking Powder	
6 oz.	1 30
8 oz.	1 70
12 oz.	2 20
16 oz.	2 40
2½ lb.	5 75
5 lb.	9 50

BIRD SEED

BIRDLAND, LONDON, ONT.

Cottom Bird Bread

Cases 30 pkgs.	4 80

Cottom Canary Comfort

Cases, 30 pkgs.	5 00

Cottom Bird Dread

Per doz. pkts.	1 25

BEEF EXTRACT

OXO LIMITED, MONTREAL

Oxo Cubes

	Per doz. tins
4s (12c size)	1 10
10s (30c size)	2 75
50s	12 50
100s	24 50

Oxo (In Bottles)

	Per doz.
1-oz. bottles,	2 00
2-oz. bottles	3 75
4-oz. bottles,	7 00
8-oz. bottles,	12.50
16-oz. bottles	24.50

Oxo Cordial

6-oz. bottles	4 25
20-oz. bottles	10 00

Lemco

1-oz. bottles	2 65
2-oz. bottles	4 75
4-oz. bottles	8 75
8-oz. bottles	16 75
16-oz. bottles	31 00

WM. DAVIES CO. LTD., TORONTO, ONT.

Nutri-Ox Beef Cordial

Cases 12-16 oz. per case	11 00
Cases 12-20 oz. per case	13 75

BROOMS

WALTER WOODS, LIMITED, HAMILTON, ONT.

Standard Brand

	Per doz.
No. 100	5 50
No. 200	5 75
No. 300	6 00
Special	4 80

Star Brand

C	6 50
7s	7 00
8s	7 75
Extras	8 00
Canada	7 50
Beaver	9 00
Tiger	10 00
E X 5	10 50

Railway

No. 10	6 00
No. 10, W	7 00
No. 11, W B	8 00

Curling

XXX	8 00
XX	9 00
70 K	9 00
Extra	9 50

CANNED VEGETABLES (Imported)

McLAREN WRIGHT LTD., TORONTO, ONT.

"Le Soleil" Peas & Vegetables

Packed in Belgium

	Per case
Peas, Moyen Gross, 100 tins to case	15 00
Peas, Moyen Gross, No. 2, 100 tins to case	18 00
Peas, Mi Fin, 100 tins to case	21 00
Peas, Fin, 100 tins case	23 00
Peas, Tres Fin, 100 tins	25 00
Peas, Extra Fin, 100 tins	28 00
Peas, Tres Fin, with onions, 100 tins	29 00
Macedoines, 100 tins	19 00
Haricot Verts Princesses Fin, 100 tins	21 00
Haricot Vert Moyen, 100 tins to case	18 00
Cauliflower, 100 tins	20 00
Flageolets Ex., 100 tins	30 00

CANNED VEGETABLES

Simcoe Brand: f.o.b. Montreal.

Asparagus Tips—	
Fancy	4 25
Asparagus Cuttings—	
Fancy 2 1-2s	2 25
Mammoth Green Tips, 1-lb. tins square—	
Fancy	5 00
Beans Golden Wax—	
Fancy 2s	2 25
Choice 2s	2 05
Standard 2s	2 00
Lima Beans—	
Fancy 2s	2 00
Beans Refugee—	
Fancy 2s	2 25
Choice 2s	2 05
Standard 2s	2 00
Beets sliced—	
Fancy 2s	2 00
Beets whole—	
Fancy 2s	2 00
Cabbage—	
Fancy 2 1-2s	1 75
Choice 2 1-2s	1 70
Carrots sliced—	
Fancy 2s	1 75
Carrots baby—	
Fancy 2s	2 25
Cauliflower—	
Fancy 2s	2 10
Choice 2s	2 05
Corn—	
Fancy 2s	1 65
Choice 2s	1 50
Standard 2s	1 45
Peas extra fine—	
Fancy 2s	3 25
Peas early June grade 3 -	
Fancy 2s	2 12½
Choice	2 02½
Standard grade 4 -	
Fancy 2s	1 87½
Standard 2s	1 82½
Pumpkin —	
Choice 2s	1 40
Choice 2 1-2s	1 60
Choice Gallon	5 00
Spinach, table—	
Choice 2s	2 25
Squash—	
Choice 2 1-2s	1 80
Standard 2 1-2s	1 75
Succotash —	
Standard 2s	1 45
Tomatoes—	
Choice 2s	1 45
Choice 2 1-2s	1 85
Standard 2 1-2s	1 80
Choice Gallon	6 25
Choice 2 1-2s	1 45

CANNED FISH

King Oscar Sardines

100, ¼-lb. tins to case	15 00

Curtis Kippered Sardines

Per case	3 40
Filets	4 20

Curtis Tuna Fish

Light meat, ¼s	1 80
Light meat, ½s	2 90
Light meat, 1s	5 25
White meat, ¼s	2 40
White meat, ½s	3 70
White meat, 1s	6 90

Shrimps Canned Florida Brand

	Per doz.
No. 1 tins	2 90

Canned Lobsters, Daisy Brand

¼s	2 85
½s	4 20
1s	8 00

Norwegian Sardines

Packed by Stavanger Canning Co., Stavanger, Norway

	Per case
"Three Star" Brand, 100 tins to case	13 50
Jockey Brand, 100 tins	8 00
Canoe Brand, 100 tins	7 00

Shippam's English Meats and Fish Pastes in Glass

Per dozen	2 90
Borgen brand sardines, Lily brand chicken haddie, per case 100	13 00
Do., 48-I's	10 00 and 10 50
Maple Leaf Brand Flake Cod Fish, 48-I's	10 00 and 10 50
Maconchie's Herrings in tomato sauce, ½ tins	1 40
1s	2 35
Maronchie's Kippered Herrings, ½ tins	1 65
1s tins	2 35
Maronchie's Fish Plates, Tall tins	1 30

CANNED FISH

CONNOR BROS., BLACK'S HARBOR, N.S.

Prices f.o.b. Montreal

Brunswick Brand—	
Sardines, per case, 100s	4 75
Herrings, cases 48 1-lb. tins	6 75

W. G. PATRICK CO. LTD., TORONTO, ONT. (f.o.b. Toronto)

Crossed Fish Sardines, per case	15.00

CANNED MEATS

W. CLARK, LTD., MONTREAL, QUE.

Clark's Sliced Smoked Beef—	
Tins, ½s, per doz.	3 95
Tins, 1s, per doz.	5 90
Tins, 4s, per doz.	40 00

Spaghetti

Clark's Spaghetti with Tomato Sauce and Cheese—
½s, per doz. 1 40
1s, per doz. 2 20
3s, per doz. 3 90

Pates

Clark's Tongue, Ham and Veal Pates, ½s, per doz. 1 90
Clark's Smoked Sausage, Vienna Style, ½s, per doz. 2 40
Clark's Ham and Veal Pates, per doz. 1 90
Clark's Pate de Foie—
¼s, per doz. 90
½s, per doz. 1 40
Clark's Corned Beef—
Rd. Cans, ½s, per doz. 1 90
Sq. Cans, 1s, per doz.. 3 35
Sq. Cans, 1s, per doz.. 3 30
Sq. Cans, 2s, per doz.. 6 90
Sq. Cans, 6s, per doz.. 22 50
Clark's Lunch Ham—
Sq. Cans, 1s, per doz.. 3 90
Sq. Cans, 2s, per doz.. 7 40
Clark's English Brawn—
Rd. Cans, ½s, per doz. 1 90
Sq. Cans, 1s, per doz.. 3 40
Sq. Cans, 2s, per doz.. 6 90
Clark's Boneless Pigs' Feet—
Rd. Cans, ½s, per doz. 1 90
Sq. Cans, 1s, per doz.. 3 40
Sq. Cans, 2s, per doz.. 6 90
Clark's Ready Lunch Veal Loaf—
½s, per doz. 1 90
1s, per doz. 3 75
Clark's Ready Lunch Beef Ham Loaf—
½s, per doz. 1 90
1s, per doz. 3 75
Clark's Ready Lunch Beef Loaf—
½s, per doz. 1 90
1s, per doz. 3 75
Clark's Ready Lunch Asst. Loaves—
½s, per doz. 1 90
1s, per doz. 3 75
Clark's Roast Beef—
½s, per doz. 1 90
1s, per doz. 3 35
2s, per doz. 6 90
Sq. Cans, 6s, per doz.. 22 50
Clark's Boiled Beef—
1s, per doz. 3 35
2s, per doz. 6 90
Sq. Cans, 6s, per doz.. 22 50
Clark's Roast Mutton—
1s, per doz. 3 35
2s, per doz. 6 90
Sq. Cans, 6s, per doz.. 22 50
Clark's Boiled Mutton—
1s, per doz. 3 35
2s, per doz. 6 90
Sq. Cans, 6s, per doz.. 22 50
Clark's Cooked Tripe—
1s, per doz. 2 90
2s, per doz. 4 90
Clark's Stewed Ox Tail—
2s, per doz. 4 90
Clark's Stewed Kidney—
2s, per doz. 4 90
2s, per doz. 9 45
Clark's Minced Collops—
½s, per doz. 1 90
1s, per doz. 3 40
2s, per doz. 5 90
Clark's Sausage Meat—
1s, per doz. 3 90
2s, per doz. 8 40
Clark's Corned Beef Hash—
½s, per doz. 1 75
1s, per doz. 2 90
2s, per doz. 4 45
Clark's Beef Steak and Onions—
½s, per doz. 1 90
1s, per doz. 3 40
2s, per doz. 6 90
Clark's Ox Tongue—
Tins, ½s, per doz. .. 4 90
Tins, 1s, per doz. 10 90
Tins, 1½s, per doz. .. 16 80
Tins, 2s, per doz. 22 90
Clark's Lunch Tongue—
Tins, ½s, per doz. .. 3 40
Tins, 1s, per doz. 6 90
Tins, 2s, per doz. 13 40
Clark's Jellied Hocks—
2s, per doz. 7 45
6s, per doz. 25 00
Clark's Irish Stew—
1s, per doz. 2 75
2s, per doz. 5 45
Clark's Cambridge Sausage—
1s, per doz. 3 90
2s, per doz. 7 40
Clark's Boneless Chicken—
½s, per doz. 7 40
1s, per doz. 12 50
Clark's Beef Suet—
1s, per doz. 3 40
2s, per doz. 6 70

"Inglass" Brand

Clark's Ox Tongue—
Inglass, 1½s, per doz. 17 90
Inglass, 2s, per doz... 26 80
Clarks Lunch Tongue—
Inglass, 1s, per doz... 10 90
Clark's Sliced Smoked Beef—
Inglass, ¼s, per doz.. 2 45
Inglass, ½s, per doz.. 4 40
Inglass, 1s, per doz... 6 40
Clark's Mincemeat Perfect Seal Jars—
21 oz., per doz. 4 80
Clark's Potted Chicken—
Inglass, ¼s, per doz.. 2 40
Clark's Potted Ham—
Inglass, ¼s, per doz.. 2 40

LIBBY McNEIL & LIBBY
TORONTO AND CHATHAM
Prices f. o. b. Toronto

Pork and Beans

With Tomato Sauce No. 2 tins, 3 dozen in case, doz. $1.60

The cost of transportation naturally makes quite a difference in prices at various points. The quotations listed are generally for delivery at manufacturing centers and are so quoted at the beginning of the list. Prices, however, which are not noted as such, are effective in Quebec and Ontario as far west as Fort William.

CATSUP AND SAUCES
REYNOLDS, MOORE & BENTZ, LTD.,
WINNIPEG, MAN.
Prices f.o.b. Winnipeg

Per case
Tip Top Sauce, 2 doz. to case 4 50
Worcester Sauce, club, 2 doz. to case 4 60
Worcester, Glass Gallons, 6 to case 7 50
Worcester, No. 10 cans, 6 to case 6 00
Vegetable Chutney, 1 doz. to case 4 00

Catsup

Per case
10-oz. Bottle, 2 doz. to case 4 50
16-oz. Bottle, 2 doz. to case 4 90

W. CLARK, LTD.,
MONTREAL, QUE.
Prices f.o.b. Montreal

Clark's Tomato Ketchup—
9 oz., per doz. 1 90
12 oz., per doz. 2 75
Clark's Chili Sauce, 10 oz., per doz. 3 25

LIBBY, McNEIL & LIBBY,
TORONTO and CHATHAM
Prices f.o.b. Toronto

Tomato Catchup (mild)—
No. 12, 12 oz. cases 2, 36, per doz. 2 80

W. CLARK, LIMITED
MONTREAL, QUE.
Prices f. o. b. Montreal

Per Doz.
Clark's Plain Sauce (Pink Labels) Ind. .... .90
Clark's Plain Sauce (Pink Labels) 1s, ... $1.20
Clark's Plain Sauce (Pink Labels) 1½s 1.60
Clark's Plain Sauce (Pink Labels) 2s, ... 1.70
Clark's Plain Sauce (Pink Labels) 3s, ... 2.45
Clark's Plain Sauce (Pink Labels) 6s, ... 10.50
Clark's Chili Sauce Red and Gold Labels, Ind. .. .90
Clark's Chili Sauce Red and Gold Labels, 1s, ... 1.20
Clark's Chili Sauce, Red and Gold Labels, 1½s, 1.60
Clark's Chili Sauce, Red and Gold Labels, 2s, .. 1.70
Clark's Chili Sauce, Red and Gold Labels, 3s, .. 2.45
Clark's Tomato Sauce (Blue Labels) Ind., ... .90
Clark's Tomato Sauce, (Blue Labels) 1s 1.20
Clark's Tomato Sauce, (Blue Labels) 1½s 1.60
Clark's Tomato Sauce (Blue Labels) 2s 1.70
Clark's Tomato Sauce (Blue Labels) 3s, ... 2.45
Clark's Tomato Sauce (Blue Labels) 6s, ... 10.50

CATSUP

E. D. SMITH & SON, LTD.,
WINONA, ONTARIO

E. D. S. Tomato Catsup

Per doz.
Gallons 9 50
2's tins 2 25
Pints 3 60
12 oz. 2 75
8 oz. 1 85
Imp. G. Jugs 1 70

Ben Hur Brand Catsup

Gallons 7 50
2's tins 1 80
Pints 2 35
12 oz. 2 25
8 oz. 1 60
Quarts 2 45
10 gal. kegs, imp. gal. ea. 0 60
Kegs extra,returnable, ea. 3 00

WM. DAVIES CO. LTD.
TORONTO, ONT.

Gold Band Catsup

Per doz.
8 oz. bot. 2 doz. to ase.. 1 75
2 oz. bot., 2 doz. to case 2 50

Peerless Brand Catsup

8 oz. bots. 3 doz. to case 1 45
12 oz. bot. 2 doz. to case 2 50
24 oz. bots., 1 doz. to case 3 25

Homade Brand Catsup

8 oz. bots. 3 doz. to case 1 35
12 oz. bots., 2 doz. to case 2 25
24 oz. bots., 1 doz. to case 3 00

Worcestershire Sauce

6 oz. round bots., 4 doz. to case 1 90
1 gal. jugs, 6 to crate .. 1 90

T. A. SNIDER LIMITED
CINCINNATI, OHIO

Tomato Catsup, 13 oz. bottles 3 60
Chile Sauce, 8 oz. bots. 3 60
Oyster Cocktail Sauce, 16 oz. 5 75

T. UPTON CO. LTD. HAMILTON, ONT.

Tuco Brand Tomato Catsup

8 oz., 2 doz. in case 1 40
8 oz., 15 doz. in barrel .. 1 35
Pints, 2 doz in case .. 2 30
Pints, 8 doz. in barrel .. 2 25
Quarts, 1 doz. in case .. 2 75
Quarts, 5 doz. in barrel . 2 70
Gals., 8 jugs in bbl., ea. 1 25
Kegs, contain 10 gals. per gal. 1 15

BISHOP & PRINGLE, OWEN SOUND, ONT.

Queen Quality Brand

Catsup, 8 oz. bots., ... 2 90
Worcestershire Sause, 6

SAUCES

S. H. WHYTE MFG. CO., LTD.,
WINNIPEG, MAN.
Prices f.o.b. Winnipeg

Rayner's K.C. brand, manufactured by Rayner & Co., Ltd., London, England.

Per doz.
K.C. Potted Meat or Fish Paste, 2½ oz. net ... 2 30
K.C. Genuine Indian Chutney, 10 oz. net .. 6 90
K.C. Preserved China Ginger (glass jars), 10 oz. net 7 95
K.C. Essence of Gravy Browning, ¼ pts. reputed 2 70
K.C. Sweet Mixed Pickles, 10 oz. net .. 4 65
K.C. Essence of Anchovy, ¼ pts. reputed 2 95
K.C. Olive Oil in bottles, ½ pts. reputed.. 5 52
K.C. Essence of Rennet, ¼ pts. reputed 2 45
K.C. Fruit Relish, 8 oz.. 3 85
K.C. Tomato Flavor Sauce, 8 oz. 4 05
K.C. Worcester Sauce, ½ pts. reputed 3 25

SAUCES

W. G. PATRICK CO. LTD.,
TORONTO, ONT.

H P. Sauce cases 3 doz. per doz. 3.75
(Delivered)

HOLBROOKS LIMITED
TORONTO, ONT.
(Prices f.o.b. Toronto)

Holbrooks Worcestershire

Sauce, small bottles, per doz.. .. .. 3.00
Med. bottles, doz.... 4.80
large bottles, dozen... 10.40

CANNED MEATS

WM. DAVIES CO. LTD.,
TORONTO

Per doz.
Corned Beef, 1s 3 00
Corned Beef, 2's 5 00
Corned Beef, 6's 18 00
Roast Beef, 1's 3 75
Roast Beef, 2's 5 00
Corned Beef Luncheon .. 2 50
Beef Steak and onions .. 5 00
Beef Steak & onions .. 5 00
Lunch Tongue, ½'s 3 00
Lunch Tongue, 1's 5 50
Cambridge Sausage, 1's . 3 00
Oxford Sausage, 1's 2 95
Vienna Style Sausage ½s 2 50
Hamburger Steak and onions, ½'s 2 50
Potted and Devilled Beef ¼'s 0 85
Potted and Devilled Beef ½'s 1 40

Potted and Devilled Veal ¼'s 0 85
Potted and Devilled Veal ½'s 1 40
Canadian Boiled Dinner 1's 3 25
New Zealand Corned Beef 6's 12 00

Glass Goods

Sliced Smoked Beef, 2½ oz. 3 00
Sliced Smoked Beef, 3½ oz. 4 25
Sliced Smoked Beef, 5-oz. 5 65
Sliced Smoked Beef, 7-oz. 7 25

Canned Pork and Beans

Feemont Brand, in sauce No. 2 tins 1 40

WM. DAVIES CO. LTD., TORONTO, ONT.

Pork and Beans, Tomato Sauce or Plain

Ind. 0 85
1's 1 20
1½'s 1 65
2's 1 80
Tall 3's 2 45

CANNED FRUITS

Hawaiian Pineapple

"Supreme" or "Pacific Gem" Brands:
2½'s extra sliced 4 35
2½'s extra tid bits .. 4 35
2's tall, extra sliced .. 3 40
2's extra sliced grated 3 15
"Buffet" extra sliced.. 2 15
"30-oz. Glass" extra sliced 8 50
"Staple" or Panama Pacific Brands:
2½'s standard sliced . 4 00
25s tall standard sliced 3 35
2's tall standard grated 3 10
2's squat standard sliced 3 45

"Hunt's" California Canned Fruit

"Supreme" Fancy Quality
Apricots, 2½'s tins 5 25
R. A. Cherries, 2½s 6 00
Y. C. Peaches, 2½s 5 25
Bart. Pears, 2½s 6 00
Loganberries, 2s 4 75

"Staple" Choice Quality
Apricots, 1s tall 2 60
R. A. Cherries, 1s tall .. 3 15
Y. C. Peaches, 1s tall .. 2 70
Y. C. Peaches sliced, 1s tall 2 70
Bart. Pears, 1s tall 3 20
Apricots, 2½s tins 4 60
R. A. Cherries, 2½s tins 5 25
Y. C. Peaches, 2½s tins 4 60
Bart. Pears, 2½s tins .. 5 25

CANNED FRUITS

F.o.b. Montreal.

Gallon Apples, Simcoe Brand—
Fancy 2 1-2s..... 4 80
Choice 1 50
Simcoe—
Fancy 2 1-2s .....
Choice, 2 1-2s 1 60
Apricots, Quaker—
Fancy 2 1-2s 4 50
Cherries, Simcoe—
Fancy 2s .....
Choice, 2s 2 75
Cherries, Niagara Falls—
Fancy 3 10
Gooseberries, Heavy Syrup Simcoe —
Fancy, 2s 3 50
Choice 2s 3 40
Yellow Peaches—
Simcoe—
Fancy 2 1-2s 4 10
Choice 2 1-2s 4 00
Simcoe—
Fancy 2s 2 50
Choice 2s 2 40
Niagara—
Fancy 20 oz. .....
Choice 20 oz. 2 60
Fancy 2s 3 25
Choice 2s .....
Fancy 2 1-2s 4 40
Pears—
Bartletts—
Fancy 2s 3 40
Fancy 2 1-2s 4 50
Quaker—
Fancy 2 1-2s 4 50
Fancy 2s 2 75
Fancy 2 1-2s 4 00
Simcoe, Keiffer, light syrup—
Fancy 2 ..... 2 30
Pineapple, Niagara—
Fancy 20 oz. 3 75
Sliced—
Fancy 2s 4 00
Plums—Simcoe heavy syrup
Choice 2s 2 25
Light Syrup—
Choice 1 80
Gazelle—
Simcoe Greengage H. S.
Choice 2s 2 40
Black Raspberries, Simcoe—
Choice 2 40
Black Raspberries, Simcoe—
Choice 2 40
Red Raspberries, Light Syrup—
Choice 2s 3 40
Red Raspberries, Simcoe Heavy Syrup—
Choice 2s..... 3 25
Red Raspberries, Gazelle—
Choice, 2s 3 50
Niagara Preserved—
Fancy 2s 3 75
Rhubarb—
Preserved Simcoe—
Standard 2s 2 30
Standard 2 1-2s 3 25
Standard gallon 5 00
Strawberries, Simcoe—
Choice 2s 3 35
Standard 2s 3 25
Blueberries—
Standard 2s 2 45

CLEANSERS

CUDAHY PACKING CO. TORONTO

Old Dutch Cleanser

Cases 48 tins, single case 5 10
5 cases and upward 5 05
10 cases and upward .. 5 00
25 cases and upward .. 4 95

Per doz.
Red Patch Cleanser, ... 0 96
Blue Patch Washing Powder 0 96

ROYAL CROWN SOAPS LTD., WINNIPEG, MAN.

Washing Powder,, cases 24-3s 7 50
Washing Powder, cases 50-1s 5 35
Ammonia Powder cases 24-3s 5 40
Ammonia Powder cases 50-1s 3 75
Cleanser cases, 48s 5 40

CLEANSERS

GALT CHEMICAL CO., GALT, ONT.

Charm

Small size, per case 5 40
Large size, per case 9 12
5-lb. bags, each 98

COFFEE (Prepared)

JOHN MACKAY & CO. LTD GLASGOW, SCOTLAND

Kolacafe

Reg. size, 30 cups 2 90
Family size, 70 cups .. 5 50
Hotel and Fountain size Imperial quarts 19 75

BORDEN COMPANY LTD., MONTREAL, QUE.

Reindeer Brand Coffee

Large Size, cases 24 cans, case, ... 6.00
cans, case, ... $7.75
Small Size, cases 48

CUSTARD POWDER

CEREBOS LTD., TORONTO

Custard Powder med., .. 1 30
Custard Powder, large . 2 30
Blanc Mange, med., ... 1 30

CUSTARD POWDER

W. G. PATRICK CO. LTD., (Prices f.o.b. Toronto)

Garton's Custard Powder:
8 pints, pkts, doz. ... 1.80
11 oz. pkts, doz. 3.70
4 pint pkts, doz .. .. .90
Garton's Blanc Mange Powder Carts., 1 doz, 3 pt. pkts, per doz. 1.45

CONFECTIONERY

AROMINT MFG. CO., LTD. TORONTO, ONT.

Aromints, per carton... .65
Cough drops, carton.... .65

CEREALS

QUAKER OATS COMPANY, PETERBOROUGH, ONT.

Quaker Oats

Regular size, ½ cs., 18's 2 00
Large size, 20's, round or square 5 00
Tillson's Oats, large size, 20's, round or square 5 00
Tillson's Aluminum Oats, 20's, square 6 00
½ cs., 10's, sq. 3 00
Tillson's Scotch Fine Cut Oatmeal, 20's 5 50
Quaker best yellow cornmeal, 24's 2 30
Pearl Hominy, 24's.. 3 00
Hominy Grits, 24's.. 3 00
Toasted Corn Flakes, 36's 3 10
Quakies, 36's 3 25
Quakies, 24's 3 25
Puffed Rice, 36's 5 70
Puffed Wheat, 36's .. 4 40
Pettijohn's (Rolled Wheat) ½ cs., 18's 3 00
Tillson's Scotch Health Bran, 20's 3 50
½ cs., 10's 1 77½
Quaker Farina, 24's .. 2 55
Scotch Pearl Barley, 24's 2 70
Quaker Macaroni, 24's, 1 lb. pkg. 3 75
Quaker Spaghetti, 24's 1 lb. pkg. 3 75
Quaker Egg Noodles, 24's 2 25
Pancake Flour (Puffed Rice) 24's 2 90

KELLOGG TOASTED CORN-FLAKE CO., TORONTO, ONTARIO.

Kellogg's Toasted Corn Flakes
Standard size, 36 to case per case 3 55

Quotations not marked f.o.b. certain shipping points are effective in Quebec and Ontario as far west as Fort William.

Individual size, 100 to case, per case 2 00

Kellogg's Shredded Krumbles.
Standard size, 36 to case 4 35

Kellogg's Krumbled Bran
Standard size, 12 to case 2 25

CANADIAN POSTUM CEREAL CO., LTD. WINDSOR, ONT.

Postum Cereal

½ doz., large 2 75
1 doz. small 2 75
1 doz. large 2 50
2 doz. small 3 00

Post Toasties

3 doz. popular pkgs... 3 60
100 individual pkgs... 1 75

Instant Postum

2 doz. 4 oz. tins 5 85
½ doz. 8 oz. tins 5 45
1 doz. 4 oz. tins 5 45
1 doz. 8 oz. tins 5 00

Grape-Nuts

2 doz. packages .. . 3 80
100 individual pkgs... 2 75

BRODIE & HARVIE, LTD., MONTREAL, QUE.

Brodie's XXX Self-Raising Flour, 3 lb. pkg., per doz. 4 40
6 lb. pkg., per doz. 2 25
Glasgow Brosemeal, 3 lb. pkgs. per doz.... .. 4 25
Imperial Farine, 2½ lb. pkgs., per doz. 2 50
Pearl Hominy, 3 lb. packages, per doz. 2 40
Brodie's Perfection Rolled Oats, per doz... 2 40

COCOA AND CHOCOLATE

THE COWAN COMPANY, LTD., TORONTO, ONT.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box. per doz. 4 50
Do., ½'s, 2 and 4 doz. in box, per doz... 2 40
Do., ¼'s, 4 doz. in box, per doz. 1 25
Do., small size, 4 doz. in box, per doz. 0 90
Do., small size, 4 doz. in box (Fibre Rd.) 0 90
Do., 5 lb. tins, 24 to case, per lb. 0 35
Supreme Breakfast Cocoa 1 doz. in box, per doz. 2 75

Pure Cocoa Powders

81 V. Cocoa—
50 lb. tins 0 34
25 lb. tins 0 37
5 and 10 lb. tins .. 0 39
No. 32 Cocoa—
50 lb. tins 0 32
25 lb. tins 0 34
5 and 10 lb. tins .. 0 36
Supreme Cocoa—
50 lb. tins 0 31
25 lb. tins 0 33
5 and 10 lb. tins .. 0 35
XX Cocoa—
50 lb. tins 0 27
25 lb. tins 0 29
5 and 10 lb. tins .. 0 30
Three Star Cocoa—
50 lb. tins 0 23
25 lb. tins 0 25
5 and 10 lb. tins .. 0 25
Sterling Cocoa—
50 lb. tins 0 23
25 lb. tins 0 25
5 and 10 lb. tins .. 0 25

Chocolate (Sweetened)

per box
Eagle Chocolate, ½'s, 6 lbs. in box, per lb... 0 30
Eagle Chocolate, 10c size, 2 doz. in box 1 80
Diamond Chocolate, 10c. size, 2 doz. in box.. 1 80 (24 boxes in case).
Diamond Chocolate, 5c. cakes 24 cakes in box 0 90 (60 boxes in case).

One Cent Lines

Chocolate Cent Sticks, ½ gross boxes, 30 gross in case, per gross .. 1 05

Milk Chocolate, 6 sticks to cake, 20 cakes in box 60 boxes in case, box 0 80

Chocolate Confections

Per lb.

Silver Bells, 5 lb. boxes, 30 boxes in case .. 0 50
(Finest Vanilla Chocolate in Silver Foil)

5 lb. boxes
30 boxes in case
per lb.

Maple Buds 0 38
Milk Medallions 0 38
Lunch Bars 0 38
Coffee Drops 0 38
Chocolate Tulips 0 38
Milk Chocolate Wafers 0 34
Milk Croquettes 0 34
Chocolate Beans 0 34
Chocolate Emblems .. 0 34
Vanilla Chocolate Wafers 0 34
Nonpareil Wafers 0 34
Chocolate Ginger 0 40
Crystallized Ginger .. 0 40
Introductory Five Pound Box Assorted Chocolate (Lunch Bars, Chocolate Tulips, Milk Chocolate Wafers and Chocolate Beans), 5 lb. boxes, 30 boxes in case 0 37

Sweetened Cocoa

Soluble Cocoa Mixture, 5 and 10 lb. tins, per lb. 0 24
(Special prices in barrels and Kegs).

Chocolate (Unsweetened)

Supreme Chocolate, ½ lb. cakes, 6 lb. boxes, per lb. 0 38
Supreme Chocolate, small size, 2 doz. in box, per box 1 80
Perfection Chocolate, 10s. size, 2 doz. in box, per box 1 80

24 boxes in case

Five Cent Lines

Filbert, Almond, Puffed Rice, Ginger, Fruit, Victory, Queen's Dessert, Royal Milk, Cream and Milk Chocolate bars, packed 24 bars to box and 60 boxes to case, box.. 0 90
Maple Buds, 5c display boxes, 4 doz. in box 1 80

Ten Cent Lines

Royal Milk, Almond Nut, Filbert Nut, Peanut bars, 1 doz. bars to box, 50 boxes in case, per box 0 90
Assorted Milk Chocolate in fancy boxes, 1 doz. in box, 50 boxes in case, per box 0 90
Circus waggons, 1 doz. in box, per box .. 0 90
Maple Buds, 1 doz. in box, 50 boxes in case, per box 0 90

Unwrapped Chocolate

Per lb.

Plain Milk Chocolate, 2 lb. cakes, 6 lbs. in box, 32 boxes to case .. 0 35
Fruit and Nut Milk Chocolate, 2 lb. cakes, 6 lbs. in box, 32 boxes to case 0 36
Milk Chocolate, with raisins, 2 lb. cakes, 6 lbs. in box, 32 boxes to case 0 36
Milk Chocolate, with assorted nuts, 2 lb. cakes 6 lbs. in box, 32 boxes to case 0 38
Milk Chocolate, with whole filberts, 2 lb. cakes, 6 lbs. in box, 32 boxes to case .. 0 40
Nut Milk Chocolate, 1 lb. cakes, 6 lbs. in box, 24 boxes to case 0 38
Fruit and Nut Milk Chocolate, 1 lb. cakes, 6 lbs. in box 0 37
Maple Leaf Nut Milk Chocolate Squares, 60 squares in box, (large size), 24 boxes to case 2 25
Nut Milk Squares, 60 squares in box, 32 boxes to case 1 45

Quarter Pound Cakes

Per box

Nut Milk Chocolate ¼'s, 4 lbs. in box, 36 boxes in case 1 80
Royal Milk Chocolate, ¼'s, 4 lbs. in box, 36 boxes in case 1 80
Triumph Chocolate, ¼'s, 4 lbs. in box, 36 boxes in case 1 80

Twenty-five Cent Cakes

Per box

Nut Milk Chocolate, 6 ozs. net, 8 cakes in box 1 40
Royal Milk Chocolate, 6 ozs. net, 8 cakes in case 1 35
Triumph Chocolate, 6 ozs. net, 8 cakes in box 1 35

Package Lines

Per doz.

Family Box Assorted Chocolate, 1¼ lbs. net weight, 6 in carton.. 6 50
Maple Buds, 1 lb. net, ½ doz. boxes in carton 5 50
Maple Buds, ½ lb. net, 1 doz. boxes in carton 2 75
Milk Medallions, ½ lb. net, 1 doz. boxes in carton 2 75
Lunch Bars, ½ lb. net, 1 doz. boxes in carton 2 75
Milk Chocolate Wafers, ½ lb. net, 1 doz. boxes in carton 2 75
Assorted Milk Chocolate, ½ lb. net, 1 doz. boxes in carton 3 00
Assorted Milk Chocolate, 1 lb. net, ½ dox. boxes in carton 5 75
Chocolate Ginger, ½ lb. net, 1 doz. boxes in carton 3 00

WALTER BAKER & CO. OF CANADA, MONTREAL

Chocolates

Caracas Sweet, ¼ lb. cakes, 6 lb. boxes, 12 boxes to case, lb... 0 33
Caracas Sweet, ⅛ lb. cakes, 3 lb. boxes, 24 boxes to case, lb... 0 33
Caracas Tablets, cartons, 24 cartons to box, 24 boxes to case, box.. 0 90
Caracas Tablets, slip cartons, 24 cartons to box, 24 boxes to case, box 0 90
Caracas "Display," 33 pkgs. to box, 18 boxes to case, per box .. 1 80
Cinquieme Sweet, 1-5 lb. cakes, 6 lb. boxes, 20 boxes to case, lb. .. 0 27
Diamond Sweet, ¼ and 1-6 lb. cakes, 6 lb. boxes 20 boxes to case, lb. 0 27
Dot Sweet, ½ and 1-6 lb. cakes, 6 lb. boxes, 12 boxes to case, lb. 0 37
Eagle Sweet, ½ lb. cakes, 12 lb. boxes, 12 boxes to case, lb. 0 29
Premium No. 1, ½ lb. cakes, 12 lb. boxes, 12 boxes to case, lb. .. 0 42
Premium No. 1, ¼ lb. cakes, 12 lb. boxes, 12 boxes to case, lb. .. 0 44

Breakfast Cocoa.

In cases, 8 boxes, 12 lbs. each, 1-5 lb. tins, per lb. 0 51
In cases, 16 boxes, 6 lbs. each, 1-5 lb. tins, per lb. 0 51
In cases, 8 boxes, 12 lbs. each, 1-4 lb. tins, per lb. 0 49
In cases, 8 boxes, 12 lbs. each, ½ lb. tins, per lb. 0 47
In cases, 16 boxes, 6 lbs. each, ½ lb. tins, per lb. 0 47
In cases, 8 boxes, 12 lbs. each, 1 lb. tins, per lb. 0 47
In cases, 10 canisters, 5 lbs. each, per lb... 0 45

Falcon Cocoa for Soda Fountain Use.

In 10 lb. cans, 10 cans in a case, per lb. 0 42
In 5 lb. cans, 10 cans in a case, per lb. 0 42
In 1 lb. cans, 12 lb. boxes, 8 boxes in a case, per lb. 0 42
In 25 lb. tins, per lb. 0 37
In half barrels, per lb. 0 33
In barrels, per lb. 0 32

Miscellaneous.

Cracked cocoa, in boxes, 12 lbs. each, ½ lb. papers, per lb. 0 38
Cracked cocoa, in 6 lb. bags, per lb. 0 38
Cocoa shells, ½ lb. papers, 6 lb. to package, per lb. 0 11
Eagle Ground Sweet Chocolate, in boxes, 12 lbs. each—
½'s 0 38
1's 0 36

JOSEPH WEBB & CO.

Cocoa

Cocoa powder, ¼ lb. tins, 6 lb. boxes, 12 boxes in a case, per lb... 0 40
Cocoa powder, in 5 lb. tins, 10 tins to case, per lb. 0 30
Cocoa powder, 25 lb. drums, per lb. 0 25
Cocoa powder, in half-bbls., per lb. 0 21
Cocoa powder, in bbls., per lb. 0 20
Pulverized cocoa, 10 lb. cans in case, per lb. 0 30
Pulverized cocoa, 25 lb. drums, per lb. 0 26
Pulverized cocoa, in half-barrels, per lb. 0 22
Pulverized cocoa, in barrels, per lb. 0 21
Pulverized cocoa shells, in kegs, per lb. .. 0 10
Pulverized cocoa shells, in bbls., per lb. 0 09
Aetna cocoa powder, in bbls. 0 18

JOHN W. BICKLE & GREENING, HAMILTON

De Jong's Gloria Cocoa, ½ lb. tins, doz. 3 25
De Jong's Gloria Cocoa, 1-4 lb. tins, doz. .. 1 75

MACLAREN WRIGHT LTD., TORONTO

Bensdorp's Royal Dutch Cocoa

1 lb tins, doz. 10 75
½ lb. tins, doz. 5 60
5 oz. tins, doz. 3 60

Cheese

INGERSOLL PACKING CO. INGERSOLL, ONT.

Cream Cheese, small per doz., ... $1.40
Cream Cheese, large, per doz., ... 2.10

CHEESE

MEADOW-SWEET CHEESE MFG. CO., MONTREAL

"Meadow-Sweet" Cream Cheese

10c. pkg., 20 doz. to case 1 00
15c. pkg., 20 doz. to case 1 45
15c. Cups, 15 doz. to case 1 50
25c. Cups, 5 doz. to case 2 50
5 lb. box, per lb. 0 30
10 lb. box, per lb. 0 30

KRAFT MACLAREN CHEESE CO. LTD., MONTREAL

MacLaren's Roquefort Cheese

(In white opal jars)

Miniature 1 20
Small 2 35
Large 4 00

MacLaren's Imperial Cheese

(In white opal jars)

Miniature 1 25
Individual 1 75
Small 3 25
Medium 6 00
Large 12 00

Bulk

MacLaren's Cream, 5 lb. boxes 0 33
10 lb. boxes 0 33
MacLaren's Olde English 5 lb. boxes 0 34½
10 lb. boxes 0 34½
MacLaren's Nippy, 5 lb. boxes 0 30
10 lb. boxes 0 30
MacLaren's Pimento, 5 lb. boxes 0 33
10 lb. boxes 0 33
Kraft Canadian Cheese Loaf, 5 lb. box, lb. 0 31½
Kraft Pimento Cheese Loaf, 5 lb. box, lb. 0 33½
Kraft Swiss Cheese Loaf, 5 lb. box, lb. 0 44

MacLaren's Pimento Cheese

In Tin Foil Packages

Small size, round cartons each containing 1 doz., 6 and 10 doz. in case, shipping weight, 2¼ lbs., per doz. 0 95
Medium, blocks, doz. .. 1 40

Kraft Cheese (Elkhorn)

Small Tins—24 in carton 8½ lbs. gross

Canadian-Cheddar (Kraft) per doz. 1 85
Pimento, per doz. 1 85
Limburger, per doz. .. 2 75
Roquefort-Canadian, per doz. 2 75
Camembert, per doz... 2 75

Medium Tins—24 in carton 17 lbs. gross.

Canadian-Cheddar (Kraft) per doz. 3 60
Pimento, per doz. .. 3 60
Limburger, per doz. .. 4 75
Roquefort-Canadian, per doz. 4 75
Camembert, per doz. 4 75

Large Tins

Canadian-Cheddar, 1 lb. net, 12 in case, 17 lbs., gross 6 65

Canadian-Cheddar—5 lbs. net—6 in case—quoted on request.

6-portion Camembert, individually wrapped, 9 oz. net, 1 doz. in case 6 65

On account of the difference in transportation costs from point to point, prices are f.o.b. as stated. Those quotations not noted as such are for delivery at shipping points in Quebec and Ontario as far west as Fort William.

AMOROSO & MALAGODI COMPANY, MONTREAL

Camembert, 8 oz. pkgs. doz. 6 00
Camembert, 6 portions, doz. 7 00
Edam, large loaves, ea. 2 00
Edam, small loaves, ea. 0 75
Gorgonzola Extra, lb. 1 00
Gruyere Lion Brand in 8 oz. loaves, doz. .. 7 25
6 portions, doz. 7 75
Gruyere, lge. wheels, lb. 0 85
Parmesan (Italian) lb. 1 00
Parmesan (South American) lb. 0 60
Parmesan (Grated) in cartons of 5 lbs. net, lb. 0 75
Cartons of 1 lb. net, lb. 0 85
Pineapple (Gem), 1 lb., Each 0 90
Pineapple (Picnic), 1½ lb., each 1 20
Roman Cheese (Genuine) lb. 0 90
Roman Cheese, (South American), lb. 0 60
Roquefort (Genuine), lb. 0 90
Sap Sago, 2½ oz. pgs., lb. 0 75

EXTRACTS

CODVILLE COMPANY, LTD., WINNIPEG, MAN.

Gold Standard Extracts,
2 oz., per doz. 2 10
2½ oz., per doz. 2 50
4 oz., per doz. 3 75
8 oz., per doz. 7 20
16 oz., per doz. 13 50

EXTRACTS

CHAMBERLAIN MEDICINE CO., LTD., TORONTO, ONTARIO

	Gross
Lemon Extract, 1 oz. ..	15 00
Lemon Extract, 2 oz.	24 00
Lemon Extract, 2½ oz.	28 80
Lemon Extract, 4 oz. .	44 40
Vanilla Extract, 1 oz.	16 80
Vanilla Extract, 2 oz.	27 00
Vanilla Extract, 2½ oz.	32 40
Vanilla Extract, 4 oz.	50 40
Vanilla Compound 1 oz.	12 00
Vanilla Compound 2 oz.	21 00
Vanilla Compound 2½ oz.	25 20
Vanilla Compound, 4 oz.	38 40
Maple, 2 oz.	36 00
Vanilol lb.	4 00

Strawberry, Raspberry, Cherry, Orange, Pineapple at same prices as Lemon Extract.

CHR. HANSEN'S CANADIAN LABORATORY, TORONTO

Pure Food Colors, 1 oz. bottle, doz. 1 25

PRESERVED FRUITS FOR FOUNTAIN USE

E. D. SMITH & SON, LIMITED WINONA, ONTARIO

(For fountain use. Packed in No. 10 tins, 6 to case.)

	Dozen
Strawberry, crushed, ..	39 00
Do., whole	41 50
Raspberry	37 80
Pineapple	29 40
Cherry	27 00

FLY PAPER

Fli Catch—Sticky Fly Paper

Case of 300 double sheets case 6 25

"Fliban" Flycatchers (English Manufacture)

Per Gross 4 80

FLOOR WAX AND CLEANER

SOCLEAN LIMITED, TORONTO

Soclean Sweeping Compound.

35c size, 1 doz. to case, doz. 3 15
$1.25 size, 1 doz. to case, doz. 12 00
Grey Patch Floor Wax, per doz. 4 80

Grape Juice and Fruit Cordials

E. D. SMITH & SON, LTD., WINONA, ONT.

E.D.S. Raspberry Cordial

Pints, doz. 3 75
Quarts, doz. 7 00
Imp. G. Jugs, each 2 75

E.D.S. Grape Juice

Pints, doz. 3 75
Quarts, doz. 7 00
Indiv., gro. 17 00
Imp. G. Jugs, each 2 75

E.D.S. Sweet Apple Cider

Packed in No. 10 tins, 6 to case, each 50

MARSH GRAPE JUICE CO., NIAGARA FALLS, ONT.

Marsh's Concord Grape Juice
(Eastern List)

	Per case
Large, 65c size, 12s	6 00
Medium, 35c size, 24s ..	6 50
Nips, individual size, 72s	7 25
Fountain size, 8s	7 25

Marsh's White Grape Juice
(Eastern List)

	Per case
Large, 32-oz. size, 12s ..	6 75
Medium, 16-oz. size, 24s.	7 25
Nips, individuals, 72s ..	8 00
Fountain, 64-oz., 8s	8 00

Marsh's Raspberry Vinegar

	Per case
Large size, 32-oz. bottle, 12s	5 80
Medium size, 16-oz. bottle, 24s	6 30

The above prices apply in all territory east from and including the city of Winnipeg. All territory from Winnipeg west, add 50c per case to the Eastern List.

THE WELCH CO., LTD., ST. CATHARINES, ONT.

Welch's Grape Juice

Large, per case 6 50
Medium, per case 7 00
Junior, per case 7 25
Fountain, per case 7 25

The above prices apply to Ontario and nearby points in Quebec. More distant points, freight to be added.

Orange Crush in bottles 65
Lime Crush in bottles.. 65
Lemon Crush in bottles 65

"White Rock" Mineral Water and Ginger Ale

Mineral Water

	Case
Case 50 large bottles ..	13 75
Case 100 ½s bottles ..	16 75
Case 100 Splits	13 75

Ginger Ale

Case 50 large bottles ..	12 00
Case 24 large bottles ..	6 75
Case 100 medium bottles	15 00
Case 24 medium bottles.	4 25
Case 100 Nips	11 50

Health Salts

CEREBOS LIMITED TORONTO, ONT.

Nevo Brand tins, doz. .. 1 60
Nevo Brand bottles, doz. 6 00

GRAPE JUICE AND FRUIT CORDIALS

S. H. WHYTE MFG. CO., LTD., WINNIPEG, MAN.

Rayner's K.C. brand, manufactured by Rayner & Co., Ltd., London, England.
Prices f.o.b. Winnipeg

K.C. Lemon Squash, Cloudy—

	Per doz.
Reputed Quarts	7 50
Reputed Pints	4 60

K.C. Lime Juice Cordial—

Reputed Quarts	7 50
Reputed Pints	4 60

REYNOLDS, MOORE & BENTZ, LTD., WINNIPEG, MAN.

Red Cross Raspberry Vinegar

Small bottles, per case.. 7 30
Large bottles, per case.. 13 00
Packed 2 doz. to case

Red Cross Cordials
(Non-Intoxicating)

	Per doz.
Port	7 00
Ginger Wine	7 00
Haw Tawdy	7 00
Creme de Menthe	7 00
Black Cherry	5 50
Invalid Port	7 50

(1 dozen to case)

Red Cross Lime Cordial
(1 dozen to case)

Long Pints, per case .. 4 50

GRAPE JUICE AND FRUIT CORDIALS

DYSON VINEGAR CO., LTD., WINNIPEG, MAN.

Large bottles, 24 to case, per dozen $8.00
½-Gal. Jars, 6 to case, each.. .. .. 1.80
F.o.b. Winnipeg, Regina, Moose Jaw, Saskatoon, Edmonton and Calgary.

Unless otherwise stated, quotations listed are effective in Quebec and Ontario as far west as Fort William.

Icings (Prepared)

THE COWAN CO., LTD., TORONTO, ONT.

Cake Icings

Flavors: Chocolate, Pearl Pink, Lemon, White Vanilla, Almond, Maple, Cocoanut Cream, Orange.

	Per doz.
Assorted, ½-lb. packages, 2 and 4 doz. in box..	1 35

ICINGS (Prepared)

CODVILLE COMPANY, LTD., WINNIPEG, MAN.

Gold Standard Prepared Cake Icing, per doz... 1 25

PUDDINGS

CODVILLE COMPANY, LTD., WINNIPEG, MAN.

Gold Standard Custard Puddings, per doz. .. 1 30
Gold Standard Chocolate Puddings, per doz. .. 1 20
Gold Standard Puddings, per doz. 1 00

JELLY POWDERS

CODVILLE COMPANY, LTD., WINNIPEG, MAN.

Gold Standard Jelly Powder—

Per dozen	90
Per gross	10 20
3 gross	10 00
5 gross	9 85
10 gross	9 70

Jelly Powders

CEREBOS LIMITED, Toronto

Jelly Crystals ½ pt pkts per dozen 1 20
Jelly Crystals, 1 pt. pkts per dozen 2 20

MACLAREN WRIGHT LTD, Toronto

Imperial Jelly Powders, assorted flavors, gross 12 00
Imperial Gelatine Powder, per dozen. 1 35

JAMS AND MARMALADES

BETTY'S LIMITED, MOUNT DENNIS, ONT.

Strawberry Jam 4's ea... 79c.
Raspberry Jam 4's ea..... 79c.
Black Cur't Jam 4's ea... 79c.
Cherry Jam 4's ea. ..... 79c.
Apricot Jam 4's ea..... 79c.
Gooseberry Jam 4's ea.... 79c.
Peach Jam 4's ea..... 72c.
Plum Jam 4's ea..... 72c.
Orange Marmalade 4's ea. 60c.
Grape Fruit Marm. 4's ea. 60c.
Pineapple Marm. 4's ea... 84c.

Jams and Marmalade

GRIMSBY FRUIT GROWERS, LTD., TORONTO, ONT.

Pure Jams

Strawberry,	12 oz.	2 75
"	16 oz.	3 60
"	3's	65
"	tins, 4's	90
"	glass, 4's ..	1 00
"	tin, 30's	21
Raspberry,	12 oz.	2 75
"	16 oz.	3 60
"	3's	65
"	tins, 4's	90
"	glass, 4's ..	1 00
"	tin, 30's	21
Black Currant,	12 oz. ..	2 75
"	16 oz. ..	3 60
"	3's	65
"	tins, 4's	90
"	glass, 4's	1 00
"	tin, 30's	21
Peach,	12 oz.	2 40
"	16 oz.	3 20
"	3's	60
"	tins, 4's	80
"	glass, 4's	90
"	tin, 30's	18
Plum,	12 oz.	2 40
"	16 oz.	3 20
"	3's	60
"	tins, 4's	75
"	glass, 4's	90
"	tin, 30's	18
Green Gage,	12 oz.	2 40
"	16 oz.	3 20
"	3's	60
"	tins, 4's ..	75
"	glass, 4's ..	90
"	tin, 30's ..	18

Pure Jellies

Red Currant,	8 oz.	2 40
"	12 oz.	3 20
"	16 oz.	3 85
"	4's	95
Crab Apple,	8 oz.	2 25
"	12 oz.	2 70
"	16 oz.	3 15
"	4's	75
Mint,	8 oz.	2 10
"	12 oz.	2 40
"	16 oz.	3 00
"	4's	70
Lemon,	8 oz.	2 10
"	12 oz.	2 40
"	16 oz..	3 00
"	4's	70
Orange,	8 oz.	2 10
"	12 oz.	2 40
"	16 oz.	3 00
"	4's	70

Blended Pure Fruit Jams

Apple and Strawberry, Apple and Raspberry, Apple and Black Currant, Apple and Peach, Apple and Plum.
8 oz. $1.65, 12 oz. $2.25, 16 oz. $2.75, 3's $0.53, 4's $0.65, 30's $0.16.

Victory Brand Compound Jams

8 oz. $1.45, 12 oz. $2.10, 16 oz. $2.35, 3's $0.43, 4's $0.50, 30's $012.

T. UPTON CO., LTD., HAMILTON

Pure Jams

Strawberry Jam—	
12-oz. glass, per doz.	2 90
16-oz. glass, per doz.	3 60
2's, per tin	0 47½
4's, per tin	0 90
30-lb. tins, per lb.	22
30-lb. tins, per lb.	22
Raspberry Jam—	
12-oz. glass, per doz.	2 90
16-oz. glass, per doz.	3 60
2's, per tin	45
4's, per tin	85
30-lb. tins, per lb.	21
Black Currant—	
Sold out.	
Cherry Jam—	
12-oz. glass, per doz.	2 90
16-oz. glass, per doz.	3 60
2's, per tin	45
4's, per tin	85
30-lb. tins, per lb.	21
Red Currant Jam—	
12-oz. glass, per doz.	2 85
16-oz. glass, per doz.	3 45
2's, per tin	42½
4's, per tin	80
30-lb. tins, per lb.	20
Gooseberry Jam—	
12-oz. glass, per doz.	2 85
16-oz. glass, per doz.	3 45
2's, per tin	40
4's, per tin	75
30-lb. tins, per lb.	18
Apricot—	
12-oz. glass, per doz.	2 85
16-oz. glass, per doz.	3 45
2's, per tin	42½
4's, per tin	80
30-lb. tins, per lb.	20
Peach Jam—	
12-oz. glass, per doz.	2 40
16-oz. glass, per doz.	2 99
2's, per tin	40
4's, per tin	75
30-lb. tins, per lb.	18
Green Gage—	
12-oz. glass, per doz.	2 40
16-oz. glass, per doz.	2 90
2's, per tin	40
4's, per tin	75
30-lb. tins, per lb.	18
Plum Jam—	
12-oz. glass, per doz.	2 40
16-oz. glass, per doz.	2 90
2's, per tin	37½
4's, per tin	70
30-lb. tins, per lb.	17

Pure Orange Marmalade

No. 8 Tumblers, 2 doz. in case, per doz.	1 60
No. 10 Tumblers, 2 doz. in case, per doz.	1 90
12-oz. Glass Jars, 2 doz. in case, per doz.	2 35
16-oz. Glass Jars, 2 doz. in case, per doz.	2 90
No. 2 Gold Tins, 2 doz. in case, per tin	35
No. 4 Gold Tin Pails, 1 doz. in case, per tin	65
30-lb. Gold Lined Pails, per lb.	16

Pure Pineapple Marmalade

12-oz. Glass Jars, 2 doz. in case, per doz.	2 90
16-oz. Glass Jars, 2 doz. in case, per doz.	3 60
No. 2 Gold Tins, 2 doz. in case, per tin	47½
No. 4 Gold Pails, 12 in case, per tin	90
30-lb. Pails, per lb.	22

Tuco Brand Pineapple Jam (Blended)

12-oz. Glass Jars, 2 doz. in case, per doz.	2 35
16-oz. Glass Jars, 2 doz. in case, per doz.	2 90
No. 2 Gold Tins, 2 doz. in case, per tin	34
No. 4 Gold Tins, 12 in case, per tin	63
30-lb. Pails, per lb.	15½

Tuco Brand Fruit Jams (Blended)

Apple and Strawberry, Apple and Raspberry, Apple and Plum, Apple and Peach, Apple and Black Currant, Apple and Red Currant, Apple and Gooseberry, Apple and Apricot.

12-oz. Glass Jars, 2 doz. in case, per doz.	2 35
16-oz. Glass Jars, 2 doz. in case, per doz.	2 90
No. 2 Gold Tins, 2 doz. in case, per tin	34
No. 4 Gold Tins, 12 in case, per tin	63
30-lb. Pails, per lb.	15½

Premier Brand Fruit Jam

Preserved with Granulated Sugar and Corn Syrup.

Apple and Raspberry, Apple and Strawberry, Apple and Peach, Apple and Plum, Apple and Black Currant, Apple and Red Currant, Apple and Gooseberry.

No. 8 Tumblers, 2 doz. in case, per doz.	1 40
12-oz. Glass Jars, 2 doz. in case, per doz.	2 30
16-oz. Glass Jars, 2 doz. in case, per doz.	2 90
No. 2 Gold Tins, 2 doz. in case, per tin	26
No. 4 Gold Tins, 12 in case, per tin	48
30-lb. Pails and Tubs, per lb.	12
Barrels, per lb.	11½

Marmalade

LIBBY, McNEIL & LIBBY TORONTO AND CHATHAM

Prices f.o.b. Toronto

Seville Orange Marmalade

No. 16 Jar, 16 oz., doz. $3.30
No. 4 Tin, 3lb. 12 oz. doz 9.30

Pimientos

LIBBY, McNEIL & LIBBY TORONTO AND CHATHAM

Prices f. o. b. Toronto

Libby's Pimientos

Halves (Libby Label), 7 oz. packed 2 doz. in case, doz. $2.45

Halves (Packers Label) 7 oz., packed 8-1/3 in case, doz. 16.00

WADDELL'S LIMITED BRANTFORD, ONT.

Pure Jams

Strawberry—	
12 oz.	3 00
16 oz.	3 75
2s	6 00
4s	0 95
30s, lb.	0 22
Raspberry—	
12 oz.	3 00
16 oz.	3 75
2s	6 00
4s	0 95
30s, lb.	0 22
Logan Berry—	
12 oz.	3 00
16 oz.	3 75
2s	6 00
4s	0 95
30s, lb.	0 22
Black Currant—	
12 oz.	3 00
16 oz.	3 75
2s	6 00
4s	0 95
30s, lb.	0 22
Apricot—	
12 oz.	2 85
16 oz.	3 25
2s	5 75
4s	0 88
30s, lb.	0 21
Peach—	
12 oz.	2 85
16 oz.	3 25
2s	5 75
4s	0 88
30s, lb.	0 21
Cherry—	
12 oz.	2 85
16 oz.	3 25
2s	5 75
4s	0 88
30s, lb.	0 21
Red Currant—	
12 oz.	2 85
16 oz.	3 25
2s	5 75
4s	0 88
30s, lb.	0 21
Gooseberry—	
12 oz.	2 85
16 oz.	3 25
2s	5 75
4s	0 88
30s, lb.	0 21
Plum—	
12 oz.	2 75
16 oz.	3 15
2s	5 65
4s	0 86
30s	0 19
Pear—	
12 oz.	2 70
16 oz.	3 25
2s	5 75
4s	0 88
30s	0 21

Pure Fruit Jellies

Red Currant—	
8 oz.	2 10
12 oz.	2 75
16 oz.	3 25
2s	5 00
4s	0 80
30s, lb.	0 19
Black Currant—	
8 oz.	2 10
12 oz.	2 75
16 oz.	3 25
2s	5 00
4s	0 80
30s, lb.	0 19
Crab Apple—	
8 oz.	2 10
12 zo.	2 75
16 oz.	3 25
2s	5 00
4s	0 80
30s, lb.	0 19
Grape Jelly—	
8 oz	2 10
12 oz.	2 75
16 oz.	3 25
2s	5 00
4s	0 80
30s, lb.	0 19

Blended Jams in Tumblers

Apple and Strawberry, Apple and Raspberry, Apple and Gooseberry, Apple and Peach, Apple and Plum, Apple and Cherry, Apple and Black Currant, Apple and Red Currant, Apple and Pear. Assorted $1.65 per dozen to case.

BRANTFORD FRUITS PURE JAM LTD GLASS JAR

Strawberry, per jar	1 05
Raspberry, Black Currant Apricot, Peach, Plum, Cherry, per jar	1 05

Pure Seville Orange Marmalade

8 oz.	2 00
12 oz.	2 40
16 oz.	3 00
2s	4 30
4s	0 65
80s per lb	0 13

E. D. SMITH & SON LTD., WINONA, ONT.

Pure Jams

Strawberry, 12 oz.,	2 90
16 oz.	3 60
2's	6 00
4's	85
30's	22
Individual	17 50
Red Raspberry, 12 oz.	2 90
16 oz.	3 60
2's	5 40
4's	85
30's	21
Individual	17 00
44's	9 00
Black Raspberry, 12 oz.	2 90
16 oz.	3 50
2's	5 40
4's	85
30's	21
Individual	17 00
Black Currant, 12 oz.	2 90
16 oz	3 60
2's	5 70
4's	90
30's	22
Individual	17 50
Cherry, 12 oz.	2 90
16 oz.	3 60
2's	5 70
4's	90
30's	22
Individual	17 50
Red Currant, 12 oz.	2 85
16 oz.	3 45
2's	5 10
4's	80
30's	20
Individual	17 00
Apricot, 12 oz.	2 85
16 oz.	3 45
2's	5 10
4's	80
30's	20
Individual	17 00
Gooseberry, 12 oz.	2 85
Do., 16 oz.	3 45
2's	4 80
4's	75
30's	18
Individual	17 00
Pear, 12 oz.	2 40
16 oz.	2 90
Greengage, 12 oz.	2 40
16 oz.	2 90
2's	4 80
4's	75
30's	18
Individual	16 50
Peach, 12 oz.	2 40
16 oz.	2 90
2's	4 80
4's	75
30's	18
Individual	16 50
Plum, 12 oz.	2 40
16 zo.	2 90
2's	4 20
4's	65
30's	16
Individual	15 50

Pure Jellies

Black Currant, 12 oz.	3 00
16 oz.	3 70
2's	6 00
4's	95
30's	23
Individual	17 50
Red Currant, 12 oz.	3 00
16 oz.	3 70
2's	6 00
4's	95
30's	23
Individual	17 50
Quince, 12 oz.	2 90
16 oz.	3 60
2's	5 70
4's	90
30's	22
Individual	17 50
Grape, 12 oz.	2 85
16 oz.	3 45
2's	5 10
4's	80
30's	20
Individual	17 00
Crabapple, 12 oz.	2 40
16 oz.	2 90
2's	4 50
4's	70
30's	17
Individual	16 00

Marmalade

E.D.S. Orange, 12 oz.	2 45
16 oz.	2 90
2's	3 90

4's	60
30's	15
Individual	15 50
E.D.S. Grape Fruit oz12	2 60
16 oz.	3 10
2's.	4 50
4's.	70
30's	17
Individual	16 00
E.D.S. Pineapple, 12 oz	2 90
16 oz.	3 60
2's.	5 70
4's.	90
30's	22
Individual	17 50
O.B. Orange, 12 oz.	2 25
16 oz.	2 60
2's.	3 50
4's.	55
30's	14

"Orchard" Blended Jam and Apple Jelly

No. 2 tumbler, doz.	1 65
12 oz. glass, doz.	2 35
16 oz. glass, doz.	2 80
2's tins, doz.	4 10
4's tins, each	63
30's pails, lb.	15½

"Home" Corn Syrup Jam and Apple Jelly

No. 2 tumbler, dozen.	1 40
12 oz. glass, dozen	2 30
2's tins, dozen	3 20
4's tins, each	48
30's pails, lb.	12
Barrels, lb.	11½
30's Red Currant Jelly	14

Tuco Brand Fruit Jellies

Raspberry, Strawberry, Red Currant, Black Currant, and Crab Apple Flavors.

30-lb. Pails, per lb.	15½

Junket Preparations

CHR. HANSEN'S CANADIAN LABORATORY, TORONTO

Junket Powder (Nesnah) for milk desserts and ice cream, per doz.	1 25
Junket Tablets, 10 tablets in a package, per doz.	1 25
Buttermilk Tablets, 15 tablets in a package, per doz.	2 00
Rennet Tablets for cheese making, 24 tablets in a package, per doz.	9 60
Rennet Tablets, 200 tablets in a package, single package	4 50

Lye

E. W. GILLETT CO. LTD., Toronto, Ont.

Gillett's Perfumed Lye 1 case, 4 doz., in case	6 55
3 cases, 4 doz. in case per case	6 45
5 cases, 4 doz. in case, per case	6 40

CUDAHY PACKING CO. Toronto, Ont.

Gem Lye, cases 48 cans, single case	5 50
3 case lots	5 45
5 case lots	5 40
10 case lots and up,	5 35

Medicines

CHAMBERLAIN MEDICINE CO., LTD., TORONTO, ONT.

	Per gross	Per doz.
Chamberlain's Colic and Diarrhoea Remedy, small	33 60	2 80
Colic and Diarrhoea Remedy, large	57 60	4 80
Cough Remedy, small	30 00	2 50
Cough Remedy, large	57 60	4 50
Pain Balm, small.	30 00	2 50
Pain Balm, large.	57 60	4 80
S. and L. Tablets.	24 00	2 00
Liniment, small	30 00	2 50
Liniment, large	57 60	4 80
Salve	24 00	2 00
Handy Corn Plaster	14 40	
Extract Cod Liver Oil	96 00	
Mustard Balm	48 00	4 00
Juniper Tablets	48 00	4 00
Cold Breakers	24 00	2 00
Beef, Iron and Wine	96 00	

	Gross
Jamaica Ginger in Carton	30 00
Extract Peppermint, 2-oz.	24 00
Spirit Peppermint, 1-oz.	24 00
Spirits Camphor	21 00
Sweet Spirits Nitre	21 00
Spirits Turpentine in Carton	14 40
Castor Oil in Carton	18 00
Glycerine in Carton	21 60
Sewing Machine Oil in Carton	10 20
Acetyl Salicylic Acid Tablets	24 00
Epsom Salts	14 40
Senna Leaves	14 40
Sulphur	14 40
Saltpetre	24 00
Boracic Acid	14 40
Petrolatum, small	12 00
Petrolatum, large	18 00

Mustard (Prepared)

STICKNEY & POOR, HALIFAX

Tumblers, doz.	1 50
Jars, 8-oz., doz.	1 80

BISHOP & PRINGLE, OWEN SOUND

French Mustard, tumblers, doz.	1 50

MACLAREN-WRIGHT, LTD., TORONTO

MacLaren's Prepared Mustard

	Doz.
Small Cased	1 00
Medium Cased	1 65
Large Cased	2 25
Fluted Tumblers Cased.	1 45
No. 1 Sealers Cased	3 15
No. 2 Sealers	4 25

Molasses

MACLAREN-WRIGHT, LTD., TORONTO

Molasses (Cherry Grove Brand)—

	Doz.
No. 1½ Tins, case 4 doz.	95
No. 2 Tins, case 3 doz.	1 25
No. 2½ Tins, case 2 doz.	1 75
No. 5 Tins, case 1 doz.	3 40
No. 10 Tins, case ½ doz.	6 25

MOLASSES

DOMINION MOLASSES CO., LTD., HALIFAX, N.S.

Domolco Brand

	Per case
No. 2 tins, 2 doz. to case	6 25
No. 3 tins, 2 doz. to case	8 70
No. 5 tins, 1 doz. to case	7 20
No. 10 tins, ½ doz. to case	6 85

	Each
No. 1 pails	1 60
No. 2 pails	2 65
No. 5 pails	6 70

Gingerbread Brand

	Per case
No. 2 tins, 2 doz. to case	4 00
No. 3 tins, 2 doz. to case	5 20
No. 5 tins, 1 doz. to case	4 40
No. 10 tins, ½ doz. to case	4 05

	Each
No. 1 pails	1 15
No. 2 pails	1 70
No. 5 pails	3 35

W. CLARK, LIMITED, MONTREAL, QUE.

Prices f.o.b. Montreal

Molasses

Clark's Extra Fancy Molasses, 1s, per doz.	2 40
Clark's Extra Fancy Molasses, 3s, per doz.	4 40

Mince Meat

LIBBY, McNEIL & LIBBY TORONTO AND CHATHAM

Prices f.o.b. Toronto

Mince Meat in Bulk

Tierces, lb.	.22½
Barrels, lb.	.23½
Half Barrels, lb.	24¾
Kegs, lb.	.26
Kanikans, lb.	.27
Kits, 6 in Crate lb.	.30¾

Moist Mince Meat

Royal Jars (glass, 2 oz.), doz.	$6.85

Condensed Mince Meat

No. 1 Cartons, 9½ oz. doz.	$1.85

MINCE MEAT

REYNOLDS, MOORE & BENTZ, WINNIPEG, MAN.

Prices f.o.b. Winnipeg

Red Cross Mince Meat

Gem Sealers, per case	
Pails, each	

W. CLARK, LIMITED MONTREAL, QUE.

Prices f. o. b. Montreal

Clark's Mincemeat, (Tins) 1s, doz.	$ 3.30
Clark's Mincement, (Tins), 5s, doz.	14.00
Clark's Mincemeat, (Bulk), 5s, lb.	.25
Clarks, Mincemeat, (Bulk) 10s, lb.,	.24
Clark's Mincemeat, (Bulk) 25s, lb.	.23
Clark's Mincemeat, (Bulk), 50s, lb.,	.23

Mince Meat

Wethey's Condensed Mince Meat	
Cases 36 Pkgs.	5 70

WM. DAVIES CO., LTD. TORONTO, ONT.

Mince Meat in Bulk

Peerless 25 lb. pails per lb.	25
Bakers, 25 lb pails per lb.	17½
Standard, 25 lb. pails per lb.	16½

Milk (Canned)

BORDEN COMPANY LTD. MONTREAL

Condensed Milk, per case—

Eagle Brand, each 48 cans	9 75
Reindeer Brand, each 48 cans	9 25
Silver Cow Brand, each 48 cans	9 00
"Gold Seal," "Purity," each 48 cans	8 75
Mayflower Brand, each 48 cans	8 75
"Challenge," "Clover" each 48 cans	8 00
Evaporated Milk	
St. Charles and Jersey Brand	
Hotel, 2 lb. net each 24 cans	6 75
Tall, 1 lb. net each 48 cans	6 75
Family, 12 oz. net each 48 cans	5 75
Small, 6 oz. net each 48 cans	3 05

CARNATION MILK PRODUCTS CO. AYLMER, ONT.

Evaporated Milk

	Per Cs.
Carnation, 16-oz. Talls (48 tans per case)	
Carnation, 6-oz. Baby (96 cans per case)	6 10
Carnation, 32-oz. Hotel (24 cans per case)	6 75

Milk (Powdered)

CANADIAN MILK PRODUCTS CO., TORONTO, ONT.

Klim, 8-oz. Tins half lb. size 4 doz. per case	10 00
Klim, 16-oz. Tins Household size 2 doz. per case	9 00
Klim, 10 lb. Tins Hotel size 6 tins per case	19 00

MACLAREN WRIGHT LTD. TORONTO

Condensed Milk "Betty Brand" Case 4 doz.	8 00

Malt Extracts

LIBERTY PACKING CO. (Rgt) MONTREAL, QUE.

Liberty Brand, Malt Extract and Hops. Cases 12 packages,	9 00

Macaroni

SUPERIOR MACARONI CO., LTD., TORONTO

Cases, 30-16 oz. pkgs, per case	3 75
24-8 oz pkgs, per case	2 20
Bulk, 20 lbs net	2 00
Bulk, 10 lbs net	1 20
Bulk, 5 lbs net	60

A. PUCCINI & CO. Toronto, Ont.

Lion brand, long pkg., per case containing 30 pkgs,, 30 oz. each.	3 40
Lion brand, egg macaroni, spaghetti, vermicilli, etc., short pkg, per case containing 60 pkgs of 16 oz each.	3 40
Lion egg macaroni, spaghetti, vermicilli and ready cut, per case containing 30 pkgs of 8 oz. each	2 00
In boxes, loose, 20 lbs, Italian style	1 85
In boxes, loose, 5 lbs, Italian style	50
In boxes, loose, 10 lbs, Italian style	1 00

CREAMETTE CO., LTD. F.O.B WINNIPEG

Mother's Creamettes 36-8 oz.	3 15
Macaroni 36-8 oz.	3 15
Spaghetti 36-8 oz.	3 15
Vermicelli 24-8 oz.	2 15
Egg Noodles 24-8 oz.	2 15
5 case Lots	5c. less
10 case lots	10c. less
Macaroni, "Cadieux Brand	
1 lb. Packets 30 to case	3 75
Bulk 30 lb. to case	3 15
20 lb. to case	2 10
10 lb. to case	1 05
5 lb. to case	55

MEATS

J. M. SCHNEIDER & SONS, LTD., KITCHENER, ONT.

Schneiders Brand

Country Pork Sausage, pure pork meat.	.18
Small linked sausage, pure pork meat	.21
Smoked country sausage, pure pork meat	.20
Bologna	.15
Wieners, (frankforts)	.21
Ham sausage.	.20
Liver sausage	.12
Liver sausage	.12
Head cheese	.12
Summer sausage	.33
Square boiled hams, all skin off	.43
Boiled hams, skin on	.36
Jellied pork tongues	.35
Pure lard, tubs 50 lbs, lb	.16
Hams, 9 to 14 lbs	.29

Breakfast bacon, 1 to 11	.27
Back bacon, trimmed and boneless	.36
Cottage rolls, 4 to 6 lbs	.25
Picnic hams, short shank 4 to 8 lb	.19½

Maple Syrup and Sugar

MACLAREN WRIGHT LTD., TORONTO

"MacLaren's Pure Maple Syrup"

Large Bottles 12 to case	6 50
10 lb. Tins 6 to case	11 75
8 lb. Tins 10 to case	14 75
5 lb. Tins 12 to case	12 50
2½ lb Tins 24 to case	13 35

"MacLaren's Pure Maple Sugar"

1 lb. Bricks	16½ lb.

OLIVES

CODVILLE COMPANY, LTD., WINNIPEG, MAN.

Gold Standard Olives, Choice Queen, 6 oz., per doz	1 90
Do., 8 oz., per doz.	2.50
Do., 10 oz., per doz.	3 00
Do., reputed pints	4 50
Do., reputed quarts	6 85
Gold Standard Fancy Queen Olives, 8 oz., per doz.	2 60
Do., 10 oz., per doz.	3 10
Do., reputed pints	4 75
Do., reputed quarts	7 40
Gold Standard Pimentos, Do., stuffed, 6 oz., doz.	2 50
Do., 8 oz., per doz.	3 50
Do., 10 oz., per doz.	4 25
Gold Standard Celery and Nuts Stuffed, 6 oz., doz	2 60
Do., 8 oz., doz.	3 75
Do., 10 oz., doz.	4 40

Olives

LIBBY, McNEIL & LIBBY TORONTO AND CHATHAM

Prices f. o. b. Toronto

Queen Olives

Cylinder Bottles	
No. 5, 4 oz. doz.,	$1.70
No. 6, 5½ oz.	1.90
No. 8, 7 oz., doz.	2.40
No. 10, 9 oz., doz.	3.10
No. 16, 15 oz., doz.,	4.20
No. 32, 27 oz., doz.,	8.35
Gallon Jars, Imperial, doz.,	9.95

Mason Jars

Royal, 130/140, 21 oz. doz.,	$4.80
Royal Fancy, 90/100, 21 oz., doz.,	5.70

Stuffed Manzanilla Olives

Cylinder Bottles	
No. 5, 4 oz., doz.,	$2.30
No. 6, 5½ oz., doz.,	2 60
No. 8, 7 oz., doz.,	3.30
No. 10, 9 oz., doz.,	4.20
No. 16, 15 oz., doz.,	5.25
No. 32, 27 oz., doz.,	10.15

Seville Manzanilla Olives

Cylinder Bottles	
No. 5, 4 oz., doz.,	$1.70
No. 6, 6 oz., doz.,	1.90
No. 8, 7 oz., doz.	2.40
No. 10, 10 oz., doz.,	3.10
No. 16, 15 oz., doz.,	4.20
Royal Jar, 21 oz., doz.,	5.00

Fancy Queen Olives

Original Hogsheads

Shipping Weight 12½ lbs. per gallon

130/140 Olives, gal.,	$1.38
150/160 Olives, gal.,	1.21
160/180 Olives, gal.,	1.13
180/200 Olives, gal.,	1.04
200/220 Olives, gal.,	.96

Pepper Stuffed Manzanilla

Olives

Original Barrels

180/200 Olives, 654s	$2.78
200/220 Olives, 684s,	2.66
240/260 Olives, 780s,	2.54
280/300 Olives, 848s,	2.42
300/320 Olives,	2.30
340/360 Olives, 1099s,	2.18

Olives

MACLAREN-WRIGHT, LTD., TORONTO

Manzanilla—	Doz.
5-oz. Tall Bots.	1 60
6-oz. Tall Bots.	2 00
8-oz. Tall Bots.	2 45
12-oz. Tall Bots.	2 95
16-oz. Tall Bots.	4 00
Large Sealers	5 50
No. 1 Queen Sealers	6 75
No. 2 Queen Sealers	4 20
Red Dot Olives—	
5-oz Tall Bots.	2 30
6-oz. Tall Bots.	2 90
8-oz. Tall Bots.	3 60
12-oz. Tall Bots.	4 40
Queens and Red Dots—	
8-oz. Tall Bots.	3 60
12-oz. Tall Bots.	4 40
Select Queen Olives—	
6-oz. Tall Bots.	2 20
8-oz. Tall Bots.	2 50
10-oz. Oval Bots.	3 00
12-oz. Tall Bots.	3 00
16-oz. Tall (Unplaced)	4 20
16-oz. Tall (Placed)	4 50
16-oz. Pickle Bot.	4 50
Large Sealers	5 50
No. 1 Queen Sealers	6 75
No. 2 Queen Sealers	4 20
Extra Select Queen Olives—	
16-oz. Pickle Bot.	4 50
Giant Queen Olives—	
12-oz. Cylinder Bot.	4 25
Supreme Ripe Olives—	
Ex. Fancy, 2½ tins	10 00
Ex. Fancy, 1's tins	5 40
Fancy, 2½ tins	8 25
Fancy, 1's tins	4 35
Medium, 2½ tins	5 35
Medium, 1s tins	2 90
Ex. Fancy, 26-oz. glass	11 75
Ex. Fancy, 12-oz. glass	6 25
Fancy, 26-oz. glass	10 00
Fancy, 12-oz. glass	5 15

Pimentos, Curtis California Pack

5 oz. jars, doz.	2 70
12 oz. jars, doz.	5 60

Curtis Sandwichola

4 oz. jars, doz.	90

OLIVE OIL

AMOROSO & MALAGODI CO., MONTREAL

Italian Extra Olive Oil

"Dante" Brand, extra quality:	
Cases of 2 6 gl. tins, gl	3 40
Cases of 12 1 gl. tins, gl.	3 50
Cases of 24 ½ gl. tins gl	3 65
Cases of 48 ¼ gl tins gl	3 80
Cases of 96 pints, gl	4 05
Cases of 96 half pints, gl	4 40

"Costa" Extra Superfine: 10 cents per gl. higher than "Dante."

"Providencia" Bd. (Spanish) cases of 10-1 gl. tins, gl.	3 10
"Veritas" Bd. in bottles	
4 oz. bottles, doz.	2 80
8 oz. bottles, doz.	4 75
12 oz. botttles, doz.	6 75
Pure Salad Oil, "Itaco" Brand	
Cases of 12 1 gl. tins, per gal	1 60
Cases of 48 ¼ gal. tins per gal.	1 85

MACLAREN WRIGHT, LTD. TORONTO, ONT.

French Olive Oil (Packers Feyret & Co.)

½ pint tins, per tin	36
pint tins, per tin	65
quart tins, per tin	1 30
½ gal. tins, per tin	2 35
1 gal. tins, per tin	4 25
4 oz. bottles, doz.	3 50
8 oz. bottles, doz.	5 25

PICKLES

GRIMSBY PICKLE CO., LTD, TORONTO, ONT.

"Grimsby" Sweet Mixed	
10 oz. oblong, 3 doz. case, 50 lbs., doz.	2 75
16 oz. mason jar, 2 doz. case, 53 lbs., doz.	3 75
20 oz. square, 2 doz. case, 58 lbs., doz.	4 20
"Grimsby" Sweet Mustard Pickles	
10 oz. oblong, 3 doz. case, 50 lbs., doz.	2 75
16 oz. mason jar, 2 doz. case, 53 lbs., doz.	3 75
20 oz. square, 2 doz. case, 58 lbs., doz.	4 20
"Grimsby" Sweet Gherkins	
10 oz. oblong, 3 doz. case, 50 lbs., doz.	3 20
"Grimsby" Sweet Relish	
10 oz. oblong, 3 doz. case, 50 lbs., doz.	2 35
"Grimsby" Sweet Peeled Pickles	
16 oz. mason jar, 2 doz. case, 53 lbs., doz.	4 20
"Grimsby" Sour Mixed Pickles	
10 oz. oblong, 3 doz. case, 50 lbs., doz.	2 40
16-oz. Tall (Unplaced)	**4.20**
case, 50 lbs., doz.	3 50
20 oz. square, 2 doz. case, 58 lbs., doz.	3 85
35 oz. square, 1 doz. case, 50 lbs. doz.	4 50
"Grimsby" Mustard Pickles	
10 oz. oblong, 3 doz. case, 50 lbs., doz.	2 60
16 oz. mason jar, 2 doz. case, 53 lbs., doz.	3 60
20 oz. square, 2 doz. case, 58 lbs., doz.	4 00
35 oz. square, 1 doz. case, 50 lbs., doz.	5 00
"Grimsby" Sour Gherkins	
10 oz. oblong, 3 doz. case, 50 lbs., doz.	3 00
"Grimsby" White Onions	
10 oz. oblong, 3 doz. case, 50 lbs., doz.	3 75
Bulk, 10 gal. oak kegs.	
Sour mixed, per keg	13 00
Mustard pickles, keg	14 50
Sweet mixed, keg	17 50
Sweet mustard, keg	17 50
Sweet Gherkins, 1,200 count	21 00
Sour Gherkins,	17 50
Bulk, wooden pails.	
Sour mixed, 1 gal.	1 65
5 gal.	5 00
Mustard, 1 gal.	1 75
5 gal.	5 50
Sweet mixed, 1 gal.	2 25
5 gal.	7 50
Sweet mustard, 1 gal.	2 35
5 gal	8 00
Sweet Gherkins, 1 gal.	2 50
5 gal.	10 00
Whole cucumbers in vinegar	
30 gal. bbl., 900 count	20 00
Dill Pickles	
5 gl. oak kg, 165 count	4 75
10 gl. oak kg. 330 count	8 35
30 gl. oak kg. 990 count	23 00
Victory Catsup	
8 oz. glass bottles, per doz.	1 45
Quarts reputed, doz.	2 35
No. 10 tins, doz.	6 75
Maconochie's English Pickles and sauces	
Sour pickles, 10 oz bottles, doz.	3 60
Sour pickles, 20 oz. bottles, doz.	5 50
Pan Yan Pickles, 10 oz. bottles, doz.	3 35
Pan Yan Sauce, 8 oz. bottles, doz.	3 10
Worcester Sauce, 6 oz. bottles, doz.	2 35
Sweet mixed pickles, ½ pt. bots., doz.	4 15
Sweet gherkins, ½ pt. bots., doz.	4 50
Capers Capucine, 2 oz. bots., doz.	1 70
Capers Capucine, 4 oz. bots., doz.	2 35

WM. DAVIES COMPANY, LTD. TORONTO, ONT.

Sweet Relish, cases 24, 8 oz. per doz.	2 65
Chili Sauce, cases 24, 8 oz., per doz.	2 75
White Onions, cases 24, 8 oz., per doz.	3 25
Horse Radish, cases 24, 8 oz., per doz.	2 40
Olives, cases 24, 8 oz., per doz.	3 25
Sweet Gherkins, cases 24, 8 oz., per doz.	3 00
Sour Gherkins, cases 24, 8 oz., per doz.	2 75
Sweet Mixed, 8 oz., doz.	2 75
16 oz., per doz.	4 00
20 oz., per doz.	4 25
Bulk, 1 gal. pail	2 35
5 gal. pail	5 50
10 gal. oak keg	19 00
Sour Mixed, 8 oz., doz.	2 45
16 oz., per doz.	3 20
20 oz., per doz.	3 75
Bulk, 1 gal. pail	1 75
5 gal. pail	5 50
10 gal. oak keg	14 00
Chow, 8 oz., per doz.	2 45
16 oz., per doz.	3 20
20 oz., per doz.	3 75
Bulk, 1 gal pail	2 00
5 gal. pail	6 00
10 gal. oak keg	15 00

Sauer Kraut

25 gal imperial measure, per bbl., net, F. O. B. Waterloo	12 50
Universal Fruit Sauce, 8 oz. bottles	2 25

Paragon Brand

Catsup, 10 oz. bots.	1 40
Catsup, 24 oz., bots.	2 90
Catsup, gal. jugs,	16 00
Worchestershire Sauce, 6 oz.	1 50
Worcestershire Sauce, gal. jugs,	16 00

Paragon Brand Pickles

18-oz. Mason Sealers

	Per doz.
Mixed	3 20
Chow	5 60
Sweet Mixed	3 70

35-oz. Jars

Mixed	5 00
Chow	5 60
Sweet Mixed	6 00
Onions—Danver	5 20

Queen Quality Brand

8-oz. Oval

Mixed	2 45
Chow	2 60
Sweet Mixed or Mustard	2 85
Sour Gherkins	3 15
Sweet Gherkins	3 75
Onions -small white	3 70

18-oz Mason Sealers

Mixed	3 60
Chow	4 00
Sweet Mustard	4 25
Sweet Mixed	4 25

20-oz. Square

Mixed	3 90
Chow	4 30
Sweet Mustard	4 60
Sweet Mixed	4 60

35-oz. Jar

White Onions	5 85

Bulk Pickles

Mixed, 5 gallon	8 50
10 gallon	14 50
Chow, 5 gallon	10 00
10 gallon	17 00
Sweet Mustard	12 00
10 gallon	20 00
Sweet Mixed, 5 gal.	12 00
10 gal.	20 00

REYNOLDS, MOORE & BENTZ, LTD., WINNIPEG, MAN.

Prices f.o.b. Winnipeg

Red Cross Brand Pickles in Bottles—

	Per case
Sweet Mixed—	
Gem	6 00
L.Ob.	8 90
Oct.	5 90
H.G.	4 35
Sweet Mustard—	
Gem	6 00
L.Ob.	8 90
Oct.	5 90
H.G.	4 35
Sour Spiced—	
Gem	5 65
L.Ob.	8 20
Oct.	5 40
H.G.	3 75
Chow Chow—	
Gem	6 00
L.Ob.	8 90
Oct.	5 90
H.G.	3 95
Sweet Onions—	
Gem	6 25
L.Ob.	9 20
Oct.	6 20
H.G.	5 50
White Onions—	
Gem	6 00
L.Ob.	8 90
Oct.	5 90
H.G.	5 10
Sweet Relish—	
Gem	6 00
L.Ob.	8 90
Oct.	5 90
H.G.	2 75
Sweet Gherkins—	
Gem	6 50
L.Ob.	9 60
Oct.	6 50
H.G.	5 00

Red Cross Brand, Glass Jars, Spring Top Crocks

Packed 6 to Case

Sweet Mixed—	
Glass, per case	9 60
Crocks, per crate	9 00
Sweet Mustard—	
Glass, per case	9 60
Crocks, per crate	9 00
Sour Spiced—	
Glass, per case	9 00
Crocks, per crate	8 40
Chow Chow—	
Glass, per case	9 60
Crocks, per crate	9 00
Dills—	
Glass, per case	7 20

Red Cross Brand, Sanitary Cans

Sweet Mixed—	
Per case, No. 2½	8 00
Per case, No. 10	6 90
Sweet Mustard—	
Per case, No. 2½	8 00
Per case, No. 10	6 90
Sour Spiced—	
Per case, No. 2½	7 50
Per case, No. 10	6 30
Chow Chow—	
Per case, No. 2½	8 00
Per case, No. 10	6 90
Dills	
Per case, No. 2½	6 30
Per case, No. 10	5 40

No. 2½ packed 2 doz. to case.
No. 10 packed 6 to case.

Imperial Gallon Pails with Handle

Sweet Mixed	1 90
Sweet Mustard	1 90
Sour Spiced	1 65
Chow Chow	1 90

Packed 4 to crate.

Bulk

Sweet Mixed—	
3 gal. cans	5 00
5 gal. cans	7 00
10 gal. oak kegs	17 50
Sweet Mustard—	
3 gal. cans	5 00
5 gal. cans	7 00
10 gal. oak kegs	17 50
Sour Spiced—	
3 gal. cans	4 60
5 gal. cans	6 00
10 gal. oak kegs	15 00
Chow Chow—	
3 gal. cans	5 00
5 gal. cans	7 00
10 gal. oak kegs	17 50

Pickles

LIBBY, McNEIL & LIBBY TORONTO AND CHATHAM

Prices f.o.b. Toronto

FANCY BOTTLED PICKLES

Sweet Mixed Pickles

No. 10 Fluted, 10 oz. doz.	$3.40
Royal Jar, 23 oz., doz.	5.70

Sweet Gherkins

No. 10, Fluted 10 oz., doz.	$3.40
Royal Jar, 22 oz., doz.	5.70

Sweet Relish

No. 10 Fluted, 10 oz., doz.	1.80
Royal Jar, 22 oz., doz.	3.90

Sweet Chow Chow

No. 10, Fluted, 10 oz., doz.	$3.40
Royal Jar, 24 oz., doz.	5.70

Sweet Midgets

No. 10 Fluted, 10 oz., doz.	$3.70

Sour Mixed Pickles

No. 10 Fluted, 8 oz., doz.	$3.10
Royal Jar, 21 oz., doz.	4.70

Sour Gherkins

No. 10 Fluted, 8 oz., doz.	$3.00
Royal Jar, 20 oz., doz.	5.00

Chow Chow

No. 10 Fluted, 8 oz., doz.	$2.80
Royal Jar, 20 oz., doz.	5.00

White Onions

No. 10, Fluted, 8 oz., doz.	$3.90

Fancy Bulk Pickles

Sweet Mixed

40 Gallon Casks	$74.95
15 Gallon Kegs	31.15
10 Gallon Kegs	21.20
5 Gallon Kegs	11.15

Sweet Gherkins

40 Gallon Casks	$74,95
15 Gallon Kegs	29.95
10 Gallon Kegs	20.60
5 Gallon Kegs	

Sweet Relish

40 Gallon Casks	$42,25
15 Gallon Kegs	19.20
10 Gallon Kegs	12.80
5 Gallon Kegs	7.35

Sweet Chow

40 Gallon Casks	$74.95
15 Gallon Kegs	31.15
10 Gallon Kegs	12.80
5 Gallon Kegs	11.15

Sour Mixed

40 Gallon Casks	$44.80
15 Gallon Kegs	21.45
10 Gallon Kegs	13.95
5 Gallon Kegs	8.80

Sour Gherkins

40 Gallon Casks	$44.80
15 Gallon Kegs	19.05
10 Gallon Kegs	13.70
5 Gallon Kegs	8.80

Chow Chows

40 Gallon Casks	$50.60
15 Gallon Kegs	23.25
10 Gallon Kegs	15.70
5 Gallon Kegs	8.75

Sweet Midgets

40 Gallon Casks	$110.75
15 Gallon Kegs	49.00
10 Gallon Kegs	36.70
5 Gallon Kegs	21.95
Displays Bowls & Cover	$2.20

Libby's Dill Pickles

40 Gallon Casks, 1000,	$22.00
40 Gallon Casks, 1300,	23.80
40 Gallon Casks, 1800,	26.80
40 Gallon Casks, 2400,	31.55
30 Gallon Bbls., 600,	23.70
30 Gallon Bbls., 750,	23.70
30 Gallon Bbls., 975,	23.70
30 Gallon Bbls., 1350,	23.70
15 Gallon Kegs, 300,	23.70
15 Gallon Kegs, 375,	23.70
15 Gallon Kegs, 490,	23.70
15 Gallon Kegs, 675,	14.30
10 Gallon Kegs, 250,	7.35
10 Gallon Kegs, 325,	8.55
10 Gallon Kegs, 450,	9.10
10 Gallon Kegs, 600,	10.10
5 Gallon Kegs, 125,	4.95
5 Gallon Kegs, 165,	5.50
5 Gallon Kegs, 225,	5.85
5 Gallon Kegs, 300,	6.15
Medium Tins, 29 oz. tins doz.	$2.85

Fancy Kraut

Medium Tins, 29 oz. tins doz.	$1.75

Solid Packed Kraut

40 Gallon Casks	$19.65
30 Gallon Bbls.	16.00
15 Gallon Kegs	9.45
10 Gallon Kegs	6.10
5 Gallon Kegs	4.00

POTTED MEATS

W. CLARK, LTD., MONTREAL, QUE.

Prices f.o.b. Montreal

Clark's Potted Beef Ham—	
¼s, per doz.	90
½s, per doz.	1 40
Clark's Potted Beef—	
¼s, per doz.	90
½s, per doz.	1 40
Clark's Potted Tongue—	
¼s, per doz.	90
½s, per doz.	1 40
Clark's Potted Game (Venison)	
¼s, per doz.	90
Clark's Potted Veal—	
¼s, per doz.	90
½s, per doz.	1 40
Clark's Potted Meats (Assorted)—	
¼s, per doz.	90
½s, per doz.	1 40
Clark's Devilled Beef Ham—	
¼s, per doz.	90
½s, per doz.	1 40
Clark's Devilled Beef—	
¼s, per doz.	90
½s, per doz.	1 40
Clark's Devilled Tongue	
¼s, per doz.	90
½s, per doz.	1 40
Clark's Devilled Veal—	
¼s, per doz.	90
½s, per doz.	1 40
Clark's Devilled Meats (Assorted)—	
¼s, per doz.	90
½s, per doz.	1 40

Canadian Boiled Dinner

Clark's Canadian Boiled Dinner—	
Ind., per doz.	1 45
1s, per doz.	2 40
2s, per doz.	4 40

PIE FILLERS

MEADOW SWEET CHEESE MFG. CO., MONTREAL.

"Meadow-Sweet" Pie Fillers

Lemon Pie Filling Preparation, per dozen	1 45
per gross	17 40
Chocolate Filler for Pies, Sauce, Filling, Cream, per dozen	1 45
per gross	17 40
Vanilla Filler for Pies, Cakes, Ice Cream, Blanc Mange, etc., per dozen	1 45
per gross	17 40

In Bulk

10 lb. tins, 6 to a crate, per lb.	36
25 lb. tins, 3 to a crate, per lb.	35

POLISHES

CUDAHY PACKING CO. TORONTO, ONT

Parrot Polish

Metal cans, reg. size, 36 to case, single case	5 00
5 case lots and upwards, per case	4 90
Large size, metal cans, 24 to case, single case	5 40
5 cases and upwards, per case	5 30

PANCAKE FLOUR

AUNT JEMIMA MILLS CO., ST. JOSEPH, MO.

Pancake Flour

Cases, 36 cartons, case	7 15
Cases, 18 cartons, case	3 65

Buckwheat Flour

Cases, 18 cartons, case	3 85

BRODIE & HARVIE, LTD., MONTREAL, QUE.

Brodie's Self-Raising Pancake Flour, doz.	1 50
Brodie's Self-Raising Buckwheat Flour, doz.	1 50

PEANUT BUTTER

MACLAREN WRIGHT, LTD., TORONTO, ONT.

MacLarens Peanut Butter

No. 1 Tumblers, doz.	1 40
No. 2 Tumblers, doz.	1 90
No. 3 Tumblers, doz.	2 30
No. 4 Tumblers, doz.	2 90
No. 1 Tins, cased, doz.	2 65
No. 1 tins, loose, doz.	2 45
2 lb. tins, doz.	6 00
5 lb. tins, doz.	13 50
15 lb. tins, lb.	19
24 lb. tins, lb.	18

CANADA NUT CO., LTD., VANCOUVER, B.C.

Squirrel Brand Peanut Butter

8 oz. glass, 3 doz. to case, doz.	2 50
No. 1 tins, 3 doz. to case, doz.	3 25
No. 5 tins, 1 doz. to case, doz.	14 25
15 lb. tins, 3 tins to case, lb.	23
55 lb. tins, lb.	21
500 lb. barrels, lb	19

MEADOW SWEET CHEESE MFG. CO., MONTREAL

"Meadow-Sweet" Peanut Butter

	per lb.
60 lb. tin pail	19½
24 lb. tin pail	20
12 lb tin pail 6 to crate	20½
2 lb. tin pail, 24 to a carton	0 23
1 lb. tin pail, 36 to a carton	2 80
4 oz. jars, 2 doz. case	1 45
6 oz. jars, 2 doz. case	1 95
8 oz. jars, 1 doz. case	2 45

PEANUT BUTTER

W. CLARK, LTD., MONTREAL, QUE.

Prices f.o.b. Montreal

Clark's Peanut Butter—	
Inglass, ¼s, per doz.	1 40

Inglass, ½s, per doz.	1 90
Inglass, 1s, per doz.	2 40
In pails, per lb.....	24¾
In pails, per lb.....	23½
In pails, per lb.....	22
In pails, per lb.....	22
In tins, ½s, per doz.	1 45
In tins, 1s, per doz..	2 45

PRESERVED FRUITS FOR FOUNTAIN USE

E. D. SMITH & SON, LIMITED
WINONA, ONTARIO

(For fountain use. Packed in No. 10 tins, 6 to case.)

	Dozen
Strawberry, crushed ..	39 00
Do., whole	41 50
Raspberry	37 80
Pineapple	29 40
Cherry	27 00

Soup (Canned)

T. A. SNIDER, LIMITED,
CINCINNATI, OHIO

	Dozen
Tomato Soup No. 1 Tins	$1.70
Tomato Soup, 16 oz. Tall tin	2.20

WM. DAVIES CO. LTD.
TORONTO

Tomato Soup, Cases 48-1s, per doz.	$1.40

Soups (Condensed)

OXO LIMITED
MONTREAL

Soups (Condensed)

Large 6 cent square. 14 varieties. Per gross, $6.00. Hot Pot, Kidney, Hare, Pea, Green Pea, Vegetable, Tomato, Oxtail, Lentil, Scotch Broth, Mock Turtle, Mulligatawny, Thick Gravy, Celery Cream.

W. CLARK, LTD.,
MONTREAL, QUE.

Prices f.o.b. Montreal

Clark's—	Per doz.
Tomato, 1s	1 20
Vegetable, 1s	1 20
Celery, 1s	1 20
Consomme, 1s	1 20
Green Pea, 1s	1 20
Julienne, 1s..	1 20
Mutton Broth, 1s	1 20
Ox Tail, 1s	1 20
Pea, 1s	1 20
Scotch Broth, 1s	1 20
Mulligatawny, 1s	1 20
Mock Turtle, 1s	1 20
Chicken, 1s	1 95
Assorted (special case), 1s	1 25
Soup and Bouilli, 6s..	11 90

LIBBY, McNEIL & LIBBY,
TORONTO and CHATHAM

Prices f.o.b. Toronto

Tomato Soup— No. 1 Tins, 10½ oz., 3 doz. in case	1 30

Soda Bi-Carb

E. W. GILLETT CO., LTD.,
TORONTO, ONT.

Magic Baking Soda

	Per Case
1 case 60 1-lb packages	$6.25
5 cases or more 60 1-lb. packages	6.20
1 case 100 10-oz. packages.	7.30
5 cases or more 100 10-oz. packages	7.20

STARCHES

ST. LAWRENCE STARCH CO.,
LTD., PORT CREDIT, ONT.

Culinary Starches

40 lbs., St. Lawrence Corn Starch	09
40 lbs., Durham Corn Starch	07½

Laundry Starches

36 lbs., Family Laundry, 3-lb. cartons...	08¼
200-lb. bbl., No. 1 White	07½
100-lb. kegs, No. 1 White	07½
40 to 46 lbs., Canada Laundry	07
48 lbs., Ivory Gloss, 8/6 Family pkgs....	11½
40 lbs., Ivory Gloss, 1-lb. Fancy	09¼
100-lb. kegs, Ivory Gloss, large lumps..	08¼
40 lbs., Akron Gloss, 1-lb. pkgs.	07¾
Cold Water Ivorine Starch, 40/12 ozs., per box	3 00
Double Refined Potato Flour, 24/12 ozs., per box	2 70

Starches

CANADA STARCH CO. ,LTD.
MONTREAL

Laundry

Canada Laundry Starch	7
Canada White Gloss 1 lb. packages	7¾
Acme White Gloss, 1 lb. packages	7¾
Argo White Gloss, 1 lb. packages	7¾
No. White or Blue Starch, 3 lb. cartons	8¼
Kegs No. 1 White Starch	7½
Bbls. No. 1 White Starch	7½
Edwardsburg Silver Gloss, 1 lb. chromo packages	9¼
Silver Gloss Starch, in 6 lb. tin canisters	11½
Silver Gloss Starch, in 6 lb. draw lid boxes	10¾
Kegs Silver Gloss, large crystals	8¼

	Per Case
Celluloid Starch. Boxes contain 45 pkgs.	$3.80
Bensons Enamel, Cold Water, 40 pkgs.	3.00
Benson's Celebrated Prepared Corn 1 lb. per lb.	9
Canada Corn Starch, 1 lb. packages per lb. ..	7½
Challenge Corn Starch 1 lb. packages per lb. ..	7½
Argo Corn Starch, 1 lb. packages, per lb.	7½
Casco Refined Potato Flour, 1 lb. packages per lb.	14½

(20 lb. boxes ¼c. higher except Potato Flour)

CORN SYRUPS

ST. LAWRENCE STARCH CO.,
LTD., PORT CREDIT, ONT.

Bee Hive

	Per lb.
Barrels, say 600 lbs. ..	05½
Half-barrels, say 350 lbs.	05¾
Kegs, say 150 lbs. ...	06¼
	Each
2-gal. pails, say 25 lbs...	2 00
3-gal. pails, say 38½ lbs.	2 85
5-gal. pails, say 65 lbs...	4 50
2-lb. tins, 24 in case ...	3 75
5-lb. tins, 12 in case ...	4 20
10-lb. tins, 6 in case ...	4 00

White Clover Syrup

2-lb. tins, 24 in case ...	4 25
5-lb. tins, 12 in case ...	4 70
10-lb. tins, 6 in case ...	4 50

W. CLARK, LTD.,
MONTREAL, QUE.

Prices f.o.b. Montreal

Clark's Table Syrup— Bottles, 16 oz., per doz.	2 45
Tins, 1s, per doz.	2 65
Tins, 3s, per doz.	6 50
Tins, 7s, per doz.	17 00

Syrups, (Corn)

CANADA STARCH CO., LTD.,
MONTREAL

24—2 lb tins	3.75
12—5 lb. tins	4.20
6—10 lb. tins	4.00
Barrels about 700 lbs.	5½
Half Barrels, about 250 lbs.	5¾
Quarter Barrels, about 175 lbs.	6¼
2 Gallon Wooden Pails 25 lbs. each	2.00
3 Gallon Wooden Pails, 38½ lbs. each	2.85
5 Gallon Wooden Pails, 65 lbs. each	4.50

Lily White

24-2 lb. tins	4.25
12-5 lb. tins	4.70
6-10 lb. tins	4.50

Lassies

	Per case
24--2 lb. tins	$4.50
12—5 lb. tins	4.95
6—10 lb. tins	4.75
Carloads, in Barrels ..	5c
Less Carloads Barrels about 50 gal. per lb.	5¼c
½ Barrels, about 25 gal. per lb.	5½c
¼ Barrels, about 12 gal. per lb.	6c
1—5 Gal. 65 lb. Square Screw Top Tin Crated	$4.25

Karo

	Per Case
24-2 lb. tins	$3.75
12-5 tins	4.20
6-10 lb. tins	4.00

SALT

CANADIAN SALT COMPANY,
LTD., WINDSOR, ONT.

Prices F. O. B. Windsor, Ont.

Table, Windsor Brand	
Barrel 80 bags	5 70
Barrel 40 bags	5 25
Barrel 20 bags	4 80
Dairy	
Paper-lined bbls., 280 lbs. net. cheese	3 85
Paper lined bbls., 280 lbs. net, butter	3 60
50 lb. sacks, butter..	65
Paper-lined bbls., 280 lbs. net	3 30
50 lb. sacks, duck	55

	Fine	Coarse
Bbls, 280 lbs. net	2 50	2 70
140 lb. sacks ..	1 05	1 15
100 lb. sacks ..	75	85
200 lb. sacks ..	1 45	1 65
50 lb. sacks ...	42	45

Regal Brand	
24 cartons, case, wood	2 50
24 cartons, case, fibre	2 40

WESTERN SALT CO., LTD.,
COURTRIGHT, ONT.

Prices F. O. B. Courtright, Ont.

Table Salt	
Barrel, 80 bags	5 70
Barrel, 40 bags	5 25
Barrel, 20 bags	4 80
Purity Brand	
Cases, 24 pkgs, wood case	2 50
Cases, 24 pkgs., fibre case	2 40
Dairy, Also Cheese Salt	
Barrel, paper-lined, cheese, 280 lbs. net	3 85
Barrel, Paper-lined, butter, 280 lbs. net	3 60
Sacks, 50 lbs. butter	65
Fine Salt	
Barrels, 280 lbs. net	2 50
Sacks, 200 lbs. net.. ..	1 45
140 lbs. net	1 05
100 lbs.	75
50 lbs.	42
Coarse Salt	
Barrels, 280 lbs. net ..	2 70
Sacks, 200 lb. net ..	1 65
140 lb. net	1 15
100 lb. net	85
50 lbs net	45

DOMINION SALT CO., LTD.,
SARNIA, ONT.

Prices F. O. B. Sarnia, Ont.

Sifto Table Salt	
2 doz. car., case, wood	2 50
2 doz. car., case, fibre	2 40
Century Table Salt	
Barrel, 80 bags	5 70
40 bags	5 25
20 bags	4 80
Dairy, Also Cheese Salt	
Barrel, Paper-lined, 280 lbs. net, cheese	3 85
Barrel, Paper-lined, 280 lbs. net, butter	3 60
Sacks, paper-covered, 50 lbs. net, butter..	65
Fine and Coarse Salt	

	Fine	Coarse
Bbl. 280 lbs. net	2 50	2 70
Sacks,, 200 lbs.	1 45	1 65
140 lbs.	1 05	1 15
100 lbs.	75	85
50 lbs.	42	45

CEREBOS LIMITED
TORONTO, ONT.

Cerebos Table Salt, 1½ lb. tins, doz.	1 40

SALAD DRESSING

BISHOP & PRINGLE,
OWEN SOUND, ONT.

Salad Dressing, 6 oz. tumblers, doz.	1 40

MACLAREN WRIGHT, LTD.,
TORONTO, ONT.

Mustard Salad Cream, fluted tumblers, doz.	1 45
Premier Salad Dressing, large size, doz.	7 25
Do., small size, doz...	3 00

SPICES

CODVILLE COMPANY, LTD.,
WINNIPEG, MAN.

Gold Standard	
" All Spice, 2 oz can	65
3 oz can	75
" Cassia, 2 oz can ..	75
3 oz can	95
" Cinnamon, 2 oz can	80
3 oz can	1 10
" Cloves, 2 oz can ..	1 25
3 oz can	1 65
" Ginger, 2 oz can ..	75
3 oz can	95
" Pastry Spice, 2 oz can	80
3 oz can	1 00
" Black Pepper, 2 oz can	70
3 oz can	85
" White Pepper, 2 oz. can	90
3 oz car	1 20
" Kayenne, 2 oz can	80
3 oz can	1 05
" Nutmegs, 2 oz can	80
3 oz can	1 00
" Turmeric, 2 oz can	75
3 oz can	95
" Mace, 1 oz tin	95
2 oz can	1 50

Mustard

Gold Standard D. S. F. Mustard. ¼ lb. tins..	66
Do., ½ lb. tins	63
Do., 1 lb. tins	61

Pickling Spices

Gold Standard Pickling Spice, 3¼ oz cartons..	75
Gold Standard Paprika, 1 oz. tins	80
Do., 2 oz. cannister ..	1 20
Do., in bulk	54

Spices

STICKNEY & POOR
HALIFAX, N. S.

Blk. Pepper, 4 oz. pkg. doz.	.90
White Pepper 4 oz. pkg. doz.	$1.30

Red Pepper, 4 oz. pkg. doz. 1.40
Cassia 4 oz. pkg. doz. 1.05
Cinnamon 4 oz. pkg. doz. 1.50
Mixed Spice, 4 oz. pkg. doz. 1.10
Cloves, 4 oz. pkg. doz 1.75
Allspice, 4 oz. pkg. doz. ..... .90
Ginger 4 oz. pkg. doz 1.05
Pickling Spice 3 doz. pkg. doz. ..... .85
Sage, Cans, doz. 1.20
Savory, Cans, doz. .. 1.20
Marjoram Cans, doz. 1.80
Thyme, Cans, doz. .. 1.80
Mint, Cans, doz. 1.80
Celery Salt bottles, doz. 1.50
Curry Powder, bottles, doz. 1.50
Paprika, bottles, doz. 1.50
Onion Salt, bottles doz. 1.50

MUSTARD (PREPARED)

REYNOLDS, MOORE & BENTZ, LTD., WINNIPEG, MAN.

Prices f.o.b. Winnipeg

Red Cross Prepared Mustard

4 oz. Fancy Bottle, 2 doz. to case, per case 2 55
Honey Jar No. 16, 2 doz. to case, per case 4 55
San. Jars (Glass) ½ doz. to case, per case 8 40

CREAM OF TARTAR

CODVILLE COMPANY, LTD., WINNIPEG, MAN.

Gold Standard Cream of Tartar, 99% pure, 2 oz. 90
Do., 99% pure, 3 oz. 1 25
Do., 99% pure, 4 oz. 1 60
Do., ½ lb. tins, per doz. 3 40
Do., in bulk 46

Soaps (Toilet)

ROYAL CROWN SOAPS, LIMITED WINNIPEG, MAN.

Per Gros

Witch Hazel, Wrapped, ¼s $16.50
Nursery, Wrapped, ¼s 16.20
Wheat Bran, Wrapped, ¼s 13.80
Cold Crean and Roses Wrapped, ¼s 13.80
Easter Lily, Wrapped ¼s 13.80
Carnation, Wrapped, ¼s 13.80
Orange Blossom, Wrapped, ¼s 13.80
Wood Violet, Wrapped, ½s 13.80
Oatmeal R. C., Wrapped, ¼s 13.80
Oval Honey, Wrapped, ¼s 12.60
Oval Rose Wrapped, ¼s 12.60
Oval Glycerine, Wrapped, ¼s 12.60
"Royal Crown" Wrapped, ¼s 12.60

Hardwater—Howard's Hardwater, Wrapped, ¼s, doz. $1.15, $13.80 per gross
Witch Hazle, Single wrapper and brand 12s, doz., $1.20 14.40 per gross
Crown Olive, Single wrapper and brand, 12s, doz. 1.20. 14.40 per gross
Nursery. Single wrapper and brand, 12s, doz., 1.20 14.40 per gross
Almond Milk, Single wrapper and brand, 12s, doz. 1.15 13.80 per gross
Transparents 1 dozen in Carton

	Per Doz.	Per Gross
Rose Geranium, Single wrapped, 12s	$1.00	$12.00
Crown Violet, Single wrapper, 12s	1.00	12.00
Witch Hazel bath	1.50	18.00
Crown Olive, bath	1.50	18.00

Twin Bars No. 1

2 Dozen Double Cakes in Carton

Per Gross

White Castiles Not Wrapped $13.80
Mottled Castiles, Not Wrapped 13.80
Less 20 per cent.

Bath Soaps

Per Gross

Floating Bath, pink and white $13.00
Morning Glory, pink and white 13.00
Lemon Verbena 13.00
Oatmeal Bath 13.00
Rose Geranium, transparent 12.00

20% Discount

Shaving Soaps

Per Gross

Witch Hazel Shaving Stick, nickel container, 12s $24.00
Witch Hazel Shaving Stick, Nickel Container, 6s 27.00
Witch Hazel Shaving Stick, Lithographed cont'r, 12s 15.00
Witch Hazel Shaving Cake, 8 cakes in roll, per lb. ..... .55
Barber's Bar, 10 lbs. per carton 5.00
Refills $1.50

Less 20%.

Genuine Brown Windsor, not wrapped, 36s, ...doz. 50. $6.00 per gross

Royal Crown Castiles

French Castiles
Crown Brand, 200 cakes case $5.50
Crown Brand, 36 x 1s, bars, case 6.00
Crown Brand, 12 x 3s, bars, case, ... 6.00
Crown Brand, 20 x 2s, bars, case 6.70

Royal Castiles

White, 12 x 3, case .. 6.00
White, 18 x 2, case .. 6.00
White, 36 x 1, case .. 6.00
Mottled, 12 x 3, case 6.00
Mottled, 18 x 2, Case, 6.00
Mottled, 36 x 1, case, 6.00

Carbolic Soap

Safeguard, Single carton and wrapped, 100s, case, ... $6.10
Safeguard. Single Carton and wrapped, 12s, case, ... .80
Safeguard, Not wrapped, 144s, case 4.00

CUDAHY PACKING CO. TORONTO, ONT.

Lilac Rose, cases 50 cakes, single case $3.50. 3 case lots, 3.45 per case. 5 case lots $3.40. 10 case lots and upwards $3.35 per case.

Goblin, cases 100 cakes, single case $4.10. 3 case lots, $4.05. 5 case lots, $4.00. 10 case lots. $3.95 per case.

THE PALMOLIVE COMPANY OF CANADA. LIMITED TORONTO

PALMOLIVE SOAP

Per Gross

1 gross, ... $11.15
3 gross 11.05
5 gross, ... 10.90
10 gross 10.75

Soap (Laundry)

THE PALMOLIVE COMPANY OF CANADA LIMITED TORONTO

Mother Hubbard Soap, 9-oz. Bars—100 to Box

1 Box Mother Hubbard $7.00
5 Box Mother Hubbard, 6.95
10 Box Mother Hubbard, 6.90
25 Box Mother Hubbard, 6.85

Princess Flakes, 25-lb. Boxes—Bulk

1 Box Princess Flakes, $4.25
5 Box Princess Flakes, 4.20
10 Box Princess Flakes, 4.15
25 Box Princess Flakes, 4.10
Barrels of 130 lbs., per lb. ..... .17

Princess Flakes, 5c. Package—100 to Carton

1 Carton Princess Flakes, Carton, ... $4.00
5 Carton Princess Flakes, Carton 3.95
10 Carton Princess Flakes, Carton, ... 3.90
25 Carton Princess Flakes, Carton, ... 3.85

ROYAL CROWN SOAPS, LTD. WINNIPEG, MAN.

Royal Crown Cartons, 24-6s case $7.45
Crown Smaller Bar wrapper, cases 144s case 5.85
Large Bar, wrapped, 100s, case, ... 7.65
Electric, wrapped, cases 60s, case, ... 7.10
Naphtha, wrapped, 120s case, ... 7.10
White Naphtha, wrapped 120s, case, ... 6.05
Flannel, wrapped, 100s, case, ... 6.45
Ivorine, cartons, 24-6s, case 6.05

Shortening

CANADA STARCH CO., LTD. MONTREAL

No. 1. 24 tins, 1 lb., case, ... $6 75
No. 2. 12 tins, 2 lbs. case, ... 6.25
No. 4. 12 tins, 4 lbs., case, ... 11.75
No. 8 6 tins, 8 lbs., case, ... 10.80

WM. DAVIES CO., LTD. TORONTO, ONT.

Salad Oil, 1 gal. tins 16 c
Salad Oil. 5 gal. tins 15 c
Cooking Oil, 1 gal. tins 14¼c
Cooking Oil, 5 gal. tins 13¾c
Cooking Oil Tierces 12½c

SPECIALTIES (Imported)

AMOROSO & MALAGODI CO., MONTREAL

French Imported Specialties

Anchovies (Filets) Olive Oil, 4 rings (¼ bottle) dozen 9 00
Bar le Duc Currant Jelly, white or red, ¼ jars, doz. 3 75
Do., ⅛ jars, doz. 2 25
Brussels Sprouts, 1's, tin 27
Capers in Vinegar in Cases of 1 doz., ½ bot. per doz. 4 50
Cases of 2 doz., ¼ bot. per doz. 3 00
Cases of 6 ½ gl. jars, per jar 3 00
Cepes (Field Mushrooms) per tin 29
Herrings Wine Sauce, 1's per tin 50
Mustard in ¼ jars, jar 2 00
Mushrooms Vinegar, 1 gl. per tin 3 00
Pate de Foie Gras: (Truffe):
Strasburg, 1½ lb. jar 6 00
Perigueux, 2½ oz. tins 42
4½ oz. tins 70
6 oz. tins 1 00
Puree de Foie Gras: Perigueux, 2½ oz. tins 30
Sardines (Boneless) ¼'s 33
Sardines (Nantes) ¼'s .. 26
Truffles (Perigord): Extra choice ⅛ tins.. 40
½ tin 1 25

Italian Imported Specialties

Antipasto (Hors d'ouvres), tin 30
Confetti (Jordan Almonds) lb. 38
Confetti (Cordials) lb.. 40
Macedonie in vinegar, 10's, tin 2 00
Mushrooms (dried) 5 lbs. per tin 6 00
Mushrooms in vinegar, ½'s, per tin 25
Peppers in vinegar, 1's per tin 24
Peppers in vinegar, 10's, per tin 2 00

Tomato Paste—The highest grade imported from Italy packed by Messrs. Musi & Polon, Parma, under the

"Elephant" Brand

Cases of 250 ½'s, tin .. 09½
Cases of 100 1's, tin.. 22
Cases of 10 10's, tin.. 2 00
Torrone di Cremona (Italian Nougat) in pkgs. of 18 pcs., per pk. 1 40
Tins of 18 pcs., per tin 1 75
Pkgs. of 36 pcs., per pk. 2 75
Tins of 36 pcs., per tin 3 25
Mostarda di Cremona: (Fruits in Mustard): tins of 1 lb. each, tin 90
Anchovies with capers in Olive Oil, 200 ⅛ tins, per tin 20
Do., 100 1 lb. tins, tin 1 00
Do., 60 2 lb. tins, tin 2 00
Anchovies in Salt:
Cases of 100 1 lb. tins, per tin 30
Cases of 60 2 lb. tins, per tin 55
Cases of 24 7 lb. tins, per tin 1 25
Cases of 12 14 lb. tins, per tin 2 10
Cases of 6 28 lb. tins, per tin 4 00
Caviar (Russian) ⅛'s, dz. 10 50
Do., ¼'s, dz. 20 00
Do., ½'s, dz. 38 00
Caviar (Imitation) ¼ jrs. per doz. 3 50
Garlic (sound—new) lb. 14
Codfish (Prime Gaspe) lb 11½
Macaroni, Naples style, per box 2 10
Macaroni, Bologne style, per box 3 50
Macaroni, Genoa style, per box 3 75
Macaroni in 8 oz. pkgs., per box 2 25
Pastina Glutinata (Fancy Glutinated Paste for invalids and infants)
Hygienic, 11 oz pkgs, pk 34
Do., 5 oz pkgs, pk 18
Pimientos, red, 1's, tin 22
Do., ½'s, tin 11½
Salame (Genoa style), lb. 60
Salame, Milano Style, lb. 40
Salame (Alexandria Style) lb. 63
Sardines in olive oil, (Spanish) 50 2 lb. tins, per lb. 60
Tunnyfish (California), ¼'s, per tin 25
Tunnyfish (Spanish) ½'s per tin 35

French Anchovies. (Packers, Feyret & Co.)

3 ring bottles, doz. .. 5 25

Are YOU

O-Cedar
Polish
Cleans as it Polishes
You can use O-Cedar Polish with confidence as it does not contain any injurious substances.
Use O-Cedar Polish "the O-Cedar Polish Way" with water. To prolong the high hard lustre, use O-Cedar or your dusting cloth. For Mission surfaces use O-Cedar without water.
Where you have used an oil or a polish that has proved unsatisfactory before using O-Cedar, wash the surface with Castile Soap, and water. Then apply "the O-Cedar Polish Way."
Manufactured and Guaranteed by
CHANNELL LIMITED
Toronto Canada
Use O-Cedar Polish
The O-Cedar Polish Way
Wet a piece of cloth in water
Wring out it most
Pour on Polish
Go over surface to be cleaned
Polish with dry cloth. Slight rubbing quickly produces a hand dry lustre.
Copyright 1914-15-16-17

WE WISH you to take par ticular notice of our ne slogan, soon to become household phrase as our ad vertising gradually makes familiar to the people Canada:

"Use it on your piano —with water

Note that we emphasize the importance of usi it **with water.** O-Cedar Polish is only success when used with water according to the directio

passing up 30% of your possible sales of

O-Cedar Polish

A RECENT investigation conducted by us among a thousand women, revealed the startling fact that although most of them use O-Cedar Polish, only 40% of those who knew its merits were actually using it on their *furniture*.

The other 60% said they had always regarded O-Cedar Polish as "merely a floor polish."

From this you can readily see that all the dealers are not getting nearly all the sales of O-Cedar that *can* be got.

O-Cedar can easily be increased 30% among those now using the Polish—by simply telling those women who do not really understand what O-Cedar is, that the results it gives on furniture are quite as wonderful as those it reveals when used for polishing floors.

Tell your customers to try it on the Piano, the Dining-room Table, the Buffet or Sideboard. Explain, every time you hand out a bottle or a can, that it is the supreme furniture polish—certain to give satisfactory results **if used with water, as directed,** on any painted, varnished, or stained surface.

Some now use O-Cedar on floors and for treating their O-Cedar Polish Mop. Others use it also on Linoleum or Oilcloth. In many homes it is found a wonderful brightener of woodwork. It is also excellent for polishing the motor car.

But the greatest of all O-Cedar uses is the one least known to women—its truly remarkable effect on fine furniture.

In Bottles 30c and 60c; in Tins, $1.50, $2.50 and $3.50

CHANNELL LIMITED - TORONTO

4 ring bottles, doz. .. 7 00

French Maraschino Cherries, (Packers, Feyret & Co.)

⅛ bottles, doz. 2 35
¼ bottles, doz. 4 50

MARASCHINO CHERRIES

W. G. PATRICK CO. LTD., TORONTO, ONT.

(Prices f.o.b. Toronto)

Liberty Cherries in Maras—

	Per doz.
Pony size, 3 doz.	1.90
Pony Green,..	2.40
Petite, red, 4 doz.	3.25
Petite, green, 4 doz...	3.50
Half pint, 4 doz.	4.25
Quarts, 1 doz	14.00

TEA (Package)

CODVILLE COMPANY, LTD., WINNIPEG, MAN.

Gold Standard Green Label Tea, ½s, per lb.	55
Do., 1s, per lb	54
Gold Standard Red Label Tea, ½s, per lb.	50
Do., 1s, per lb.	49
Gold Standard Blue Label Tea, ½s, per lb.	47
Do., 1s, per lb.	46
Do., 2½s, per bag ..	1 13
Reliance Tea, 3 lb. tins per lb.	40
Do., 5 lb. cartons, lb.	39
Do., 10 lb. cartons, lb.	38

TEA (PACKAGE)

HUDSON BAY CO., WINNIPEG, MAN.

F.o.b. Winnipeg

	Per lb.
Rangalla, 1-lb. pkg.	48
Rangalla, ½-lb. pkg. ...	49

T. H. ESTABROOKS CO., LTD. ST. JOHN, MONTREAL, TORONTO, WINNIPEG, CALGARY, EDMONTON, ST. JOHN'S, NFLD., PORTLAND, MAINE

Prices effective in Ontario

Red Rose Tea

Crimson Label—	
1-lb. pkg., pre lb.	45
½-lb. pkg., per lb. ...	46
Green Label—	
1-lb. pkg., per lb.	58
½-lb. pkg., per lb. ...	59
Blue Label—	
1-lb. pkg., per lb.	65
½-lb. pkg., per lb. ...	66
Bronze Label—	
1-lb. pkg., per lb.	71
½-lb. pkg., per lb. ...	72
Gold Label—	
1-lb. pkg., per lb.	79
½-lb. pkg., per lb. ...	80
Orange Pekoe Quality—	
1-lb. pkg., per lb.	68
½-lb. pkg., per lb. ...	69

TEA (Package)

Ridgways Tea

Five O'clock Label ls & ½'s, lb.	65
Capital Household Label ls & ½'s, lb.	57

Tetley's Teas

Golden Tips, 30 1's, lb.	63
Golden Tips, 60 ½'s, lb.	64
Sunflower, 30 1's, lb. ..	54
Sunflower, 60 ½'s, lb...	55

ARMSTRONG TEA COMPANY TORONTO, ONT.

Luxura Tea in one pound pkgs., lb. net	43
Luxura Tea in half pound pkgs., lb. net	44
Luxura Tea in quarter pound pkgs., lb. net.	48

TOILET ARTICLES

CHAMBERLAIN MEDICINE CO., LTD., TORONTO, ONTARIO

Oriental Talcum Powder, Gross	21 00
Rose Talcum Powder, Gross	21 00
Snowflake Cream, (Greaseless) gross ..	30 00
Witch Hazel and Almond Cream, gross	24 00
Shampoo Mixture, gross	24 00
Hand Lotion, gross ..	30 00
Quinine Hair Tonic gross	90 00
Tooth Powder, gross ..	21 00
Tooth Paste, gross	24 00

TAPIOCA INSTANTOUS

STICKNEY & POOR, HALIFAX

Rapid Cooking, ½ lb pkg per doz	1 30
Rapid Cooking 1 lb pkg per doz.	1 75

TOBACCO

IMPERIAL TOBACCO CO. OF CANADA, LTD., MONTREAL.

Cut Smoking

Seal of North Carolina, ½ lb. pcks., per lb...	2 23
1-8 bags, 5 lb. boxes, per lb.	2 23
Old Chum, ½ lb. tins, 5 lb. boxes, per lb.	1 57
1 lb. tins, 3 lb. boxes, per lb.	1 57
1-13 pcks., 5 lb. boxes, per lb.	1 57
1-7 bags, 5 lb. boxes, per lb.	1 72
1-8 pcks., 2 lb. boxes, per lb.	1 57
Puritan Cut Plug, ½ lb. tins, 5 lb. boxes, lb...	1 57
Piccadilly London Smoking Mixture, 1-10 lb. foil pcks., 2 lb. boxes, per lb.	2 38
½ lb. square tins, 2 lb. boxes, per lb.	2 38
¼ lb. square tins, 2 lb. boxes, per lb.	2 38
West End Mixture, 1-5 lb. tins, 2 lb. boxes, per lb.	2 38
Tona Sama, ½ lb. tins, 2 lb. boxes, per lb.	2 03
Royal Navy, 1-11 pcks., 2 lb. boxes, per lb.	1 27
½ lb. tins, 2 lb. boxes, per lb.	1 27

Per lb.

Meerschaum, 1-13 pcks., 2 lb. boxes	1 57
1-8 pcks., 2 lb. boxes	1 57
1-9 bags, 5 lb. boxes	1 77
1-2 lb. tins, 3 lb. boxes	1 57
Bull Durham, 1-10 bags, 2 lb. boxes	2 38
1-15 bags, 2 lb. boxes	2 38
Unique, 1-12 pcks., 5 lb. boxes	1 72
1 lb. pcks., 5 lb. boxes	1 72
1-2 lb. pcks. 5 lb. boxes	1 72
Duke's Mixture (Granulated), 1-14 bags, 2 lb. boxes	1 72
Pure Perique, ¼ lb. tins, per lb.	3 04
½ lb. tins, per lb. ..	3 04
Repeater, 1-13 pcks., 3 lb. boxes, per lb.	1 57
1-9 tins, 2 lb. boxes..	1 77
½ lb. tins, 2 and 5 lb. boxes	1 57
Snap, 1-15 pcks., 2 lb. boxes, ...	1 22
Old Virginia, ½ lb. tins, 3 lb. boxes	1 27
1-16 pcks., 2 lb. boxes	1 32
1 lb. pcks., 3 lb. boxes	1 22
½ lb. pcks., 3 lb. boxes	1 22
Social Mixture, 1-13 pcks. 2 lb. boxes	1 57
1-2 lb. tins, 3 lb. boxes	1 57
Rex Mixture, 1-13 pcks., 5 lb. boxes	1 57
1-2 lb. tins, 3 lb. boxes	1 57
1-8 pcks., 2 lb. boxes	1 57
St. Leger (Sliced), 1-8 tins, 1 lb. boxes	2 28
Calabash Mixture, 1-5 pcks., 2 lb. boxes ..	2 38
Glengarry Mixture, 1-5 tins, 2 lb boxes	1 82
Capstan Navy Cut, mild, 1-2's	3 35
Mild, 1-4's	3 35
Mild, 1-8's	3 35
Medium, 1-2's	2 92
Medium, 1-4's	2 92
Medium, 1-8's	2 92
Full, 1-2's	2 92
Full, 1-4's	2 92
Full, 1-8's	2 92
Capstan Mixture, medium, 1-4's	2 92
Medium, 1-8's	2 92
Traveller, air-tight tins, 1-4's	2 94
Westward Ho Mixture, air tight tins, 1-2's..	2 92
Air tight tins, 1-8's ..	2 92
Black Cut Cavendish, air tight tins, 1-4's	3 29
Gold Flake, air tight tins, 1-5's	3 29
Liverpool Irish Twist, thin air tight tins, 3 lbs.	2 13
Thick air tight tins, (2½ lb. coils) 5 lb. tins	2 13
Superfine Shag, air-tight tins, 1-4's	2 92
Air-tight tins, 1-8's ..	2 92
Old Friend Shag, air-tight tins, 1-4's	3 24
Air-tight tins, 1-8's ..	3 24
Sweet Chestnut, air-tight tins, 1-8's	3 35
Three Castles, air-tight tins, mild, 1-4's	3 55
Mild, 1-8's	3 55
Medium, 1-4's	3 55
Medium, 1-8's	3 55
Player's Navy Cut, air-tight tins, mild, 1-8's	3 35
Air-tight tins, medium, 1-4's	3 35
Air-tight tins, medium, 1-8's	3 35
Air-tight tins, full 1-2's 1-4's, 1-8's	3 35
Player's Navy Mixture, air-tight tins, 1-4's ..	3 35
Paper pkgs., foil, 1-8's	3 35
Pioneer, flat tins, 1-4's	3 35
Log Cabin, air-tight tins 1-4's	3 55
Air-tight tins, 1-8's ..	3 55
Warlock, air-tight tins, 1-4's	2 92
Varsity Mixture, air-tight tins, 1-4's..	3 35
Waverley Mixture, special Coarse cut, air-tight tins, 1-4's	3 24
Special coarse cut, air-tight tins, 1-8's	3 24
Medium coarse cut, air-tight tins, 1-4's ..	3 24
Frontier Mixture, air-tight tins, 1-4's	3 40
Garrick Mixture, air-tight tins, 1-4's	3 45
Air-tight tins, 1-8's ..	3 45
May Blossom, air-tight tins, 1-4's	3 45
Air-tight tins, 1-8's ..	3 45
Glasgow Mixture, air-tight tins, 1-4's	3 04
Air-tight tins, 1-8's ..	3 04
Three Nuns, air-tight tins, 1-4's	4 05
Air-tight tins, 1-8's ..	4 05
St. Bruno, air-tight tins, 1-4's	2 92
Air-tight tins, 1-8's ..	2 92
St. Julien, air-tight tins, 1-4's	2 92
1-8's	2 92
Westminster Sliced Plug, air-tight tins, 1-4, 1 lb. boxes	2 92
Air-tight tins, 1-8, 1 lb. boxes	2 92
Westminster Smoking Mixture, air-tight tins, 1-4, 1 lb. boxes	2 92
Air-tight tins, 1-8, 1 lb. boxes	2 92
Amulet Smoking Mixture, air-tight tins, 1-4, 1 lb. boxes	3 04
Air-tight tins, 1-8, 1 lb. boxes	3 04
Per box of 1,000	24 32
In tins of 100:	
Per box of 100	2 44
Per box of 1,000	24 32

Vafiadis Odalisque

Boxes of ten:	
Per box of 100	2 03
Per box of 1,000	20 27
Tins of 50:	
Per box of 50	1 02
Per box of 1,000	20 27
Tins of 100:	
Per box of 100	2 03
Per box of 1,000	20 27

Vafiadis Extra Fine

Boxes of ten:	
Per box of 100	2 44
Per box of 1,000	24 32
Tins of 50:	
Per box of 50	1 22
Per box of 1,000	24 32
Tins of 100:	
Per box of 100	2 44
Per box of 1,000	24 32

Three Castles (Mild)

In air tight tins of fifty:	
Per box of 50	1 22
Per box of 1,000	24 32
In decorated tins of 100:	
Per box of 100	2 44
Per box of 1,000	24 32
In cartons of 10:	
Per box of 500	12 16
Per box of 1,000	24 32

Gold Flake

In air tight tins of 50:	
Per box of 50	1 07
Per box of 1,000	21 28
In slide boxes of 10:	
Per box of 50	10 64
Per box of 1,000	21 28

Capstan (Mild)

In air tight tins of 50:	
Per box of 50	1 07
Per box of 1,000	21 28

Capstan (Medium)

In air tight tins of 50:	
Per box of 50	1 07
Per box of 1,000	21 28
In cartons of ten:	
Per box of 500	10 64
Per box of 1,000	21 28

Wild Woodbine

In pkts. of 10:	
Per box of 500	8 11
Per box of 1,000	16 22

Lucky Strike

In pkgs. of 20:	
Per box of 200	3 75
Per box of 1,000	18 75

Soussa Extra Fine No. 25

In boxes of ten:	
Per box of 100	3 55
Per box of 1,000	35 47
In tins of 50:	
Per box of 50	1 78
Per box of 1,000	35 47
In tins of 100:	
Per box of 100	3 55
Per box of 1,000	35 47

Soussa Extra Fine, No. 30

In boxes of ten:	
Per box of 100	4 06
Per box of 1,000	40 54
In tins of 50:	
Per box of 50	2 03
Per box of 1,000	40 54
In tins of 100:	
Per box of 100	4 06
Per box of 1,000	40 54

Otto de Rose

In slide boxes of 10:	
Per box of 500	10 64
Per box of 1,000	21 28

Egyptian Deities, Ladies, Gold Tips

In boxes of 10:	
Per box of 100	3 81
Per box of 1,000	38 01

Tortoiseshell Smoking Mixture, air-tight tins, 1-4's, 2 lb. boxes.... 3 35
Pride of Virginia, 1-8 lb. tins, 2 lb. boxes 3 85
Old English Curve Cut, 1-8 lb. tins, ... 3 40
1-4 lb. tins 3 40
Peerless, 1-5 pcks., ... 2 03
1-10 pcks., ... 2 03
Union Leader, 22-3 oz. pouches, 6 lb. boxes.. 2 19
Tuxedo Granulated Plug, 1-8 lb. tins 2 60
Velvet, 1-9 lb. tins, 2 lb. boxes 1 77
Lucky Strike, 1-8 lb. tins, 2 lb. boxes 3 55
Lucky Strike (Roll Cut) 1-8 lb. tins, 2 lb. boxes 3 55
Rose Leaf (Fine Cut Chewing) 1 3-5 oz. bundles, in lb. drums, 5 lb. boxes 2 53
Old Judge Cigarette Tobacco, 2 oz. pcks., 5 lb. boxes 2 64

Plug Tobaccos.

Per Lb.
Battle Axe, 12 lb. caddies 2 03
Piper Heidsieck, 1-16 thin 2 lb. boxes (4 oz. plug) 1 88
1-12 thick 2 lb. boxes, (5 1-3 oz. plugs) 1 88
Horseshoe, 1 lb. bars (6 cuts to bar) 2 03
Star, 12 oz. bars (6 cuts to bar) 8 cuts to lb. .. 1 62
Spear Head, 1 lb. bars (6 cuts to bar) 6 cuts to lb. 2 03
Climax, 14 oz. bars (5 cuts to bar) 2 03
Westover, 7 oz. plugs (2 cuts to plug) 1 82

Cigarette Papers

La Croix, wheat straw, boxes containing 50 booklets 4 05
La Croix, rice paper, packages containing 50 booklets 3 04
Chantecleer, wheat straw, boxes containing 50 booklets 3 04
Repeater, boxes containing 50 booklets 3 04

Cigarette Tobacco

Per Lb.
B.C. No. 1, 1-15 pcks., 2 lb. boxes 2 45
Southern Straight Cut, 1-lb. pcks., 2 lb. boxes 2 45
Sweet Caporal, 1-15 pcks., 2 lb. boxes 2 45
Harem, 1-20 pcks., 2 lb. boxes 2 64

Snuffs

Per Lb.
Landry's Light Snuffs,
Rose No. 1, in 5, 10 and 20 lb. jars 0 61
Merise, in 5, 10 and 20 lb. jars 0 61
Rose extra, in 5, 10 and 20 lb. jars 0 61
Maccaboy, in 5, 10 and 20 lb. jars 0 66
Scotch, in 1 lb. packets and 5 lb. boxes 0 76
Scotch, in 5 lb. jars 0 76
Houdes' Dark Snuffs,
Natural. in 5, 10 and 20 lb. jars 0 61
Rose, No. 1, in 5, 10 and 20 lb. jars 0 61
Rose and Bean, in 5, 10 and 20 lb. jars 0 61
Rose extra, in 5, 10 and 20 lb. jars 0 61
Merise, in 5, 10 and 20 lb. jars 0 61
Maccaboy, in 5, 10 and 20 lb. jars 0 66
Scotch, in 1 lb. pcks., and 5 lb. boxes 0 76

The trade will note that unless prices are marked for delivery at certain shipping points, quotations are effective in Quebec and Ontario as far west as Fort William.

Scotch, in 5 lb. jars 0 76
No charge for jars. Same will be credited at the rate of 2 cents per pound when returned in good order, freight prepaid, to Montreal.
Lorillard's Snuffs
Maccaboy, in 5 lb. boxes . 2 03
Scotch, in 5 lb. boxes ... 2 03
Garrett's Snuff
1 oz. cans, 4 1-2 lb. boxes 2 03

ROCK CITY TOBACCO CO. LTD., QUEBEC.

Black Chewing Plug

Per Lb.
Can't B. Beat, 12 to lb... 1 03
Royal Crown, 10 to lb. .. 1 24
Bright Chewing Plug
Bat, 8 1-2 to lb. 1 26
King George, 10 to lb. .. 1 11
Bright Smoking Plug
Master Mason, 8 to lb. .. 1 26
Virginia, 6 2-3 to lb. ... 1 11

THE B. HOUDE CO., LTD. QUEBEC

Per Lb.
Bellefeuille (natural) XXX 1-9 pkgs. 0 73
1-4, 1-2 and 1 lb. pcks. .. 0 65
Blue Cross, 1-13 pcks. .. 1 08
Boulevard (Quesnel) 1-12 peakages 1 43
1-4, 13-24 and 1 lb. pcks. 1 39
Camp (Natural) 1-11 pcks. 0 84
1-7 pcks. 0 83
Clarillon (smoking and chewing) 1-12 pcks .. 0 99

Cut Smoking

Per Lb.
Casino
1-9 pcks., 5 lb. boxes 0 75
1-2 lb. pcks. 0 65
1 lb. pcks. 0 62
Como
1 lb. pcks., with pipe 0 80
Encoe
1-13 pcks., 5 lb. boxes 1 08
Golden Leaf
1-14 pcks., 5 lb. boxes . 1 14
1-2 lb. tins 1 20
Horse Shoe Solace
1-12 pcks., 5 lb. boxes.. 0 98
1-2 lb. pcks. 0 96
1 lb. pcks. 0 95
1 lb. pcks., with pipe.. 1 10
1-2 lb. tins 1 15
Houde's No. 1
1-13 pcks., 5 lb. boxes 1 07
1-2 lb. pcks. 1 00
1 lb. pcks. 0 98
1 lb. pcks., with pipe .. 1 10
1 lb. tin trunks 1 20

Per Lb.
Patriot (natural) 1 lb. tins 0 78
Prairie (natural) 1-9 pcks. 0 73
13-44, 1-2 and 1 lb. pcks... 0 65
Quesnel, 1-9 pcks. 1 04
1-2 and 1 lb. pcks. 0 99
Rouge & Quesnel, 1-11, pcks. 0 89
1-2 and 1 lb. pcks. 0 85
Transfer, 1-8 and 1-5 pcks. 0 60
1-2 and 1 lb. pcks. 0 60

Per Lb.
Hudson, smoking and Chewing 1-14 pcks.. 3 lb. boxes 1 15
Ligne Speciale No. 40 (nat.)
1-11 pcks.. 5 lb. boxes 0 86
1-7 pcks.. 5 lb. boxes .. 0 85
1-2 lb. and 1 lb. pcks. .. 0 73
Ligne Speciale No. 35 (nat.)
1-9 pcks.. 5 lb. boxes .. 0 73
1-2 and 1 lb. pcks. ... 0 65
Mon Ami (pure Quesnel)
1-13 pcks., 3 lb. boxes.. 1 60
1-2 and 1 lb. pcks. ... 1 50
Montcalm
1 lb. bags 0 75
Parfum d'Italie Extra (Quesnel)
1-14 and 1-9 pcks., 5 lb. boxes 1 10
Gold Cross (Fine cut)
1-13 pcks., 5 lb. boxes. 1 55
1-2 lb. tins 1 55
Gold Dust
1-13 tins, 1 lb. boxes .. 1 60
Rainbow
1-8 lb. bags, 5 lb. boxes 1 55
1-2 lb. bags, 5 lb. boxes 1 55
1-4 lb. tins 1 55
1-2 lb. tins 1 47
Rover (Cut plug)
1-11 pcks., 5 lb. boxes.. 1 25
1-2 lb. tins 1 25
Senator
1-13 pcks., 5 lb. boxes 1 55
1-9 lb. bags, 5 lb. boxes 1 75
1-8 lb. pcks., 5 lb. boxes 1 55
1-5 lb. tins 1 80
1-2 lb. tins 1 55
Standard (Cut plug)
1-12 pcks., 5 lb. boxes. 1 47
Standard Navy Cut
1-10 tins, 2 lb. boxes .. 2 00

CHEWING TOBACCO

Per Lb.
Lion brand (coarse cut) 1-13 paper bags 1 08
O. K. (Scrap) 1-10 paper bags 1 20
Spun Roll, 1-16 rolls ... 1 32

CIGARETTE TOBACCO

Le Petit Bleu
1-15 pcks., 5 lb. boxes 1 25
1-2 lb. and 1 lb. pcks. .. 1 25
Rugby
1-16 pcks., 5 lb. boxes 1 33
1-2 lb. and 1 lb. pcks... 1 33

EMPIRE TOBACCO COMPANY GRANBY, QUE.

Cut Tobacco
Forest and Stream, 1-12 lb. tins. 1 46
1-4, 1-2 and 1 lb. 1 46
Great West, 1-10 bags .. 1 22
1-2 lb. tins and 1 lb. lunch boxes 1 22
Master Workman, 1-9 lb. pcks. 1 12
Black Chewing
Black Watch, 10s. 1 22
*Black Watch, 8s. 1 22
Club, 9s. 1 15
Currency, 9s. 0 99
Currency (Bars(..... 0 99
Old Fox, 12s. 1 03
Micmac (Bars) 1 15
Bright Chewing
Bobs 1 15

Per Lb.
Empire Navy (Bars) ... 1 27
*Old Kentucky (Bars) .. 1 22
Pay Roll 1 14
Pay Rolls (Bars) 1 14
Stag (Bars) 0 97
Anchor 0 86
Bright Smoking

Per Lb.
Derby, 9s. 1 14
Master Workman (Brs.) 1 12
*Old Virginia, 8s. 1 72
Old Virginia, 2s. 1 72
Pedro 1 52
Rosebud, 8s. 1 01
Rosebud. 4 2-3s. 1 01
Shamrock, 9s. 1 01
Shamrock, 2s. 1 01

CIGARETTES

IMPERIAL TOBACCO CO. OF CANADA, LTD., MONTREAL.

Gloria, in slide boxes of seven, box of 700 .... 8 61
Boquet, in slide boxes of seven, box of 350 .... 4 31
Sweet Sixteen, in slide boxes of seven, box of 350 ..... 4 31
Derby, in slide boxes of seven, box of 350 .... 4 31
Old Gold, in slide boxes of seven, box of 350 .... 4 31
Guinea Gold in slide boxes of ten, box of ten ... 1 42
box of 1,000 ..... 14 19
Players Navy Cut
In slide boxes of ten, box of 500 ..... 7 10
per 1,000 ..... 14 19
In slide boxes of twenty, box of 500 ..... 7 10
per 1,000 ..... 14 19
In tins of fifty, box of 50 0 71
per 1,000 ..... 14 19
In tins of 100, per box .. 1 42
per 1,000 ..... 14 19
Millbank
In slide boxes of ten, box of 500 ..... 6 08
per 1,000 ..... 12 16
In slide boxes of twenty-five, box of 500 ..... 6 08
per 1,000 ..... 12 16
In tins of fifty, box of 50 ..... 0 61
per 1,000 ..... 12 16
Empire Navy Cut
In slide boxes of seven, box of 252 ..... 3 09
per 1,000 ..... 12 26
Athlete
In paper pcks. of ten box of 100 ..... 1 42
per 1,000 ..... 14 19
Sweet Caporal
In slide boxes of ten, box of 500 ..... 7 10
per 1,000 ..... 14 19
In tins of fifty, box of fifty 0 71
per 1,000 ..... 14 19
Old Chum
In slide boxes of ten, box of 100 ..... 1 42
per 1,000 ..... 14 19
Gold Crest
In slide boxes of twenty, box of 200 ..... 2 54
per 1,000 ..... 12 67
The Greys
In pcks. of ten, box of 100 ..... 1 68
per 1,000 ..... 16 72
In pcks. of fourteen, box of 168 ..... 2 56
per 1,000 ..... 15 20
In pcks. of twenty, box of 200 ..... 3 25
per 1,000 ..... 16 22
In cardboard boxes of fifty, box of 50 ..... 0 79
per 1,000 ..... 15 71
In cardboard boxes of 100, box of 100 ..... 1 58
per 1,000 ..... 15 71
Fatima
In foil pcks. of twenty, box of 200 ..... 2 49
per 1,000 ..... 14 70
Old Kentucky
In foil pcks. of twenty, box of 200 ..... 2 49
per 1,000 ..... 12 42
Richmond Straight Cut No. 1
Plain and cork tips.
In slide boxes of ten, box of 200 ..... 3 35
per 1,000 ..... 16 72
In cardboard boxes of twenty, box of 200 .. 3 35
per 1,000 ..... 16 72
In tin boxes of fifty, box of 50 ..... 0 84
per 1.000 ..... 16 72
Richmond Gem
In pcks. of twenty, box per 1,000 ..... 14 70
of 200 ..... 2 94

CIGARS

New Light
In packets of ten:
Per box of 200 ..... 4 06
Per 1,000 .. .. 20 27
Sub-Rosa Cigarros
In slide boxes of ten:

Per box of 100	2 03
Per 1,000	20 27
Vice Roy	
In slide boxes of ten:	
Per box of 100	2 03
Per 1,000	20 27
Le Roy	
In slide boxes of ten:	
Per box of 100	2 03
Per 1,000	20 27
Recruits	
In wooden boxes of 50:	
Per box of 50	1 22
Per 1,000	24 32
Columbia	
In slide boxes of ten:	
Per box of 100	2 03
Per 1,000	20 27
Bunty	
In packets of two:	
Per box of 100	2 03
Per 1,000	20 27
In packets of four:	
Per box of 100	2 03
Per 1,000	20 27
Empire	
In slide boxes of ten:	
Per box of 100	3 25
Per 1,000	32 43
Royal Club	
In packets of five:	
Per box of 100	3 86
Per 1,000	38 51
Florodora	
In packets of five:	
Per box of 100	3 25
Per 1,000	32 43
Peggy's	
In boxes of ten:	
Per box of 100	2 03
Per 1,000	20 27
La Restina	
In boxes of fifty:	
Per box of 50	1 93
Per 1,000	38 51

EGYPTIAN CIGARETTES

Zola, with cardboard mouthpieces	
In boxes of ten:	
Per box of 200	5 07
Per 1,000	20 27
Hassan, Cork Tips	
In slide boxes of ten:	
Per box of 100	1 42
Per 1,000	14 19
Mecca, Plain Tips	
In slide boxes of ten:	
Per box of 100	1 42
Per 1,000	14 19
Nizam, Plain and Cork Tips	
In boxes of ten:	
Per box of 100	1 26
Per 1,000	12 67
Hyde Park, Plain or Cork Tips	
In boxes of ten:	
per box of 100	1 93
Per 1,000	$19 26
Murad, Plain Tips	
In boxes of ten:	
Per box of 100	1 93
Per 1,000	19 26
In boxes of twenty:	
Per box of 200	3 86
Per 1,000	19 26
In boxes of fifty:	
Per box of fifty	0 97
Per 1,000	19 26
In tin boxes of 100:	
Per box of 100	1 93
Per 1,000	19 26
Mogul, Plain Tips	
In boxes of ten:	
Per box of 250	4 82
Per 1,000	19 26
In tin boxes of fifty:	
Per box of 50	0 97
Per 1,000	19 26
In tin boxes of 100:	
Per box of 100	1 93
Per 1,000	19 26
Mogul, Cork Tips	
In boxes of ten:	
Per box of 250	4 82
Per 1,000	19 26
In boxes of twenty:	
Per box of 200	3 86
Per 1000	19 26
In tin boxes of fifty:	
Per box of 50	0 97
Per 1,000	19 26
In tin boxes of 100:	
Per box of 100	1 93
Per 1,000	19 26
Durbar	
In boxes of ten:	
Per box of 100	1 63
Per 1,000	16 22
Dardanelles, in boxes of ten	
Cork tips (oval)	
Per box of 250	5 07
Per 1,000	20 27
Silver tips (oval)	
Per box of 250	5 07
Per 1,000	20 27
Plain tips (oval)	
Per box of 250	5 07
Per 1,000	20 27
Yildiz Magnums, Gold Tip	
In boxes of ten:	
Per box of 250	7 61
Per 1,000	30 41
In tin boxes of 100:	
Per box of 100	3 05
Per 1,000	30 41
Yildiz Magnums: Cork and Plain Tips	
In boxes of ten:	
Per box of 250	7 61
Per box of 1,000	30 41
In tin boxes of 100:	
Per box of 100	3 05
Per box of 1,000	30 41
Imperial Fleur: Gold Tips	
In boxes of ten:	
Per box of 250	6 43
Per box of 100	25 34
In tin boxes of 50:	
Per box of 50	1 27
Per box of 1,000	25 34
In tin boxes of 100:	
Per box of 100	2 54
Per box of 1,000	25 34
Pall Mall, Original: Plain and Cork Tips	
In boxes of 10:	
Per box of 100	2 44
Per box of 1,000	24 32
In boxes of 20:	
Per box of 200	4 87
Per box of 1,000	24 32
In padded boxes of fifty:	
Per box of 50	1 22
Per box of 1,000	24 32
In padded boxes of 100:	
Per box of 100	1 44
Per box of 1,000	24 32
Pall Mall, King's Size: Cork Tips	
In padded boxes of ten:	
Per box of 100	3 25
Per box of 1,000	32 43
In padded boxes of 50:	
Per box of 50	1 63
In boxes of 1,000	32 43
In padded boxes of 100:	
Per box of 100	3 25
Per box of 1,000	32 43
Egyptian Deities, No. 3: Plain Tips	
In boxes of 10:	
Per box of 100	2 44
Per box of 1,000	24 32
In tins of 50:	
Per box of 50	1 22
Per box of 1,000	24 32
In tins of 100:	
Per box of 100	2 44
Per box of 1,000	24 32
Cork Tips	
In boxes of 10:	
Per box of 100	2 44
Per box of 1,000	24 32
In tins of 50:	
Per box of 50	1 22

VINEGAR

DYSON VINEGAR CO., LTD., WINNIPEG, MAN.

Prices f.o.b. Winnipeg

Bottle Vinegar (24 to Case)	Doz.
Dyson's Pure Malt—	
Small	$2.25
Large	3.25
Dyson's Pure Spirit—	
Small	2.00
Large	2.75
Brown, small	2.00
Brown, large	2.75
Dyson's Pure Cider, large	3.25
Sunset Brand (24 to case)	
Pure spirit, large	2.00
Brown, large	2.00

VINEGAR

REYNOLDS, MOORE & BENTZ, LTD., WINNIPEG, MAN.

Prices f.o.b. Winnipeg

Red Cross Brand

Pure Malt—	
Small bottles, per case	4 60
Large bottles, per case	6 70
Pure Cider—	
Small bottles, per case	4 60
Large bottles, per case	6 70
Pure Spirit—	
Small bottles, per case	4 10
Large bottles, per case	5 60

(Packed 2 doz. to case)

VINEGAR (Bottled)

CODVILLE COMPANY, LTD., WINNIPEG, MAN.

Gold Standard Vinegar Malt, pints	1 80
Do., quarts	2 90
Gold Standard Spirit Vinegar, pints	1 45
Do., quarts	2 30

YEAST

FLEISCHMAN COMPANY, TORONTO, ONT.

Fleischman's yeast, per doz. cakes	30

E. W. GILLETT CO., LTD. TORONTO, ONT.

Royal Yeast, 3 doz. pkgs to case, per case	2 15
Gillett's Cream Yeast, 3 doz. pkgs to case, per case	2 15

"Turn to the Right" In Vancouver Upsets Values

Vancouver, B. C., Jan. 23.—Vancouver merchants are at the present time subject to an unsettling element in the conduct of their business that is without doubt, unique in the history of retailing to date. The rule of the road has been changed from left to right. Ever since British Columbia was a crown colony the vehicular traffic of every description has passed to the left. Horse drawn and motor traffic always passed to the left when meeting, and passed to the right on overtaking other traffic. Street cars westbound traveled on the south tracks and deposited their passengers in front of the doors of the merchants on the south side of the street.

The merchants on the north side of the street, for instance, on the northwest corner of a downtown intersection paid big rents by reason of the fact that all westbound cars discharged their passengers right in front of their door. Today, and since the first of January, everything is reversed. The merchant on the north-east corner now has the valuable location where passengers westbound, alight and board. Values and rents are topsy-turvy; corners on Granville Street where almost every city car stopped, being particularly affected.

This Store Is Robbed The Second Time Since Christmas

Montreal.—Safe-crackers entered the store of A. Martin, retail provision dealers at 247 St. Catherine Street West, some time between noon and evening on Sunday last. Motorcycle tracks and a small suitcase containing an electric battery outside the back door in the lane were all the clues left by the safe-crackers. The battery was connected by an electric wire to what remained of the nitro-glycerine charge. It is thought that two men worked together and that they took advantage of the noise of a passing street car to make the explosion, since no one in the vicinity heard any report.

One thousand dollars in bills and silver were taken from the safe and the safe itself, a new one, valued at $300, was wrecked. Just a little over one month ago, on the night after Christmas, the same store was broken into and the safe drilled and over two thousand dollars taken. On that occasion the work of the robbers was more crude but nevertheless successful and the safe was ruined and eventually replaced by the one that was blown open on Sunday last.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Maritimes

One of the chain of grocery stores, operated by G. R. Wetmore in St. John, N. B., was entered by a hold-up man, just as the staff were about to close the store one evening recently. Waving a revolver aloft, the burglar succeeded in terrorizing the cashier, but all he got for his pains was $3. made up of quarters. Mr. Wetmore had previously been to the store and collected most of the money. However, there was a sum of twenty dollars in the register that the robber overlooked.

Quebec

The Match Company, Limited, is erecting a factory at Berthierville, Que.

The Montreal office of the Sun Maid Raisin Growers of Canada, John N. Hunter, manager, has been changed from the Coronation Bldg. to the Shaughnessy Bldg.

Ontario

John Panter, grocer in Belleville, Ont., for many years, passed away at his home there on Monday of this week. He had been in the grocery business in Belleville for sixty years.

C. R. Hodgetts, of R. C. Blackburn & Co., Toronto, is recovering from a recent operation for appendicitis. He became suddenly ill one evening and underwent the operation at midnight.

Clarence A. Lanspeary, president of the Border Cities Retail Merchants' Association, entertained the directors of the association at dinner at the Essex Golf Club the other night. Impromptu speeches were the order of the evening. Mr. Lanspeary is the president for another year.

The delegation of Canadian manufacturers which will investigate trade conditions in the West Indies, and Northern South American republics, are leaving Halifax, February 15. Chester Payne, former secretary to Sir George Foster, and now of the Foreign Trade Division of the Department of Trade and Commerce, will accompany the delegation as a representative of the Government.

At the annual general meeting of the Commercial Travellers' Mutual Benefit Society in Toronto the other day, the following officers were elected:—President Chas. S. Parsons; vice-president, J. M. Sterling; treasurer, S. R. Wiskett; secretary, Richard Ivens; trustees for Toronto, Robt. Forbes, W. J. Sykes, Robt. Maxwell, Jno. Burns, Jno. Curtis, E. Fielding, A. J. Tipping, L. R. Arnett and H. L. Willmot.

P. C. Larkin, as High Commissioner, Man For The Job

P. C. Larkin, founder and head of the Salada Tea Co., has been requested to become Canadian High Commissioner in London, England, to succeed Hon. Mr. Perley. In referring to the prospective appointment, "Financial Post" says:—

"We need in London one who knows Canada thoroughly—the sentiments and interests of the people and the industries of the country; who has the courage to stand up for them and the capacity and energy to promote them. Primarily, above everything else, our High Commissioner should be a big salesman, to sell to the Empire and the world, Canadian farm lands, Canadian investments, Canadian produce—from our farms, from our mines, from our forests and from our waters. Mr. Larkin is the man for the job. He has had a more successful career as a salesman than any other man in Canada to-day. If the Government asked us to name a better, we could not. We base this recommendation on an intimate knowledge of his public and business career for nearly forty years."

Adolphe Stoezer, proprietor of a general store at Glenallen, near Elmira, Ont., passed away the other day, after a long illness. He was 44 years of age, and is survived by his wife and five children.

Earl Truckwell and Mervin O'Connell were caught in the act of carrying produce from the Brantford Cold Storage plant the other night. They appeared in court, Truckwell getting from six to eighteen months. O'Connell was allowed to go on suspended sentence.

Business Changes

J. Park has opened for business at 26½ King St., St. Catharines, Ont.

Mrs. J. N. Huff has commenced business at 359 Silverthorne Ave., Toronto, Ont.

Roy Plato is managing the Austin Company's store at 43 Russell Ave., St. Catharines, Ont.

W. Y. Bryans has commenced business with a corner store at 289 St. Johns Road, Toronto, Ont.

Lawrence & Marshall have commenced business with a stock and store at 21 King St., St. Catharines, Ont.

Quebec Merchants Hear Addresses on R.M.A. Work

Quebec, Feb. 7.—The members of the Quebec section of the Retail Merchants' Association of Canada held an important meeting the other evening which was addressed by the Provincial officers of the organization.

Joseph Savard, president of the Quebec Section, presided. At the conclusion of the meeting, which was attended by some five hundred merchants of the city and district, Mr. Savard thanked the speakers for their interesting addresses and a large number of those present who had not yet joined the organization became members.

J. E. Sansregret, president of the Provincial Section, reviewed the history of the organization since its formation twenty-five years ago. He said that the association was essentially a commercial organization which concerned itself with business matters. With organization came unity and strength and the association could now speak for the retail merchants of the Province.

J. L. F. Filiatrault, Provincial Treasurer of the Association, told of the power of the organization. He said that it was responsible for the abolition of the luxury tax, and told what had been done in the campaign against co-operative organizations and against the peddling system. He also intimated that something might be done with regard to insurance for the members of the organization. He said that the organization was now working for the abolition of taxation on revenue.

Mr. Moise Lapointe, Provincial Secretary of the Association, followed along the same lines

A. J. Landrieau, organizer of the Association for the district of Quebec, spoke of the protection which the association afforded its members and also explained at length the working of the organization.

W. F. Brainerd, who becomes manager of the Ontario Division for the Sun Maid Raisin Growers of Canada, has located his office at 400 McKinnon Bldg., Toronto.

The Sun Maid Raisin Growers, formerly the Associated Raisin Growers, are putting on the market two new packages. One is a 15 oz. net yellow package containing soda bleached Thompson seedless raisins and the other is 8 oz net.

WESTERN CANADA NEWS

Western

David J. Dyson, president of the Dyson Vinegar Co., Winnipeg, is on a business trip throughout the west calling on the large business centres.

A. E. Mason, manager of the Imperial Rice Co., Vancouver, spent a few days in Winnipeg on a business trip with the company's western representatives, Scott, Bathgate Co.

H. Beck, the Liverpool manager for Lindsay and Co., is a visitor at the office of Birks, Crawford & Co., Vancouver, B. C. Mr. Beck is studying the salmon situation at the Coast, and was with Mr. Crawford at Seattle.

Arthur J. Bradley, formerly with Reynolds, Moore & Bentz, Ltd., has now joined the staff of the G. H. Campbell Sales Co., and will work part of Winnipeg City. Mr. Bradley has been with the former firm since a boy.

The California Associated Raisin Co., of Fresno, Cal. has opened an office at 702 Confederation Life Bldg., and will work in conjunction with the firm's western representative, the Donald H. Bain Co. The Winnipeg office is under the supervision of C. E. Davies.

Geo. J. Robertson of Calgary, formerly with Ganong Bros, and Nelson Shakespeare, has joined the staff of the G. H. Campbell Sales Co., Winnipeg, and is looking after their business at the Coast, with headquarters at Vancouver.

The Canadian Postum Cereal Company of Toronto and Windsor, Ont., have appointed the F. G. Evans Co., Vancouver, to act as brokers for them in B. C. The handling of the Canadian Maple Products Company's sales in British Columbia have also been entrusted to the same brokers. Harry Beaton, of the Postum Cereal Co., was a visitor recently at the F. G. Evans Company's office in the Dominion Bldg.

Birks, Crawford & Co., brokers, Vancouver, have been appointed by the Battle Creek Toasted Corn Flake Company of London, Ont., as their agents for their Kellogg's Toasted Cornflakes, the territory covered being British Columbia. In association with Stewart Menzies & Co., this same brokerage firm represents Crosse & Blackwell, E. Lazenby & Son, Jas. Keiller & Son and the Norwegian Overseas Co., packers of "Norcross" sardines.

This Week's Recipe

Macaroons

Three cups corn flakes, 1 cup sugar, ⅜ cup shredded cocoanut, ½ cup chopped walnuts, ½ teaspoon vanilla, whites of 3 eggs, beaten stiff. Drop on well-buttered pan and bake to a golden color.

Dividing British Columbia Into R.M.A. Sections

Westminster, B. C., Feb. 6th.—A conference of delegates from Frazer Valley points was held in New Westminster recently. Every business centre from Spuzzum to Whiterock was represented. On Feb. 22 there will be another meeting called, this time in Mission where it is hoped to consummate the plans that are at present underway to make a strong Fraser Valley section.

As at present proposed, B.C. will be divided into five strong sections. One will be Vancouver Island, with Victoria as the home of the secretary, and seat of operations. Another will be the Fraser Valley section with the Westminster secretary taking care of association affairs in all the Fraser Valley locals. Another will be the Okanagan section where the local secretary will organize all locals for greatest effectiveness in questions relating most particularly to matters affecting the merchants in that section of the Province. Then Vancouver will form one section and the various other sections of British Columbia not included in the foregoing will be represented by the fifth section.

Choosing Prov. Executive

It is further expected that after these various sections are properly organized, the Provincial Executive may be chosen to represent these several sections. As it is, the executive is not chosen with regard to locality except in a slight degree. While the Island might be said to be represented by having a Nanaimo merchant on the executive, he cannot feel that he speaks for the whole of the Island as his appointment on the executive was not on the grounds of representing the whole Island but rather on his individual particular ability for the office. The new arrangement is hailed as a distinct improvement.

Is Impressed With Business Being Done

Vancouver, B. C.—R. G. Bedlington has just returned from a business trip to Ontario and Quebec and reported to Canadian Grocer a splendid spirit of optimism among the manufacturers and wholesalers on whom he called. "There is a very calm and purposeful spirit of faith in business in general among those Eastern manufacturers," he said, "and definite business is being done and well considered merchandising plans are being set in motion."

Weston

"Bill" McGeachy of Regina, who has been with Red Cross Pickles for the past five years, has joined the staff of the G. H. Campbell Sales Co., Winnipeg and will work the Regina territory in their interests. Bill's old friends will be glad to know that he will continue to cover his old territory.

Dave Lucas has returned to Winnipeg after spending his annual January vacation with his family in Sarnia, Ont. "Dave" has been representing Pure Gold Lines for about twelve years in the Calgary district, and is now with the G. H. Campbell Sales Co., who have taken over the selling of these lines.

Retail Merchants In Kelowna B. C. Are Well Organized

Kelowna, B. C., Feb. 7.—The annual meeting of the Kelowna branch of the Retail Merchants' Association was held recently, when a good representation turned out to hear the annual reports for the past year and to elect officers for 1922.

After the annual reports had been read and disposed of, much discussion took place on the proposed formation by the Provincial Board, of a District Secretaryship for the Okanagan and District. It was the feeling of the meeting, however, that they did not see the necessity or advisability of recommending such a move at the present time, but a recommendation was voted that a District Executive be formed, made up of members from the different branches, who might meet periodically to consider ways and means for better merchandising of goods.

The following officers were elected for 1922:—president, D. K. Gordon; 1st vice-president, Jerman Hunt; 2nd vice-president, R. J. Gordon; secretary, A. S. Wade; treasurer, W. W. Pettigrew; to complete executive, G. S. McKenzie (retiring president), H. Chapin, J. W. B. Browne.

It was decided that a drive be made at once to make the membership one hundred per cent. of the merchants of the city, and so make the institution a real benefit for the protection of the retailer in every respect.

Among the matters dealt with during the year and brought to a successful close was the Personal Property Tax, which, it will be remembered, was abandoned, owing entirely to the opposition made to it by the representatives of the Board of Retail Merchants' Association.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

QUEBEC MARKETS

MONTREAL, February 8.—Refined sugar, backed by a stronger raw market, shows a firmer feeling. The tea market is stronger and while there is no change contemplated in wholesale prices, the primary markets are stronger. The rice market is uncertain with some reductions locally and a steady tone in primary markets. In canned goods the only change comes in jams which are slightly reduced for some makes by local dealers. Canned tomatoes are firmer with every indication that the list price will hold. The spice market is quiet. Molasses is unchanged and is likely to hold steady. Cereals are firm with a good movement. Package dates through special buying, are lower. Further reductions in walnuts feature the nut market while in dried fruits the strength of currants is the feature with indications for an advance in the near future.

CEREAL MARKET STEADY

Montreal

CEREALS.—The cereal market is steady with a firm undertone and a good movement of stocks. Buying is for immediate requirements but an improvement is noted through January and February.

CEREALS—		
Rolled oats, bag	3 00	3 15
Oatmeal		3 75
Pearl Hominy		1 40
Corn meal	2 50	2 80
Graham Flour, 98 lbs.		7 65
New Buckwheat Flour		6 75
Pot Barley		4 00
Pearl Barley		4 90
Beans, Ont.		3 60
Do., Can.		3 30
Lima Beans		0 06
White beans		0 06½
Green peas, dried	0 03	0 05¾
Split Peas		0 07½

COFFEE MARKET STEADY

Montreal.

COFFEE.—The coffee market remains steady in price with a fair movement of supplies. Wholesalers are not looking for any change in the condition of the market as far as can be seen at present.

COFFEE—	
Mocha	0 50
Java	0 45
Maracaibo	0 40
No. 1 Blind compound	0 35

DATE PRICES DISRUPTED

Montreal.

DRIED FRUITS.—The dried fruit market has been dull for some weeks. Reports from New York show currants advanced and an advance in currants locally is expected next week since spot stocks are light. There is no new feature just now to raisins. A car of bulk dates laid down in Montreal on consignment has disrupted prices on package lines and a drop is noted which will likely be only temporary since the English market has been pretty well bought up and is held in a few hands. A lower price is quoted on Excelsior dates of $2.75 per case of 36 packages.

FURTHER DROP IN WALNUTS

Montreal

NUTS.—The only new feature in the nut market is a further drop in walnuts which is quoted by the brokers and as yet has not shown in the wholesale prices. From 70 to 73c. will likely be the new price on walnuts with a weak market behind that. Almonds are steady in price.

NUTS—		
Almonds, Tarragona, per lb.		0 20
Do., shelled	0 46	0 48
Valencia shelled almonds	0 48	0 50
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily,) per lb.		0 16
Brazils, shelled		0 38
Do., Barcelona		0 15½
Peanuts, Jumbo		0 15½
Do., shelled, No. 1 Spanish		0 10½
Do., salted red		0 17
Do., shelled, No. 1 Virginia		0 12½
Peanuts (salted)—		
Fancy wholes, per lb.		0 34
Fancy splits, per lb.		0 29
Pecans, shelled	1 00	1 50
Walnuts Grenoble in shell		0 33
Walnuts, Marbot	0 26	0 28
Do., new Naples		0 26
Bordeau	0 70	0 73
Do., Chilean, bags, per lb.		0 40
Do., Bordeaux, shelled		0 78

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

STRONG TEA MARKET

Montreal.

TEAS.—Local prices are unchanged but are backed by a firm market. Primary markets are bullish and while there is nothing definite wholesalers express the view that another advance in the medium grades of black teas would not be surprising. J teas are strong and all around there is a better demand.

TEAS—		
Pekoes	0 38	0 45
Broken Pekoes	0 45	0 60
Broken orange Pekoes	0 56	0 70
Broken orange Pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
Above retail prices range of quotations to the retail trade.		
Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

REFINED SUGAR UNCERTAIN

Montreal

SUGAR.—The sugar market remains firm at the present basis with the future uncertain. The raw market for spot sugars shows a firmer tone and the demand for refined shows an improvement, all of which goes to strengthen the refined market.

SUGAR—	
Granulated sugar, per cwt.	6 90
Do., barrels	6 95
Granulated, gunnies, 20-5	7 30
Do., cases, 20 5-lb. cartons	7 50
Do., gunnies, 10-10	7 40
Do., cases, 50 2-lb. cartons	7 65
Yellow, light, per cwt.	6 50

LEMONS HIGHER IN PRICE

Montreal.

FRUIT.—Fruit prices remain unchanged with a better demand for oranges and a firm market. Apples are steady in price with just a fair demand and a strong market ahead. Lemons are the only new feature with an advance of 50c., making the price $5.50 per case for the new crop, fancy.

FRUIT		
Apples, Greenings	8 00	7 50
Baldwins	7 00	8 00
Boxes, 175s, 216s	3 25	3 50
Bananas (as to grade) bunch	6 00	7 25
Lemons, 300-360s		5 50
Grape Fruit, Porto Rico		4 25
Spys	9 00	10 00
Domestic		6 00
Russetts	8 00	9 00
California navels		6 50
Porto Rico Oranges		5 00
Do., Blood Oranges, half boxes		3 75
Malaga grapes, kegs	9 50	9 00
Tokay grapes, per crate		4 50
Blue and green grapes, per bas.	0 40	0 50
California Pears, per case		5 75

SPICE MARKET INACTIVE

Montreal.

SPICES.—There is little development in the spice market. Wholesalers are doing their utmost to move stocks on hand so that the market will start afresh. In some cases this has resulted in reduced prices which do not indicate the true condition of primary markets. The pepper market is stronger but the weak feature is the lack of demand. Should buying increase, prices will likely advance since reserve supplies are small.

SPICES—		
Allspice	0 18	0 20
Cassia, pure	0 25	0 26
Cocoanut, 20 lb. pails, per lb.		0 30
Do., sweetened, lb., packages		0 39
Chickory, (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 32
Pure, ground		0 35
Cream of Tartar (French pure)	0 44	0 60
Do., American high test	0 65	0 80
Whole cloves		0 45
Ginger (Jamaica		0 30
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15

Nutmegs whole—		
Do., 64, lb.		0 30
Do., 80, lb.		0 28
Do., 100, lb.		0 25
Do., ground, 1-lb tins		0 30
Pepper, black		0 24
Do., white		0 32
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00

RICE MARKET UNCHANGED

Montreal.

RICE.—Although the rice market is unchanged and even has a firmer tone in primary markets further reductions are noticed in the local wholesale prices. Dealers show an eagerness to unload and Carolina blue nose rice is quoted as low as 7½c. a reduction of ½c. Carolina rice is however quite firm in the primary markets.

RICE—		
Carolina, extra fancy	0 07½	0 08
Do., fancy)		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Rangoon, B, per cwt.		5 75
Texas rice		0 05½
Tapioca, per lb. (seed)	0 07½	0 08½
Do., (pearl)	0 07½	0 08½
Do., (flake)	0 07½	0 08½
Honduras		0 07
Siam		0 14½

SOME REDUCTION IN JAMS

Montreal.

CANNED GOODS.—The only change in canned goods comes in jams. Some local wholesalers quote a reduction on E. D. Smith's jams. The reduction amounts to ten and fifteen cents a dozen on the 16 oz. glass jars. The price quoted is $3.60 for the strawberry compound, $3.50 for the raspberry and $3.45 for the red currant. The market for canned tomatoes is much firmer with list prices strictly maintained. Supplies in the United States are short, is the report, and there is litle chance of the cutting of prices being resumed.

VEGETABLES STEADY

Montreal.

VEGETABLES.—There is little or no change in the vegetable market. Buying is from hand to mouth and prices throughout look steady. The potato market has more strength than is at present shown locally and when the wholesalers and local dealers are required to replenish supplies a higher price will likely result. Red onions that advanced to $14.00 are back to $13.00 this week with little demand at the advanced price. The new crop imported cabbages are selling at $4.50 per barrel.

VEGETABLES—		
Cabbage, local, per bbl.	2 50	3 00
Cabbages, new		4 50
Carrots, new, per bag	0 75	1 00
Celery, imported, crate		14 00
Horseradish lb.		0 60
Mint		1 00
Mushrooms, lb.		1 00
Oyster plant, per doz.		1 50
Parsnips, bag		1 00
Peppers, green, doz.		0 50
New potatoes, Mont. (90-lb. bag)	1 50	1 60
Do., sweet hamper		3 25
Spanish onions, per case		11 00
Turnips, per bag	0 75	1 00
Red Onions, per crate	5 50	6 50
Do., per 100 lbs.		13 00
Texas Onions, per crate		3 50
Yellow onions, per cwt.		6 00
Cranberries, barrel		30 00

ONTARIO MARKETS

TORONTO, February 8.—The market for beans is firmer with quotations on Ontario and California limas advanced. Canned tomatoes and peas are firmly held with indications for further advances. Manufacturers of jams are maintaining their higher prices but there appears to be some irregularity in wholesalers' quotations on certain brands. Bulk and package cereals show no change as compared with a week ago. The local situation on dried fruits shows little change, excepting a slight advance on apricots. Prunes at primary sources are steadily growing in strength. Shelled nuts abroad have a stronger outlook, in view of the light supplies. Rices, sugar and syrups are unchanged, while a reduction is noted on one brand of molasses. Primary tea markets rule strong at the higher prices and there are indications for further advances in quotations to the retail trade. Fruits and vegetables show little change.

BEAN PRICES HIGHER

Toronto.

BEANS.—Higher prices are quoted on beans this week. Ontario hand picked are quoted at $3.75 per bushel and No. 1 at $3.40 per bushel in bag lots. Smaller lots are 10c. per bushel higher. California limas are also slightly higher at 10c. to 10½ per lb.

BEANS—		
Ontario hand picked, per bushel	375	3 85
Do., No. 1 lb. pickers, per bushel	3 40	3 50
Cal. Limas, per lb.	0 10	0 10½

CANNED VEGETABLES STRONG

Toronto

CANNED GOODS.—A steadily growing strength prevails in the market for canned peas and tomatoes. The market is practically bare of peas except standard grades and there is a strong tendency for higher prices on both peas and tomatoes. Certain brands of corn are firmly held but in some quartrs Excelsior brand is offered at $1.20 per doz. Libby's Sauer Kraut, No. 2½ tins is quoted at $1,75 per doz. Lynn Valley Red Cherries No. 2 tins, not pitted, in heavy syrup is quoted at $2.40 per doz. Jam manufacturers are firmly maintaining their list prices but there appears to be some irregularity in wholesalers' quotations; for instance, certain brands of raspberry and strawberry jams, 4s, are offered at 75c each.

HONEY MOVING

Toronto.

HONEY.—Quotations on honey are unchanged. The demand is good but generally dealers are buying for immediate requirements.

HONEY—	
5-pound tins, per lb.	0 16½
10-lb. tins, per lb.	0 15½
60-lb. tins, per lb.	0 15
Comb, per doz	5 75 4 50

APRICOTS HIGHER

Toronto.

DRIED FRUITS.—Reports from California state that with European countries buying steadily and the domestic buying steadily improving, the present crop of prunes will be entirely absorbed before the new crop arrives and there are indications for a prune famine during the summer months. Apricots are already cleaned up by original holders and dried peaches are closely so. In the local situation there is little change on prunes but in some quarters a slight advance is noted on apricots.

Citron caps, 12-lb. boxes, lb.		0 06
Lemon caps, 12 lb. boxes, lb.		0 29
Orange caps, 12 lb. boxes, lb.		0 31
Mixed containing 4½ lb. lemon per lb.		0 35
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½ lb. orange 3 lb. citron caps, 3 dozen per case, per dozen		4 50
Currants—		
Greek Filliatras, cases	0 14	0 14½
Do., Patras	0 17	0 17½
Do., Vostizza		
Dates—		
Excelsior, pkgs., 3 doz., in case	2 65	2 85
Dromedary, 3 doz. to case		7 50
Fard, per lb.		0 26
Hallowee dates, per lb.		0 12½
Do., Sair		0 07¾
Prunes—		
30-40s, 25s		0 19½
40-50s, 25s		0 16½
50-60s, 25s		0 14½
60-70s, 25s.		0 13¼
70-80s, 25s		0 12½
80-90s, 25s.		0 11¾
Raisins—		
California, Sultanas, lb.		0 21
Do., 15 oz. pkts.		0 22½
Seeded, 15-oz. packets		0 26
Do., 11-oz. packets		0 21
Seeded, 15-oz. packets	0 20½	0 21
Thompsons, seedless		0 22½
Valencia, Spanish	0 22½	0 28½
Clusters, boxes, 20 1-lb. pkg.		6 65
Smyrna Sultanas		0 23½
Muscat, 25 lb. box		0 19
Evaporated apples	0 16	0 17½
Figs—		
Smyrna, bags, approx. 28 lbs.		0 14½
Do., 60-lb. bag		0 12½
Layer, 4 Crown		0 30
Layer, 7 Crown	0 28	0 35
Pulled, 10 lb. box, per lb.		0 34
Pulled, 1-lb. box, each		0 20
Do., 2-lb. box, each		0 36
Mats	0 09	0 09½
Peaches—		
Choice		0 20
Standard		0 18½
Apricots—		
Choice		0 32
Standard		0 28

CEREALS UNCHANGED

Toronto

CEREALS.—The market is fairly steady with no change in quotations.

CEREALS—	
Barley, pearl, 98s	5 00
Buckwheat flour, 98s	3 75
Barley, pot, 98s	2 90
Barley Flour, 98s	6 25
Cornmeal, golden, 98s	2 40
Oatmeal, 98s	4 30
Corn flour, 98s	2 75
Rye flour	3 25
Rolled oats, 90s	2 95
Rolled wheat, barrel	6 00
Cracked wheat, bag	5 25
Breakfast food, 98s	4 50
Rice flour, 100 lbs.	10 00
Flaxseed, 98s	7 00
Peas, split, per bag	6 50
Marrowfat Green peas, Ont.	7 75 8 50
Do., English, per lb.	0.11
Graham flour, 98s	3 25
Whole wheat flour	3 85
Wheat kernels, 98s	5 00
Farina, 98s	5 35
Lentils, Red, lb.	0 18½ 0 19¾

SHELLED NUTS LOOK STRONGER

Toronto.

NUTS.—There is little change in local situation. Recent advices from abroad regarding shelled nuts are to the effect that notwithstanding the apparent present depression customary at this time of the year, the market in Chabert and Bordeaux halves is bound to advance materially on account of the fact that stocks are entirely exhausted in the hands of producers. What is left unsold is in the possession of exporters and stocks available will hardly suffice to cover half of the demand until new crop arrives, no matter how curtailed it may be. Grenoble and Sorrento walnuts in the shell are entirely sold out abroad. A few thousand bags of Corners are left and some Marbots are still available abroad. Shelled almonds in Valencia went up 2½ and 3c. a pound within the last week and the expected demand from the United States it is thought will cause considerable additional advances because of the lack of stocks in producing centers. Jordan almonds, it is said, are entirely exhausted abroad.

NUTS—		
Almonds, Tarragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian	....	0 25
Do., Chili	....	0 17½
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sac k.	6 00	7 50
Do., unsweented, lb.	....	0 30
Do., sweetened, lb	0 28	0 32
Do., shred	....	0 25
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 18	0 20
Do., medium	0 14	0 18
Mixed nuts, bags 50 lbs.	0 20	0 25
Pecans	....	0 30
Shelled —		
Almonds, lb.	0 47	0 50
Filberts, lb.	....	0 33
Walnuts, Bordeaux, lb.	0 75	0 80
Do., Manchurian	0 55	0 80
Do., Broken	0 45	0 55
Jordan almonds	0 70	0 75
Peanuts, Spanish, lb.	..	0 10½
Pecans, lb.	0 90	0 95
Brazils	....	0 72

NO CHANGE IN RICE

Toronto.

RICES.—The market is unchanged as compared with a week ago. The demand this past week has shown some improvement.

RICE—		
Honduras, broken, per lb.	0 07½	0 08
Blue Rose, fancy	0 07¼	0 08
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White Sago	0 06⅞	0 07½
Tapioca, per lb.	0 06⅞	0 07½
Do. fancy	0 09	0 11

SUGAR PRICES STEADY

Toronto.

SUGAR.—Refined sugar remains steady at the basis of $7.24 Toronto, or $6.90 Montreal, for standard granulated.

SUGAR—	
St. Lawrence, extra gran., cwt.	7 24
Atlantic, extra gran.	7 24
Acadia Sugar Refinery, ex gran.	7 24
Dom. Sugar Refinery, ex. gran.	7 06
Canada Refinery, gran.	7 24

Differentials: Granulated, advance over basis 50-lb sacks, 25c; barrels, 5c; gunnies, 5-20, 40c; gunnies, 10-10s, 50s; cartons, 20-5s, 60c

MOLASSES IN TINS LOWER

Toronto

SYRUPS.—Corn and cane syrups show no change but Domolco and Gingerbread molasses show a lower range of prices.

SYRUPS—	
Corn Syrup—	
Barrels, about 700 lbs., yellow	0 05½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 50
Cases, 2-lb. tins, yellow 2 doz. in case	3 75
Cases, 5-lb. tins, yello , 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz.	4 00
Sugar Syrup—	
Cases, No. 2 tins 24 t ocase	4 25
Molasses, baking grade—	
No. 2 tins, 2-doz. case	1 00
No. 3 tins, 2-doz. case	5 20
No. 5 tins, 1-doz. case	4 40
No. 10 tins, ½-doz. case	4 05
Pails—No. 1	1 15
Pails, No. 2	1 70
Pails No. 5	3 35
Molasses, table grade—	
No. 2 tins, 2-doz. case	6 25
No. 3tins, 2 doz. to case	8 70
No. 5 tins, 1-doz. case	7 20
No. 10 tins, 1-doz. case	6 85
Pails—No. 1	1 60
Pails—No. 2	2 65
Pails No. 5	6 70

SPICES HOLD FIRM

Toronto.

SPICES.—The market generally continues in a strong position with spot stocks in light supply. Quotations show no change.

SPICES—		
Allspice	0 18	0 21
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 60	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 45
Mustard, pure	0 35	0 40
Pastry	....	0 32
Pickling spices	....	0 18
Mace	....	0 65
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.	0 60	0 70
Do., 80s	....	0 35
Chillies, lb.	....	0 50
Nutmegs, selects, whole	0 26	0 40
Do., ground	....	0 28
Mustard seed, whole	....	0 20
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Caraway seed, whole	....	0 30
Turmeric	....	0 30
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	....	0 40
4-oz. packages, doz.	....	1 75
2 oz. pkgs., doz.	....	0 90

The above quotations are for the best quality

TEAS CONTINUE STRONG

Toronto.

TEAS.—Primary markets continue high and in a strong position. It is claimed that some teas now being sold to the retail trade cannot be replaced at the prices quoted. Quotations to the trade are unchanged but some further advances are likely in the near future.

ORANGES HOLD FIRM

Toronto.

FRUITS.—Navel oranges continue in a strong position at prices ranging from $6.00 to $6.50 per case according to size. Florida oranges are meeting with a good demand at $5.00 to $6.00 per case. Barrel apples with the exception of Baldwins are gradually becoming cleaned up and anything showing quality is in active demand.

FRUITS—		
Oranges Navels, 100s	....	6 00
Do., 126s	....	6 25
Do., 150s, 176s, 200s	6 50	6 75
Do., Florida	5 00	6 00
Do., bitter Messina,	....	5 00
Tangerines, per case	4 00	5 50
Lemons, Messina	....	5 50
Do., California	....	4 75
Bananas, per lb.	0 07	0 07½
Apples—Barrel.		
Baldwins, No. 1	....	8 00
Baldwins No. 2	....	7 00
Grapes, Malaga, bbls.	15 00	15 00
Apples, B.C., boxed	3 25	4 50
Cranberries, Cape Cod, bbls.	....	30 00
Grapefruit, Florida	5 50	5 75
Pomegranates	2 00	3 00
Pineapples, 16s, 18s, case	....	6 00
Do., 24s, 30s, case	....	7 50
Strawberries, Floridas, per box	....	0 90
Rhubarb, per doz.	1 25	1 50

POTATOES SHADE EASIER

Toronto.

VEGETABLES.—Quotations on potatoes are ruling fairly steady but there appears to be an easier undertone. Shipments have been heavy for the past couple of weeks which is attributed to the easier feeling. Onions are holding strong at the higher prices. Domestic vegetables are unchanged and imported new vegetables are meeting with a ready demand.

MANITOBA MARKETS

WINNIPEG, February 8.—Wholesalers report an increased demand for all lines of canned goods, more especially canned vegetables and canned fruits and expect an improvement in the demand for canned fish. The primary coffee market remains dull, but prices are firmly held. The dried fruit market continues firm and prunes have shown an advance. All lines of dried fruits are becoming scarce and it is thought that the market will be fairly well cleaned up by the time the new pack arrives. Corn meal has advanced and other lines are ruling steady. There has been a reduction locally on Siam rice. Spices maintain a firm position and many lines are becoming exhausted. Teas continue firm. Oranges and lemons are quoted at higher quotations. Local hot house rhubarb and green onions are on the market.

CANNED GOODS ACTIVE

Winnipeg.

CANNED GOODS.—There is an increased demand for all lines of canned goods, more especially for canned vegetables and more popular lines of canned fruits. With the approach of the Lenten season an improvement is being looked foreward to in the demand for all lines of canned fish. Primary markets

report that all canned goods are ruling firm and tomatoes have advanced 5c. per case.

COFFEE MARKET DULL

Winnipeg

COFFEE.—The primary market remains steady with prices for milds and Santos unchanged. It is expected that the crop of Santos will amount to at least 8,500,000 bags. Even at this figure the crop will be about 2,000,000 bags below normal and will not be sufficient to accumulate reserve stock in consuming countries. Regarding the Rio crop it is not unlikely that the receipts will be smaller as the crop progresses and it now appears that the crop will run about 3,500,000. Europe is purchasing an increased amount of Rio but the supply will be larger than the consumption and as the Brazilian government owns most of the Rio stock the prices for coffee is expected to advance.

COFFEE—

Rio, roasted, best grade, per lb.	0 19½	0 20½
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica, roasted, best grade, lb.	0 28	0 30
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

PRUNES ADVANCE

Winnipeg

DRIED FRUITS.—The prune market is in a strong position and latest reports from California state holdings are very light. Apricots are firm and desirable grades are very scarce. Peaches also continue strong and the outlook is regarded as favorable as the big consuming months are ahead. Raisins like other dried fruit are becoming scarce. Evaporated apples are firm and higher prices are being asked for best quality 1921 pack. Package dates are lower at 11½c. per package.

CORN MEAL FIRMER

Winnipeg

CEREALS.—Package cereals continue firm in price with the exception of rolled oats in packages which have shown a decline and are now quoted at $3.7g to $4.00 per carton. Corn meal in 98 lb. bags is advanced to $2.50 per bag. The bean market is ruling firm. Limas have advanced to 12½ and 13½ per lb.

PACKAGE CEREALS—

Rolled Oats, 20s, round cartons	3 75	4 00
Do., 36s, case square pkts.		3 50
Do., 18s, case		2 10
Corn Flakes, 36s, case		3 80
Cornmeal, 2 doz. case, per case		3 40
Puffed wheat, 4 doz. case, per case		4 40
Puffed rice, 3 doz. case, per case		5 70
Cream of Wheat, 3 doz. case, per case		7 50
Grape Nuts, 2 doz. case, per case		3 80
Package Peas, 3 doz. case, per case		3 00

BULK CEREALS—

Rolled Oats, 80s, per bg.		2 25
Do., 40s, per bag		1 20
Do., 10-18s, per bale		3 10
Do., 15-6s, per bale		3 60
Oatmeal, 98s, gran. or stand. bag		3 00
Wheat granules, 98s, per bag		4 10
Do., 16-6s, per bale		4 65
Peas, whole, green, 100-lb. bag per bushel		3 85
Do., split, yellow, 98s, per bag		7 50
Do., split, yellow, 49s, per bag		3 80
Beans, fancy, hand picked, 100-lb. bag, per bush	3 55 to	4 25
Do., Lima, 10-lb. bag, per lb.	0 12½	0 13
Barley, pot, 98s, per bag		3 00
Do., pot, 49s, per bag		1 60
Do., pot, 24s, per bag		0 85
Barley, pearl, 98s, per bag		4 25
Do., barley, 49s, per bag		2 20
Do., pearl, 24s, per bag		1 15
Cornmeal, 98s, per bag		2 50
Do., 49s, per bag		1 30
Do., 24s, per bag		0 66
Do., 10-lbs., per bale		3 20
Buckwheat, whole 98 lb. bag per bag		6 25

NO CHANGE IN FLOUR

Winnipeg.

FLOUR.—There is no change in the flour situation. The strength in wheat, however, is giving the market a firmer appearance.

FLOUR—

98-lb sacks	3 75
Two 49-lb sacks	3 82½
Four 24-lb sacks	3 92½

JAMS MOVING BETTER

Winnipeg.

JAMS.—The market is ruling firm and some of the staple lines are reported scarce. The demand is improving.

JAMS

Strawberry 4s per tin	0 91
Black Currants, 4s, per tin	0 91
Raspberry, 4s, per tin	0 91
Apricots, 4s, per tin	0 85
Cherry, 4s, per tin	0 85
Peach, 4s, per tin	0 85
Compound (all flavors). 4s, tin	0 55

RICE MARKET STEADY

Winnipeg

RICE.—The rice market continues steady. A reduction is noted in Siam which is quoted at 5¾c. per pound. Tapioca is somewhat easier and local prices have been reduced to 7½c. per lb.

RICE—

No. 1 Japan, 100-lb. sacks, lb.	0 08⅛
Do., 50-lb. sacks, lb.	0 08⅝
Siam, 10-lb. bags, lb.	0 5¾
Do., 50-lb. bags, lb.	0 06
Sago, sack lots, 130 to 150 lbs., per lb.	0 07¾
Sago, in less quantities, lb.	0 08¼
Tapioca, Pearl, per lb.	0 07½ 0 08¼

SUGAR UNCHANGED

Winnipeg

SUGAR.—Refiners' quotations are unchanged at the basis for granulated of $8.00 per cwt.

SUGAR—

Extra gran. bags, 100 lbs.	8 00
Do., gunnies, 5-20 lbs.	8 40
Do., gunnies, 10-10 lbs.	8 50
Do., cartons, 20-5 lbs.	8 60
Do., cartons, 50-2 lbs.	8 75
Yellow, No. 1 lt., bags, 100 lbs.	7 60
Do., golden, bags, 100 lbs.	7 50
Powdered sugar, bbls.	8 40
Do., boxes, 50 lbs.	8 60
Do., boxes, 25 lbs.	8 80
Icing barrels	8 50
Do., boxes, 50 lbs.	8 70
Do., boxes, 25 lbs.	8 90
Soft lumps, boxes, 100 lbs.	8 80
Do., boxes, 50 lbs.	9 10
Do., cases, 20 cartons	9 85
Do., cases, 40½ lbs.	10 60
Small lump, boxes, 100 lbs.	8 70
Do., boxes, 50 lbs.	8 80
Do., boxes, 25 lbs.	9 00
Do., cartons, 50 2-lbs.	10 10
Hard lump, boxes, 10 lbs.	8 80
Do., boxes, 50 lbs.	8 95
Do., boxes, 25 lbs.	9 10

SYRUP MARKET STEADY

Winnipeg

SYRUP.—The corn and cane situation lacks any new features as buying is being done in small quantities.

CANE SYRUP—

No. 2s	5 50
No. 5s	6 25
No. 10s	5 80
No. 20s	5 60

STARCH MOVES FREELY

Winnipeg

STARCH.—There is a fairly active demand as retailers appear to be purchasing small quantities more frequently.

STARCH—

Corn starch, 1-lb. pkg., per lb.	0 08
Do., No. 1 quality, 1-lb. pkgs.	0 09½
Gloss, 1-lb. pkg., per lb.	0 09¾
Celluloid, 1-lb. pkg., per case	4 00

SPICES CONTINUE FAIR

Winnipeg.

SPICES.—There is very little change in the spice situation. Buying is being resumed to some extent as spot stock are becoming exhausted. Allspice is firmer. Cloves are slightly easier and scarce. Peppers are holding firm as well as ginger. Spot stocks of olives are becoming scarce.

SPICES—

Allspice, Jamaica, best qual., lb.	0 14
Cassia, Batavia, per lb.	0 35
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1 per lb.	0 53
Cinnamon, Ceylon, per lb.	0 50
Do., No. 9, carton, doz.	0 75
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar, per lb.	0 58
Ginger, washed, Jamaica, No. 1	0 65
Do., Jamaica, No. 2	0 40
Do., Japan or Africa, lb.	0 30
Mace, extra bright Penang, lb.	0 65
per lb.	0 2[illegible]
NUTMEGS—	
Do., medium, 110 to lm.	0 35
Do., carton of six, per doz.	0 80
Pepper ,blk., Singapore, ex. lb.	0 21
Do., white, per lb.	0 33
Pickling, ¼-lb. pkg. per doz.	0 80
Do., bulk, No. 1, per lb.	0 20
GROUND SPICE—	
Allspice, bulk, per lb.	0 18
Do., No. 2, per lb.	0 18
Do., 2 oz. cartons	0 95
Do., No. 1 4 oz., cartons	1 30
Cassia, No. 1 bulk, per lb.	0 27
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	0 95
Do., No. 1, 2 oz. cartons	1 30
Cinnamon, bulk, per lb.	0 38
Do., 4 oz. cartons	0 95
Do., 4 oz. cartons	1 90
Cloves, bulk, per lb.	0 63
Do., 2 oz. cartons	1 45
Do., 4 oz. cartons	2 75

TEA MARKET UNCHANGED

Winnipeg.

TEA.—The general trend has shown an improvement and the tone of the market has lost none of its strength. Practically all teas continue to be in demand and the tendency is for higher prices.

LEMONS HIGHER

Winnipeg.

FRUITS.—California lemons are quoted at $8.00 to $8.50 per case with oranges at $7.00 to $7.50 per case. Florida grape fruit is selling at $7.00 per case. Apples are in fair demand and No. 1 quality of winter varieties are quoted at $2.50 to $3.75 per case.

FRUITS

Oranges, navels, 126s, per case	7 50
Do., navels, 324s, per case	7 25
Do., navels, 176s, 200s, 216s, 250s, per case	7 00
Do., navels, 288s, per case	7 00
Do., navels, 324s, per case	7 00
Lemons, Cal. fancy, per case	8 50
Do., Cal. choice, per case	8 00
Grapefruit, finest Florida, all sizes, per case	7 00
Bananas, per lb.	0 09
APPLES—	
B. C. Delicious, No. 1, per box	3 75
B.C., Delicious No 2, per box	3 25
B.C. Wagners, No. 1, per box	3 25
B. C. Jonathans, No. 1 per box	3 00

RHUBARB ON MARKET

Winnipeg.

VEGETABLES.—Local hot house rhubarb is on the market and quoted at 25c. per lb. Large quantities of Manitoba green onions are arriving daily and are selling at 40c. per doz. Cucumbers are slightly easier and are quoted at $6.50 per dozen. Florida tomatoes remain scarce and high at $15.00 per case. Onions are also scarce; B.C. are quoted at $7.50 per sack with Valencia's at $10.00 per case.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta. Feb. 7.—Sugar House molasses is reduced 25c. to 35c. a case. Squirrel brand peanut butter declined on ones, 35c. and on fives $1.10 per doz. Corn syrups and Crisco look like good buying as there have been several advances recently on bulk Crisco and glucose. Storage eggs are quoted at $9.-50 and new-laid at $15.00 per case. Kotenashi beans are quoted at $5.30 to $5.90 per cwt. Siam rice is quoted at $6.00 to $6.50 and Japan at $7.65 to $8.00. Canned pumpkin is slightly higher at $4.20 to $4.50 per case. Standard corn is quoted at $2.80 to $3.50. Standard peas, $3.95 to $4.20. Strawberries, 2s, $7.95 to $10.00 and raspberries 2s, $7.60 to $9.25 per case.

Beans, Kotenashi, per cwt	5 35	5 90
Rolled oats, 80s		2 25
Rice, Siam	6 00	6 50
Japan, No. 1	7 65	8 00
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.		7 75
Sugar, pure cane, gran., cwt.		8 19
Cheese, No. 1, Ont., large	0 22½	0 23
Alberta cheese, twins		0 20
Do., large		0 22
Butter, creamery, lb.	0 31	0 35
Do., dairy, lb.		0 22
Lard, pure 3s		9 90
Eggs, new laid, local, case		15 00
Do., No. 1 storage, case		9 50
Tomatoes, 2½s	4 15	4 35
Pumpkin, 2½s, case	4 20	4 50
Lemons, case		7 75
Corn, 2s, standard case	2 80	3 60
Peas, 2s, standard case	3 95	4 20
New early June peas, case		4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye, ½s		21 55
Strawberries, 2s, Ont., case	7 95	10 00
Raspberries, 2s, Ont., case	7 60	9 25
Cherries, 2s, red, pitted		8 50
Peaches, 2s, halves		5 85
Do., 2s, sliced		6 25
Apples, evaporated, lb.		0 18
Do., 25s, lb.		0 18½
Pineapples, Hawaiian, sliced 2's	6 30	7 35
Do., canned, 2s	7 45	7 90
Potatoes, local, ton	20 00	30 00

British Columbia

FROM VANCOUVER, BY WIRE

Vancouver, B. C., Feb. 7.—The egg market is weak with prices declining to 40c. per doz. on new-laid. New Zealand butter is quoted at 36c. per lb. Local cheese is quoted at 21c. per lb., while Ontario is bringing 22½c. per lb. Pure lard is quoted at 15c. per lb., with compound at 14c. per lb. Beef steer is quoted at 13c. per lb.: cow at 11c.: lamb 26c.: mutton 24c.: veal 16c.: and hogs are slightly higher at 18c. per lb.

Fresh vegetables are firmer with a tendency for higher prices on account of frosts in California. Cauliflower is quoted at $2.75 per doz.: cabbage 5c. per lb.: celery $11.00 per crate; head lettuce $1.10; onions, Okanagan $7.00: Spanish onions $8.00: green onions 90c. per doz., bunches: local potatoes $26.00 per ton and up country $39.00 per ton. California grapefruit is quoted at $4.-25; lemons $6.50; navel oranges $7.00 and hot house rhubarb at 21c.

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., Feb. 7.—Oranges are firmer at $7.00 per case while Messina lemons are steady at $6.00 per case. Lard is higher at 17c. per lb. for pails and 16½c. for tubs. Shortening is also higher at 16c. for pails and 15½c. per lb. for tubs.

Rolled oats, bag		3 50
Do., bbls.		8 30
Cornmeal, gran., bags		3 00
Rice, Siam, per cwt.		7 00
Tapioca, per 100 lbs.		9 50
Molasses, gal.		0 60
Tomatoes, cans		2 00
Do., bags		6 00
Raisins, Valencia layers	0 24	0 30
Currants, cleaned		0 20
Prunes, 90-100, 25-lb. boxes		0 11¼
Lemon peel		0 34
Orange peel		0 34
Citron peel		0 46
Walnuts		0 28
Almonds		0 22
Brazils		0 20
Peanuts		0 17
Filberts		0 16
Cocoanuts, bag		6 00
Potatoes, per bbl.		3 00
Onions, bag		15 00
Do., crate		15 00
Pork, clear, bbls.		32 50
Pigs' feet, per 20-lb. pail		2 10
Hams, shoulder, per lb.		0 22
Bacon, side, per lb.		0 32
Bacon, roll, per lb.		0 26
Lard, pure, in pails, lb.		0 17
Lard, pure, in tubs, lb.		0 16½
Shortening, in pails, lb.		0 16
Shortening, in tubs, lb.		0 15½
Butter, creamery, prints		0 40
Butter, creamery, solids		0 27
Oleomargarine		0 24
Cheese, whole, lb.	0 19	0 21
Cheese, twins, lb.		0 21
Eggs, doz.		0 43
Sugar, cut loaf, cwt.		8 70
Sugar, stan., gran., cwt.		7 10
Sugar, No. 1 yellow, cwt.		6 90
Lemons, California, case		6 50
Do., Messina		6 00
Grapefruit, Florida, case		7 50
Bananas, lb.		0 13
Cornmeal, gran., bags		3 25
Oranges, per case		7 00

Nova Scotia Markets

FROM HALIFAX BY WIRE

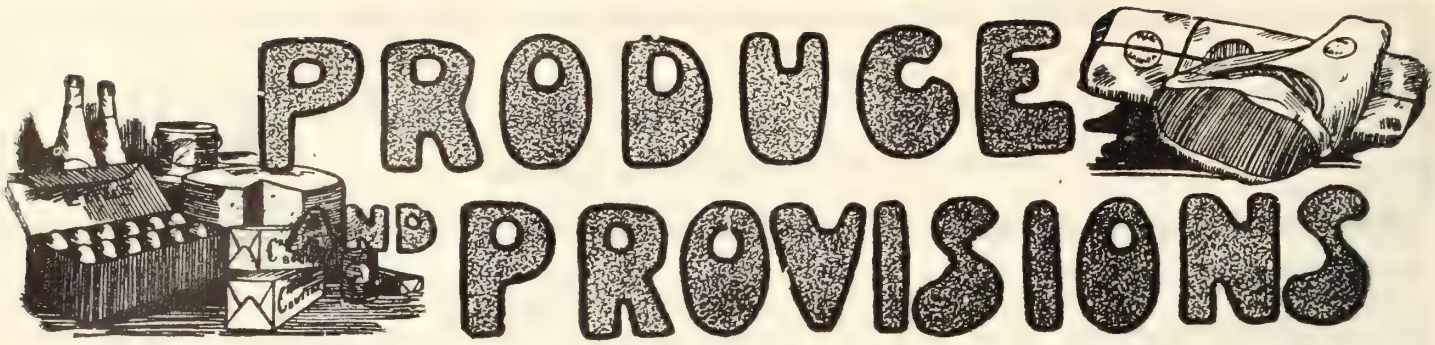
Halifax, N. S., Feb. 7.—There are few changes in market conditions to report this week. Evaporated apples are higher at 16½c. per lb. Onions continue in a strong position with prices further advanced on American to $13.50 per 100 lb. bag.

Flour, No. 1 patents, bbl.		11 00
Cornmeal, bags		2 50
Rolled oats, per bag		3 75
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.		7 70
Sugar, standard, gran.		7 10
Do., No. 1 yellow		6 60
Molasses, gal.		0 63
Cheese, Ont., twins		0 23
Eggs, fresh, doz.		0 50
Eggs, storage, doz.		0 35
Lard, compound		0 14
Do., pure, lb.		0 18
American clear pork, bbl.		31 00
Tomatoes, 2½s., stan., doz.		2 00
Hams, aver., 12-18 lbs.		0 27
Do., aver., 18-25 lbs.		0 20
Hams, aver., 12-18 lbs.		0 26
Roll bacon		0 20
Butter, creamery, lb.		0 35
Do., dairy		0 32
Raspberries, 2s Ont., doz.		4 00
Peaches, 2s, standard, doz.		3 32½
Corn, 2s, standard, doz.		1 62½
Peas, standard, doz.		1 97½
Strawberries, 2s, Ont., doz.		4 00
Salmon, Red Spring, flats, cases		
Do., pinks		7 00
Do., Cohoes		14 00
Do., Chums		6 00
Evaporated apples, per lb.		0 16½
Dried peaches, per lb.		0 22
Potatoes, Nat., 90-lb. bag.		1 35
Corned beef	3 00	3 55
Onions, Spanish, lb.		0 10
Do., American, bag 10 lbs.		13 50
Oranges, per case	7 00	7 50
Bananas, per lb.		0 10
Apples—		
Northern Spys, per bbl., No. 1		6 50
Do., No. 2		6 00
Do., No. 3		3 50

FOOD COMMODITIES IN COLD STORAGE AT NEW YEAR

Ottawa, Ont.—The Dominion Bureau of Statistics has issued a preliminary report of food commodities in cold storage and in process of cure at the opening of the new year. It shows that there were 18,313 barrels and 156,737 boxes of apples in cold storage, 11,111,-306 pounds of butter, 214,456 of oleomargarine, and 15,421,353 pounds of cheese on January 1. Eggs in cold storage on that date totalled 988,300 dozen, other than in cold storage 255,-509 dozen and frozen 1,113,147 dozen.

Pork to the total quantity of 24,376,-561 pounds was in cold storage or in process of cure on Jan. 1, and beef totalled 25,310,129 pounds. Poultry totalled 4,-972,428 pounds, mutton and lamb 6,175,-458 pounds, and fish 18,351,089 pounds. Condensed, evaporated, whole milk powder, and skim milk powder totalled 8,-400,432 pounds.



Wants Lower Freight on Live Poultry

Canadian Produce Association Concludes Its Sessions at Its Tenth Annual Convention in Winnipeg—R. S. Whyte, of the Whyte Packing Co., Toronto, is The New President and the Convention Next Year Will Be In Toronto—Many Vital Subjects Are Discussed

WINNIPEG, Feb. 6.—Matters dealt with on the concluding day of the tenth annual conventionof the Canadian Produce Association held here last week, included such subjects vital to the handling of produce as the passing of legislation, which while protecting producer, trader and consumer, would not impede the swift handling of such perishable products as eggs; the education of the country poultry producer in the killing and dressing of poultry; the standard weights and averages of butter and cheese packages; the establishment of Canada grades that should be world-known, and the primary necessity of square dealing on the part of all concerned in the trade. R. S. Whyte, of the Whyte Packing Co., Toronto, was elected president of the association for 1922, and Toronto was selected as the place of the next convention, which will be held early in January 1923.

Must Recognize the West

In his presidental address the retiring president, A. P. McLean, of the Canadian Packing Co., Winnipeg, referred to the exports and imports of Canada during the past year, and remarked that the eastern men must come to recognize that the three prairie provinces would soon be among the best producing communities of the Dominion.

Butter and eggs had been exported in large quantities from the country, and much dressed poultry had been sent to eastern markets, but there were 50,000 farms that had no milch cows, 100,000 without hogs, and 200,000 that had no hens thereon. Manitoba last year exported nearly 1,000,000 pounds more creamery butter than in the previous year, but industrial conditions in the United Kingdom had militated against its buying capacity so the market there had fallen off to a great extent. If Canada desired to stop the importation of butter, the producers must look to the quality of their products and must be prepared to face competition with right prices.

RESOLUTION ADOPTED

"Whereas the members of the association, having learned through various sources of the intention of the dairy commissioner of Canada to start an educative campaign with the object of increasing the home consumption of Canadian cheese, this body expresses its hearty approval and assurance to the department for its support.

"That we, the Canadian Produce Association, apply to the Board of Railway commissioners for an order and direction that freight rates on live poultry prevailing and allowed under the present tariff of freight rates in Canada on live poultry, be reduced from the present amounts therefor, and made the same as prevailing rates for livestock; also that two stopover privilages be allowed. That is, that the shipper be allowed to stop the car at three different towns in order to get a full car of live poultry, no charge to be made for this stopover privilege, carload rates to be paid from farthest point to final destination.

"That, having in mind the matter of egg trade improvement for the coming year, the Canadian Produce Association requests that the efforts of the departments, federal and provincial, be directed particularly to the improvement of conditions surrounding the marketing of eggs by producers.

"That the inspections for interprovincial shipments be descriptive; that is, that the certificate of inspection describe a fair sample of the shipment, and also describe packages. Such an inspection to be made before shipment, and contents of certificate to be available to buyer and seller, and shipments of eggs to move freely under that certificate."

In the matter of exports, it was resolved that the regulations as at present administered were satisfactory.

Grading for Exports

Discussing the trend of present-day agricultural practice in Western Canada John Bracken, president of the Manitoba Agricultural College, Winnipeg, compared the Western Canada of yesterday with the tilled cultivated Western Canada of to-day, remarking upon the trend toward smaller farms, due to distributed labor interests and other causes. C. E. McNeil, of the National Poultry, Butter and Eggs Association of Chicago, told of the work of his organization in connection with checking detrimental legislation. Geo. H. Barr, chief of the dairy division, Ottawa, gave an interesting address on the grading systems of the various provinces, and said the grading of dairy products for export, possibly in the near future, would be one of the greatest steps yet taken to improve the quality of Canadian dairy products.

400 the Standard Carload

A resolution was passed making 400 boxes the standard carload in the case of butter and cheese and 450 boxes in the case of eggs, with 5 to 10 per cent. "lee-way" above or below this amount, according to the capacity of the car.

The paper read by Mr. Barr on "What the Departments of Agriculture are Doing to Improve Dairy Products" was followed by a discussion participated in by Prof. C. Marker, dairy commissioner for Alberta, and L. A. Gibson, Manitoba dairy commissioner. Mr. Marker said he took the discussion to refer to what the trade in Western Canada had done to assist the educational propaganda by the provincial departments. He told of the system by which separate churnings were graded. "Out of sixty thousand churnings," said Professor Marker, "I do not know of more than eight or ten cases where any dispute developed about the grading." Concluding, the speaker, to whose work in promoting satisfactory grading and manufacturing and furthering good butter legislation Mr. Barr had paid special tribute, said,

"I think we have come to the turn of the road where we can see some prospect of getting back to a better basis, because the struggle for markets will certainly be keen during the next few years, and the reward will come to those who work the hardest to put in the very best product."

Mr. Gibson, speaking for Manitoba, said a staff of six were devoting their time to educational work along dairy lines. As to improvement, the question during the last four or five years had been necessarily quantity rather than quality, but in the latter respect the future held good promise.

The concluding address of the first day's session was that given by J. A. McLean of the Canadian Packing Co., Toronto, on the subject of the "present day trend of trade in produce." In the course of Mr. McLean's remarks he expressed confidence in the future, and belief in the assertion that there are prosperous days in store for Canada. Legitimate business, he said, is, after all, sound.

J. F. Singleton in his address the second day, on "Cargo Inspection in Relation to Eggs and Dairy Produce," referred to the care taken on British railroad lines in transportation of eggs. There was no truth, he said, in a current report that United States eggs had been sold on British markets as a Canadian product.

Keep Poultry Out of Cold Storage

The paper of F. H. Bailey, Dominion Experimental Farm, Morden, on dressing poultry, drew attention to the matter also discussed by Prof. Herner—that of the importance of skilful dressing of poultry by the farmer. But not the producer alone was responsible for the poor quality of the product which sometimes reached the consumer. There was a good deal in the way the commodity was immediately handled. The departments of agriculture, and some produce firms as well, were doing good work in educating the producer. The producer should endeavor to distribute his product throughout the season's markets, and thus keep it out of cold storage as much as possible. Mr. Bailey outlined methods of killing and dressing which would result in a good product.

The D(e)uce in Produce

R. B. Hunter, manager of the Swift Canadian Company, addressed the meeting on the "D(e)uce in Produce." Mr. Hunter said that it was the man with small principle who really "played the deuce" with the produce trade. The producer must produce what the market required, at the minimum cost. Canada must establish standards and maintain them if her products were to compete in the world's markets. And, throughout the trade, last but by no means least, a man's word must be as good as his bond, and the Golden Rule universal.

Wastage in Eggs

A film prepared by the Saskatchewan government, run off on a small stereopticon, by J. F. Booth, B.S.A., depicted pointedly the reasons for the enormous annual waste in the egg trade; some of the remedies for which were the selling of infertile instead of fertile eggs; providing proper poultry quarters; and systematically collecting eggs at brief intervals. Packing methods were also illustrated.

A general discussion by the delegates on firm orders for cars of produce culminated in the following resolution: "That this convention go on record in favor of the principle that confirmation or rejection of the acceptance of a car of butter or other commodity to be sent within, at most, two hours after the time the acceptance is received."

James T. Madden, Toronto, secretary-treasurer of the association, and official weigher of the Toronto Board of Trade, read a paper on the weighing and averaging of butter and cheese.

Egg Legislation

Establishment of definite regulations in the interests of both the producer and consumer were advocated by H. S. Arkell, Canadian live stock commissioner.

Mr. Arkell said some system should be evolved which should require that the retailer be responsible for the quality of goods he sells to the consumer, that the wholesaler be responsible for the quality of produce he sells to the retailer, and regarding the inter-movement of produce by the handlers in-between. He said his department was prepared to recognize the principle that persons selling bad eggs should be penalized and also that persons who sell good eggs should receive a premium. The requirements of the consumer were of the greatest importance, and the trading system should be such as to supply the consumer with the quality he desired.

Prof. R. Graham, of the Ontario Agricultural College, Guelph, Ont., spoke on "Marketing Problems in Egg Production." He said the farmer's investment to the farm should pay interest perpetually. The farmer should consider himself a laborer, and one of his objectives should be to keep himself employed. He was in the dual position of capitalist and laborer, and part of the cost must be considered from the standpoint of perpetual labor. Prof. Graham emphasized the importance of maintaining proper markets for produce of the farm and of maintaining a high standard of produce. He dealt with the question of buying by grade and on the loss-off principle, in which case payment is made only for good eggs.

F. H. Auld, deputy minister of agriculture for Saskatchewan, spoke on "Egg Marketing Legislation." This law in Saskatchewan requires that no person shall buy or re-sell eggs unfit for human consumption.

ELECTION OF OFFICERS

The election of officers resulted as follows: President, R. S. Whyte, Toronto; first vice-president, H. S. Johnston; second vice-president, J. L. McNab: secretary-treasurer, James T. Madden, (re-elected); junior past president, A. P. McLean. Directors—A. E. Bailey, Belleville; T. Elliott, Winnipeg; H. C. Kerston, Winnipeg; R. J. McLean, Toronto; James Pickett, Mount Forest; A. W. Bayman, Ottawa; J. T. Fraser, Halifax; C. M. Thacker, Montreal; A. E. Silverwood, London.

The following were elected on the committee.

Resolutions—I. W. Steinhoff, Toronto, convener; W. A. Wilson, Regina; J. W. Johnston, Montreal; C. Henderson, Montreal; R. S. Bond, Toronto.

Nominating—J. A. McLean, J. T. Madden, J. L. Bowes, John Cameron, James Pickett.

Transportation—R. J. McLean, B. Everett, W T. McDonnell, James Pickett, J. T. Chisholm, John I. Brown, John Cameron, Richard Gray.

Arbitration—J. T. Madden, general Toronto sub-committee—J. T. Madden (chairman), Lorne Marshall, H. S. Johnston; H. M. Hambridge, John J. Fee. Winnipeg sub-committee—T. J. Coyle (chairman), H. C. Kersten, A. G. McKay, Ed. Fotheringham, A. G. Wilson. Montreal sub-division—John Wilson, A. Limoges, W. S. Cook (Belleville), C. Henderson, of Coyle & Henderson (chairman), A. E. Bailey (Belleville). Maritime sub-division—R. P. Proctor (chairman), J. T. Fraser, R. B. Colwell, Geo. Lightzier, J. A. Kennedy.

Membership—A. P. Slade, Vancouver; C. P. Rhodes, Calgary; A. S. Duclos, Edmonton; Joseph Calder, Moose Jaw; Mr. Watson, Saskatoon; A. P. McLean, Winnipeg; H. G Chisholm, Mr. Henderson, Montreal; Mr. Limoges, Montreal; Jos. Ethyer, A. W. Bayman, Ottawa; J. A. Kennedy, St. John; Jos. Edmond, Quebec; J. B. Renaud, Quebec.

Law and Legislation—E. J. Smith (chairman), H. S. Sims, H. Garrett, J. W. Johnston, C Henderson.

Auditors—J. M. Ham, H. Garrett.

WANT A LAW AUTHORIZING GRADING OF POTATOES

Winnipeg, Feb. 5.—The Federal Government will be asked to enact a law according from information from delegates attending the Manitoba Horticultural and Forestry Convention here. It is stated that such a law would improve the market for Manitoba potatoes in the United States, where, especially in the Northern States, potatoes are sold according to grade.

The business section of Turtleford, Sask., was almost completely wiped out last week, when a disastrous fire visited the place. Seven of the biggest businesses of the town were totally destroyed. A rough estimate of the loss is placed at $75,000. The fire originated in the store of the Co-operative Grain Growers.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, February 8.—The hog market continues to show strength with another advance. Smoked meats are stronger with a better export demand. There is no change in the cooked meat market. Butter is quiet with a little easier feeling. The egg market is also easier with a better production. Wholesale produce dealers state that the storage egg supply is finished. The cheese market is stronger due to a better demand for export and while there is no change in domestic prices an advance is not unlikely. The demand for margarine is just fair. Receipts of fresh killed poultry are small and while the consumption shows an increase the storage supplies are running low and a stronger market is ahead. There is no change in the fish prices.

BUTTER MARKET QUIET

Montreal

BUTTER.—The butter market is unchanged in price with little feature of note. The receipts for last week showed a marked increase on account of the arrival of fresh supplies from New Zealand. The market in general is quiet with only a demand for immediate requirements. The best creamery prints are selling at 36c. per lb. and solid at 35c.

BUTTER—

Solids, creamery	0 34	0 35
Prints, creamery	0 35	0 36
Dairy solids	0 30	0 31

STRONG CHEESE MARKET

Montreal

CHEESE.—The demand for cheese during the past week from English importers has been steady and has lent a stronger feeling to the domestic market. The demand for the local trade also shows improvement and while there is no definite change in wholesale prices the tendency is stronger.

CHEESE—

Large, per lb.	0 19	0 20
Twins, per lb.	0 19	0 20
Do., white	....	0 27
Triplets, per lb.	....	0 20
Fancy old cheese, per lb.	0 28	0 30
Stilton, per lb.	....	0 30
Quebec	0 19	0 20

STORAGE EGGS FINISHED

Montreal

EGGS.—The egg market shows a little easier trend with better production. In the early part of last week a firm feeling prevailed for fresh eggs owing to an increased consumption and a decreased production. Owing to more liberal offerings later coupled with an easier feeling in the market across the border, the market developed weakness and prices declined 2c. per doz., with quotations for new laid eggs standing at 50c. Supplies of storage eggs in Montreal are finished. If this were not the case prices on new laid eggs would be even lower and while the price shows some decline on account of the better supply it is quite strong at the present basis since the demand for this grade of eggs will be increased by the shortage in the storage eggs.

EGGS—

New Laid	050	0 50

HOG MARKET ADVANCED

Montreal

FRESH MEATS.—The hog market remains firm at an advanced price which came during the latter part of last week. The demand from packers for select hogs is more urgent and the demand for cured meats for export also show improvement. The advance in this market is from 50c. to 75c., making the price for select lightweight, weighed off cars, $13.00 and $13.25 per cwt. The price of fresh cuts of pork remained unchanged. There is little or no change in the beef market, which has been fluctuating in strength but without much change in the price of fresh cuts of beef.

FRESH MEATS—

Hogs, live (selected, weighed off cars)	13 00	13 25
Fresh Killed	19 00	19 50

Fresh Pork—

Legs of pork (foot on)	0 20	0 23
Loins (trimmed)	0 25	0 26
Trimmed shoulders	....	0 20
Untrimmed	....	0 17
Pork sausage (pure)	....	0 20

Fresh Beef—

	(Cows)		(Steers)	
Hind quarters	0 10	0 13	0 12	0 16
Front quarters	0 05	0 09	0 05	0 08
Loins	0 19	0 22	0 22	0 27
Chucks	0 07	0 08	0 08	0 09

NO CHANGE IN LARD

Montreal

LARD.—The local market for lard has been without any feature. The feeling is steady with a fair trade passing in a wholesale and jobbing way.

LARD—

Tierces, 60 lbs.	0 13½	0 14½
Pails, 20 lbs.	0 14½	0 15½
Tubs, 20 lbs.	0 14	0 15
Bricks	0 15½	0 17

POULTRY RECEIPTS LIGHT

Montreal

POULTRY.—There has been practically no movement of fresh killed poultry, which indicates that the bulk of the surplus stocks have been marketed and as a result the receipts here have been light. There is a steadily increasing demand for storage supplies which give the stronger feeling to the market although there has been no change in price during the past week.

POULTRY—

Dressed turkeys	0 50	0 52
Geese	0 28	0 30
Ducks	0 35	0 36
Chickens	0 34	0 42
Fowl	0 23	0 30
Roosters	0 18	0 23

COOKED MEATS QUIET

Montreal

COOKED MEATS.—The cooked meat market is steady in price with only a limited demand for supplies on account of the season of the year.

COOKED MEATS—

Jellied pork tongues	0 35
Jellied pressed beef, lb.	0 37
Hams, cooked	0 40 0 45
Pork pies (doz.)	....
Sausage, pure pork	0 20
Ox tongue, tins	0 65
Mince meat, lb.	0 15½
Head cheese, 6-lb. tins, per lb.	0 10
Plate beef	22 00

HAM PRICES ADVANCED

Montreal

SMOKED MEATS.—There is a stronger feeling for hams which show an advance in price of 1c. to 2c. per lb. This is attributed to an increased demand for both domestic and export accounts. The demand for bacon for export shows improvement and this strengthens the bacon market with every likelihood of an advance in the near future. In the meantime domestic prices are unchanged.

BACON—

Breakfast, best	0 28	0 50
Smoked breakfast	0 28	0 40
Cottage rolls	....	0 28
Picnic hams	....	0 19
Wiltshire	0 25	0 28

MEDIUM SMOKED HAMS—

Weight, 8-14, long cut	0 26	0 28
Do., 14-20	0 25	0 27
Do., 20-25	0 22	0 23
Do., 25-30	0 19	0 21
Over 35 lbs.	0 17	0 19

MARGARINE MARKET QUIET

Montreal

MARGARINE.—There is no change in the market for margarine. Prices rule steady with a limited demand on account of the weaker condition of the butter market.

FISH PRICES STEADY

Montreal

FRESH FISH.—There is no change in the fish prices. The demand is steady wtih some improvement and supplies are sufficient to meet requirements.

FRESH FISH—

Filets, 20 lb. boxes	0 17
Herring	0 08
Market Cod, fresh	0 07
Steak cod	0 08
Dressed B. C. Salmon	0 24
Haddock	0 06
Halibut	0 20
Flounders	0 10
Mackerel	0 16
White fish	0 18
Eels	0 13

FROZEN FISH—

Haddock	0 06
Halibut	0 20
Chicken halibut	0 17
Market cod	0 05 0 05½
Steak cod	0 6½ 0 07
Doree	0 11
Qualla Salmon	0 11
Dressed B. C. Salmon	0 22
White fish	0 13
Dressed pike	0 07
Mackerel	0 13

OYSTERS—

Herrings	0 06½
Lake trout	0 14
Shell oysters, bbl.	8 00 15 00
Standard—Per No. 1 can	2 50
Do., No. 3 can	7 50
Do., No. 6	12 25
Jars—1 doz.	4 50 5 25

ONTARIO MARKETS

TORONTO, February 8.—The hog and cattle markets have an uncertain tone. The fact that receipts were light during the week was a factor which maintained prices fairly well as compared with a week ago. Should heavy receipts materialize the market will likely drop. This depressed condition is attributed largely to the industrial conditions eliminating the demand for fresh meats. Butter is steady while cheese has a stronger tone following an active enquiry for export. Storage eggs are cleaned up insofar as Toronto stocks are concerned. New laid eggs are slightly easier. Lard holds firm with shortening slightly advanced in some quarters. Cooked hams and smoked hams are also slightly higher in some quarters. Fish and poultry show no change as compared with a week ago.

BUTTER SHADE FIRMER

Toronto.

BUTTER.—The market developed a shade firmer undertone during the week and the better grades are firmly held at 40c. to 41c. per lb. Lower grades however, show no change and there appears to be plentiful supplies at prices around 34c. per lb. New Zealand and Australian butter is offered freely and generally open up as No. 1 quality.

BUTTER—

Creamery prints, No. 1	0 40	0 41
Do., No. 2	0 34	0 36

STRONGER CHEESE MARKET

Toronto.

CHEESE.—Following the stronger market for cheese at Montreal the local situation is also stronger. The quiet spell which has prevailed in this market for the past couple of months has apparently been broken. British buyers have again come into the Canadian market for supplies and considerable business has transpired. The tendency is that cheese will hold firm for some time or at least until factories resume operations upon grass make. Quotations to the retail trade are unchanged but prices are more firmly maintained.

CHEESE—

Large, new	0 19½	0 20
Do., June	0 23	0 26
Stilton, new		**0 24**

Twins, 1c higher than large cheese and triplets 1½ cents higher than large.

STORAGE EGGS CLEANED UP..

Toronto

EGGS.—Dealers are not quoting storage eggs this week as supplies in Toronto are cleaned up. New laid are slightly easier at 50c. per doz.

EGGS—

New laid	0 50

FIRM LARD MARKET

Toronto.

LARD.—The market continues firm with some packers quoting as high as 18c. for pound prints and 15c. on the tierce basis. Other packers, however, are still quoting one pound prints at 16c. and on the tierce basis at 13¾c. per lb.

LARD—

1-lb. prints	0 16	0 18
Tierces, 400 lbs.	0 14	0 15

Tubs are ½c higher than tierces and pails one cent higher than tierces.

SHORTENING MOVES UP

Toronto.

SHORTENING.—Quotations on some brands are advanced ½c. per lb. Other brands remain as last week. One pound prints are quoted at 15c. to 16c. and on the tierce basis, 13½c. per lb.

SHORTENING—

1-lb. prints	0 15	0 16
Tierces, 400 lbs.	0 13¼	0 13½

COOKED HAMS FIRM

Toronto

COOKED MEATS.—The market for cooked meats is firm with boiled hams quoted at 38c. to 39c. per lb. for ordinary round trimmed, and 41c. for square pressed.

COOKED MEATS—

Boiled hams, lb.	0 38	0 39
Do., square pressed	0 41	0 41
Boiled shoulders, lb.		**0 28**
Head cheese, 6s, lb.		0 10
Choice jellied ox tongue, lb.		0 60
Jellied pork tongue		**0 35**
Bologna	0 13	0 15

Above prices subject to daily fluctuations of the market.

SOME HAMS HIGHER

Toronto

PROVISIONS.—The market for cured meats generally is steady but firmly held. In some quarters small and medium smoked hams are advanced 3c. per lb., making a spread in the range of prices of 5c. per lb., quotations now ranging from 28c. to 31c. per lb. There are no changes on other quotations as compared with a week ago.

Hams—		
Small, 6 to 12 lbs.	0 26	0 31
Medium, 12 to 20 lbs.	0 26	0 31
Large, 20 to 35 lbs., ea., lb.	0 22	0 25
Heavy, 35 lbs. and upwards		0 20
Backs—		
Boneless, per lb.	0 36	0 37
Rolled, per lb.	0 40	0 41
Peameal	0 32	0 34
Bacon—		
Breakfast, ordinary, per lb.	0 24	0 31
Do., special trim	0 33	0 35
Cottage rolls		0 26
Roll, per lb.	0 23	0 23
Wiltshire (smoked boneless) lb.		0 23
Do., three-quarter cut		0 27
Do., middle		0 29
Dry Salt Meats—		
ng clear bacon, av. 50 to 70 lbs.		0 18
Do., av., 80-90 lbs.		0 16
Clear bellies, 15-30 lbs.	0 17	0 19
Fat backs, 10-12 lbs.	0 15	0 19

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—	
Mess pork	31 00
Short cut backs, 200 lbs.	34 00
Picked rolls, bbl., 200 lbs.—	
Lightweight	35 00
Heavy	28 00

Above prices subject to daily fluctuations of the market.

MARGARINE QUIET

Toronto

MARGARINE.—There are no changes in margarine. The demand is moderate.

MARGARINE—

Margarine, No. 1	0 22	0 23
Do., No. 2		0 18

HOGS UNCERTAIN

Toronto

FRESH MEATS.—The hog market has an uncertain tone. During the week under review the big packers were endeavoring to reduce prices 50c. but under the influence of active bidding from outside sources, they were only successful in getting a cut of 25c. per cwt. As we go to press packers continue to offer at a cut of 50c. per cwt. Buyers of cattle have been endeavoring for some time past to induce shippers to hold back shipments, claiming that the market could only absorb a certain amount. Heavy shipments would therefore mean lower prices. During the week they were successful in reducing the offerings and in consequence values held. Should shipments be heavy this coming week the expectation is that the market will drop.

FRESH MEAT—

Hogs—		
Live, f.o.b. per cwt.	11 25	11 50
Live, off cars	11 75	12 00
Live, fed and waterde, cwt	12 00	12 25
Dressed, light, per cwt.	15 00	16 00
Do., heavy, per cwt.	10 00	12 00
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 24
Loins		0 26
Fresh hams, lb.		0 26
Tenderloins, lb.		0 55
Picnics, lb.		0 17
Montreal Shoulders		0 19
Boston buts, lb.		0 21
New York shoulders,		0 19
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 14	0 18
Front quarters, lb.	0 08	0 10
Ribs, lb.	0 12	0 18
Chucks, lb.	0 07	0 08
Loins, whole, lb.	0 25	0 28
Hips, lb.	0 12	0 14

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb.	0 13	0 16
Sheep, whole, lb.	0 08	0 12
Spring lamb	0 20	0 24

Above prices subject to daily fluctuations of the market.

POULTRY UNCHANGED

Toronto.

POULTRY.—The market continues firm under light receipts. Quotations are unchanged.

Poultry—

Prices paid by dealers—

	Live.	Dressed.
Turkeys	00-30	40-42
Chickens, spring	00-25	00-32
Roosters	00-16	00-18
Fowl, 4 to 5 lbs.	00-22	00-22
Fowl, over 5 lbs.	00-25	00-25
Fowl, under 4 lbs.	00-14	00-22
Guinea hens, pair	1 25	1 50
Geese		00-26
Ducks, 4 lb. and over	00-28	00-28
Prices quoted to retail trade:		Dressed:
Ducklings	0 32	0 38
Hens, heavy	0 28	0 32
Hens, heavy	0 28	0 32
Do., light	0 20	0 28
Geese		0 30
Turkeys		0 55

NO CHANGE IN FISH

Toronto.

FISH.—Business in the fish market is fairly active with prices well maintained.

FRESH SEA AND LAKE FISH

Cod steak, lb.	0 10	0 11
Do., market, lb.		0 09
Oysters, No. 1 tins	3 25	3 70
Do., No. 3 tins	9 25	11 10
Do., No. 5 tins	15 00	18 00
Do., glass jars, doz.	5 00	5 75
Do., shell, per bbl.	13 50	14 00
Smelts, No. 1, per lb.		0 14

FROZEN FISH

Halibut, medium	0 17	0 18
Do., chicken	0 14	0 15
Do., Qualla	0 09	0 10
Flounders	0 09	0 10
Pike round	0 04	0 05
Do., headless and dressed	0 07	0 08
Salmon, Cohoe	0 15	0 16
Do., Red Spring	0 21	0 22
Brill	0 10	0 11
Sea Herring	0 07½	0 08

SMOKED AND SALT FISH

Haddies, lb.	0 10	0 12
Fillets, lb.		0 16
Kippers, box	2 25	2 75
Bloaters	2 00	3 00
Ciscoes, lb.		0 18
Salmon snack, lb.		0 22
Digby chicks, 5 to bundle		1 25
Boneless Digbys, 10 lb. box		1 65
Shred cod, box 24 cart.		2 20
Cod, 1 lb. tablet, box 24s.		3 20
Quail on toast		0 14
Holland Herrings, mixed 10-lb. keg.		1 10
Do., milkers, 10 lb. keg		1 20
Labrador Herrings—		
Kegs, 100 lbs.		6 50
Do., barrels, 200 lbs.		12 00

MANITOBA MARKETS

WINNIPEG, February 8.—Eggs are scarce. There is no change in cooked or smoked meats. Poultry is quiet under light receipts. Lard has a slightly firmer tone while shortening is steady and unchanged. The hog market has advanced, due largely to the small offerings. There is a steady demand for all lines of fish.

BUTTER MARKET STEADY

Winnipeg.

BUTTER.—There is no change in the butter market. Prices are ruling steady under a light demand. Quotations to the trade on best table grade creamery butter is from 32c. to 38c. per lb.

BUTTER—

Creamery, best table grade	0 32	0 38
Margarine	0 22	0 25

CHEESE MARKET DULL

Winnipeg

CHEESE.—There is little activity in the cheese market. With no change in quotations to the retail trade. Ontario cheese is quoted at 20c. per lb. and Stilton at 24c. per lb.

CHEESE—

Stilton cheese, large, lb.	0 24
Ont., large, lb.	0 20
Ont., twins, lb.	0 20½
Ont., triplets, lb.	0 21

EGGS ARE SCARCE

Winnipeg.

EGGS.—There are practically no fresh eggs arriving on the market, owing to the cold and stormy weather that has prevailed during the week. The few that are available are quoted at 48c. per doz. Storage eggs are quoted at 38c. per doz.

COOKED MEATS QUIET

Winnipeg.

COOKED MEATS.—The cooked meat market is quiet under a moderate demand. Best quality cooked ham is quoted at 41c. to 43c. per lb. Cooked pork tongues are slightly easier and are quoted at 28c. per lb. with ox tongues at 50c. per lb.

COOKED MEATS—

Best quality, skinned, 8-14 lbs.	0 43
Do., 13-1 lbs.	0 41
Roast ham, lb.	0 43
Roast shoulders, lb.	0 29
Head cheese, 6-lb. tins, lb.	0 12
Pork tongues	0 28
Jellied ox tongues, lb.	0 50
Luncheon cooked meats	0 16

SMOKED MEATS UNCHANGED

Winnipeg

PROVISIONS.—There is no change in quotations on ham or bacon. The situation is fairly firm reflecting the strong position of the hog market.

Hams—

8 to 1 lbs., per lb.	0 34
16 to 20 lbs., per lb.	0 34
Boneless, 8-14 lbs., per lb.	0 37
Skinned, 14-18 lbs., per lb.	0 37
Skinned, 18 to 2 2lbs., per lb.	0 37
Bacon, 6to 10 lbs., lb.	0 44
Cottage rolls, boneless	0 24
Bellies, 6 to 10 lbs., per lb.	0 43

POULTRY QUIET

Winnipeg.

POULTRY.—Receipts of poultry are light and the demand is likewise. Broilers are quoted at 30c. to 32c. per lb. with chickens ranging in price from 28c. to 35c. per lb. according to quality and weight. Ducks and geese are in fair demand at 33c. per lb. Turkeys are quoted at 42c. per lb.

POULTRY—

D. P. Chickens, 3½ lbs., and under	0 28
Do., 3½ lbs., and over	0 30
D. P. fowl, 3½ lbs. and under	0 22
Do., 3 lbs. and over	0 24
No. 1 broilers	0 30
Turkeys, per lb.	0 42

LARD MARKET STEADY

Winnipeg.

LARD.—The lard market has a slightly firmer tone following the stronger tendency in the hog market. Best quality lard in tierces of 400 lb. is quoted at 16c. per lb. There is no change in the shortening market.

LARD—

Pure lards, No 1 quality, per lb. (in tierces 40 0lbs.)	0 16
Do., wooden pails, 20-lb. pails	3 60
Shortening, tierces of 400 lbs.	0 14
Do., per pail, 20 lbs.	3 20

HOG MARKET HIGHER

Winnipeg.

FRESH MEATS.—Few hogs are arriving on the market with the result that prices advanced 50c. Live selected hogs are quoted at $11.00 per cwt. The cattle market is dull and weak under a light demand. The calf market is ruling easier and calves of medium quality are quoted from $5.00 to $6.00. Few lambs are offered. Best quality lambs are bringing $8.00 with mutton sheep at $5.25.

Hogs—		
Selected, live, cwt.		11 00
Heavier	7 00	9 00
Light	10 00	10 25
Sows	5 50	7 50
Fresh Pork—		
Legs of pork, up to 35 lbs., lb	0 19	0 25
Spare ribs		0 14
Loins of pork, lb.	0 25	0 27
Fresh homs, lb.	0 20	0 26
Shoulders	0 15	0 16½
Fresh beef—from steers and heifers—		
Hind quarters, lb.	0 12	0 17
Front quarters, lb	0 06	0 10
Whole carcases, good grade, lb	0 09	0 13
Mutton—		
Choice, lb		0 16
Choice long hinds (leg and loin)		0 27
Choice Stews		0 10
Lambs—		
Choice, 30-45 lbs.		0 25
Veal—		
Good veal, 40 to 80 lbs, hind quarters,		0 25

NO CHANGE IN FISH

Winnipeg.

FISH.—Smelts are reported scarce. Halibut is quoted at 14½ to 15½ per lb. Oysters are in good demand and are quoted at $4.25 per gallon. Other quotations are unchanged.

FISH—

Black cod, lb.	0 13½
Brills	0 09
Herring, Lake Superior, 100-lb. sacks	4 00
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15½
Salmon, Cohoe, in full boxes, 300 lbs.	0 16
Salmon, Cohoe, in broken cases	0 17
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08
Whitefish, dressed, case lots	0 12½
Whitefish, dressed, broken cases	0 13
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Haddies, in 30-lb. cases, per lb.	0 12
Kippers, East. Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 17
Salt Fish—	
Holland Herring, milkers, 9-lb. pail, pail	0 90
Holland Herring, mixed, 9-lb. pails, pail	0 85

United Kingdom Already In Market for Salmon

Vancouver, B.C., Feb. 6.—It is stated in authoritative quarters that for the first time in several years, the United Kingdom has come into the market as early as this in the year and placed actual orders for sockeye salmon halves. In view of the fact that the demand for sockeye has and will for many years, continue to exceed the supply, this is looked upon as an indication that more activity will soon be evident in the sockeye salmon market. The actual prices are of course not published, but for many years the first buyers have bought at the best advantage; the later buyers having to pay several dollars a case more, depending on the relation between the totals contracted for and the total probable pack.

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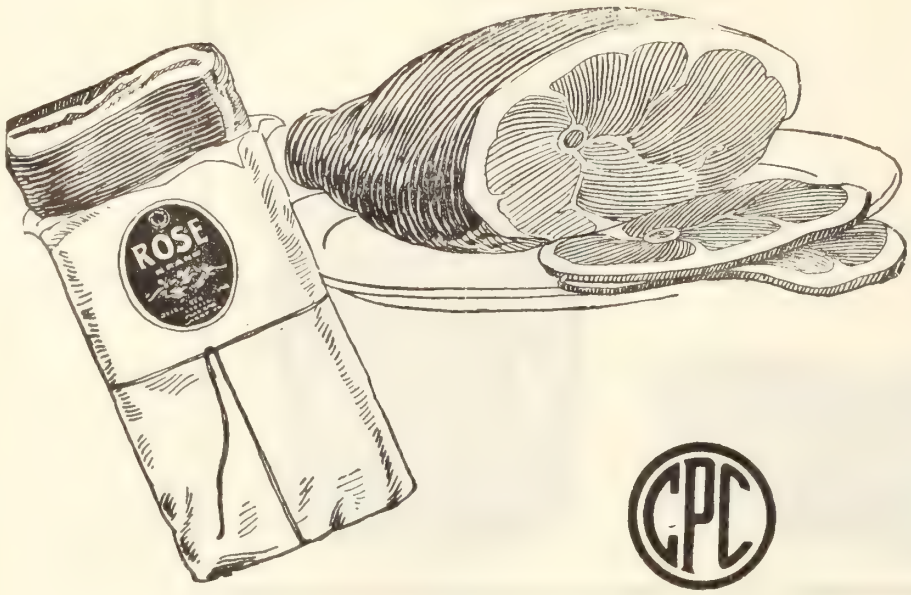

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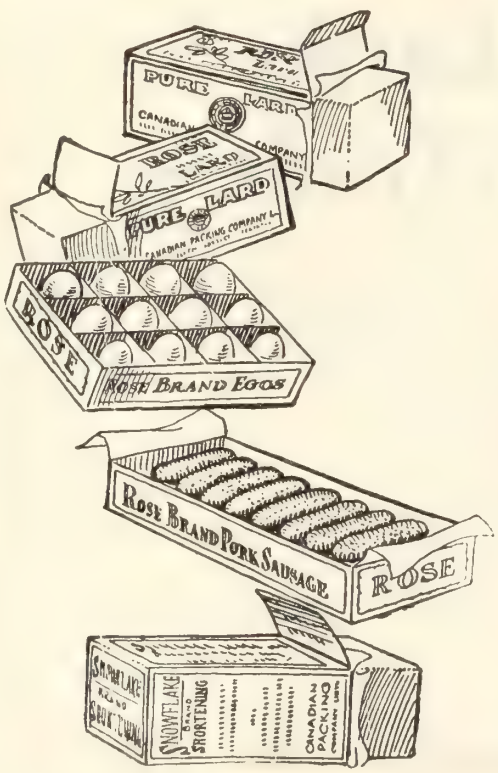

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**60 Rue Queen
Montreal**

**FACTORY
Leamington
Canada**

57

Still the Strongest and Best ---and the Leading Seller

In grandmother's day the thrifty housewife preferred Cow Brand Baking Soda because its **greatest strength** made it more economical and more efficient. To-day this old established favorite is still the strongest and best and its sales records indicate that most women know it.

CHURCH & DWIGHT, LTD., Montreal

SALT PLANT ,WINDSOR, ONT.

WINDSOR

STANDS for PURITY

For a great many years the name "Windsor" has stood for all that is clean, good and pure in salt. Grocers throughout Canada sell Windsor Salt with their strongest recommendation and their customers know from actual experience that it is always of the same superior quality, strength and flavor. Windsor Salt has no superior.

How is your stock of the following:—

Windsor Table Salt
(For general household use)
Regal Table Salt
(Free running—Sold in cartons)
Windsor Dairy Salt
Windsor Cheese Salt

Made in Canada by

The Canadian Salt Co., Ltd.
Windsor, Ontario

Maple Leaf- PHARMACEUTICAL Extract Malt

for making Home Brew

The Best Malt

on the Canadian Market
Made in Canada

Packed in 2½ lb. tins, 24 tins to the case. A big seller showing the Grocer a nice profit.

Send Your Orders Direct

Maple Leaf Malt Extract Co.
6 1 Canning Street, *Montreal*

7 Direct Lines Out of Stratford

Make It the Quickest Shipping Centre

We carry full lines of Staple Groceries, Foreign and Domestic Fruits in Season.

"Buy your fruits where you buy your groceries and your groceries where you buy your fruits" — ***saving double freight and double cartage.***

Phones—Office 297 and 298, Residence 310, Shipping Room 256, Night Call 897.

James Lloyd & Son **Box No. 266** **Stratford, Ont.**

NEW PERRIN TORONTO WAREHOUSE

We have opened up a new Toronto office and warehouse, at 455 King St. West, under the management of Mr. H. V. Kennedy, for the past seven years our London representative. Call up Adelaide 4848, for our man to call, who will gladly quote you and show you samples.

Perrins DAIRY CREAM Sodas

These fresh, crisp, delicious sodas are known from coast to coast for their excellent, uniform quality and flavor—and their attractive moisture proof cartons retain every bit of that inimitable flavor and oven freshness until they reach your customers' table.

Some of the popular selling lines of fancy biscuits:—

Alhambra Creams, Alpine Sugar Wafers, Clifton, Chocolate Opera Creams, Cream Daisies, Custard Cream, Ginger Waferettes, Gondola Fruit Creams, Opera Fingers, Sport Sandwich, Tipperary, Sherbet, Chocolate Daisies, Chocolate Ices, Malto Cream Sandwich.

D. S. PERRIN & CO., LTD., LONDON, CANADA

New Toronto Warehouse - 455 King St. W., Toronto Phone Adelaide 4848

Shirriff's
MARMALADE

Order 1922 Shirriff's NOW

and avoid future disappointment. Better be safe than sorry.

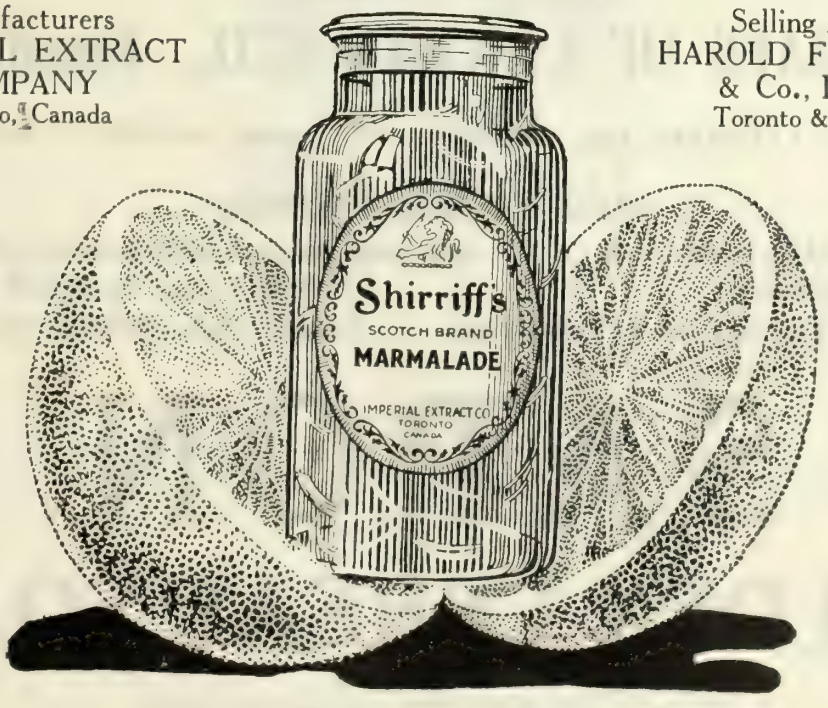
Our 1922 Marmalade is just being prepared as usual from the finest Seville Oranges—fresh from Spain—and some of it is ready for immediate delivery.

Try a jar yourself and you'll vote it the most delicious Marmalade you ever tasted. Then you won't hesitate a second in recommending it to your customers.

Get our new prices on this 1922 Shirriff's–NOW.

Manufacturers
IMPERIAL EXTRACT COMPANY
Toronto, Canada

Selling Agents
HAROLD F. RITCHIE & Co., Limited
Toronto & Montreal



Real Seville Orange Marmalade Not Orange Jam

SAPON
GOLDEN CEREAL SOAP

A REAL CEREAL SOAP

Not a particle of animal fat enters into the manufacture of Sapon Soap, and it is therefore the purest of all soaps for all toilet purposes.

Makes the skin soft and improves the complexion. Even the tender skin of a baby will not be irritated in the least when Sapon Soap is used.

Display Sapon Soap in your store —you will find it a ready seller.

Any wholesaler can supply you.

Made in Canada by

SAPON SOAPS OF CANADA LTD., Hamilton, Ont.

Also at LONDON, Eng., MARSEILLES, France, and NEW YORK

SPECIAL REPRESENTATIVES:

The Wilson Chemical Co. Ltd., St. John, N. B.
C. & J. Jones. Winnipeg
Martin M Sichel, 23 St Francois Xavier St., Montreal, Que.
A. H. Jarvis, Brokerage and Purchasing Co. Ltd., Edmonton, Alta.
D. M. Christie, Vancouver, B. C.
Thomas J. Nagle, 211 Aylmer Apts., Ottawa, Ont.

SAPON
GOLDEN CEREAL SOAP

Made in a Variety of Shapes and Perfumes

DANTE Brand Superfine Olive Oil is of the very finest produced and may be used for every purpose. Its excellent flavor and taste make it a universal favorite.

LION Brand Swiss Emmental Gruyere Cheese. Packed in individual portions and in eight ounce loaves. This cheese has no equal and the demand is larger than the supply.

COSTA Brand Extra Superfine Olive Oil. Packed by one of the oldest and largest concerns in Italy. Its quality is absolutely unsurpassed.

Sole distributors for Crow's Nest Territory, B. C., The Western Canada Wholesale Co., Ltd. Fernie, B. C.

Sole distributors for Canada

Amoroso & Malagodi Co., Ltd.

119 & 121 St. Henry St., Montreal, Que.

RANGALLA TEA

Above is a small reproduction of design used in connection with an extensive consumer advertising campaign devoted to this tea, which is being carried out in Western Canada dailies.

is a brand of Ceylon's choicest crop that is making big business wherever it has been tried out in Western Canada.

Once tasted, it becomes a fixture as a popular favorite. There is nothing in teas to surpass its rich body flavor. It is a real tea, and the tea drinker knows it the moment it touches the lips.

Stock It Now

Get a few of your customers to give it **one trial** and your "publicity" will be quite safe in their hands.

HUDSON'S BAY COMPANY *WHOLESALE WINNIPEG*

SODA FOUNTAIN DISPENSERS

We are pleased to announce a substantial reduction in price on all our highly concentrated Fountain Syrups, Crushed Fruits and "True Fruit" extracts, also on our famous Rochester Root Beer.

"True Fruit" adds zest to your Sodas and Sundaes.

Let "True Fruit" preside at your fountain this year and it will every year.

Write us for price lists.

J. Hungerford-Smith Co., Limited

19-23 Alice Street -:- Toronto

CLEARING SALE

After Stock Taking

Profit by this exceptional chance to lay in your supplies of

CANADIAN CANNED GOODS
IMPORTED CANNED GOODS

	Vegetables	Fruits	Fish
TEAS	Spices	Flavors	Extracts
COFFEES	Jams	Pickles	Rice
	Peas	Beans	Flour
DRIED FRUITS	Molasses	Syrups	Sugar
	Butter	Eggs	Cheese

Ask For Our Prices

LAPORTE, MARTIN, LIMITEE

584 St. Paul Street West
MONTREAL

NUCOA

"A Wholesome Delicious Spread for Bread"

Nothing will pay you better than Nucoa, to secure the first order from a new customer. It is free from animal fats and is "The Wholesome, delicious spread for bread."

Its purity, wholesomeness and excellent flavor, win it a welcome, three times a day, on tables of rich and poor alike, insuring the repeat orders which make Nucoa a profitable staple for all good grocers.

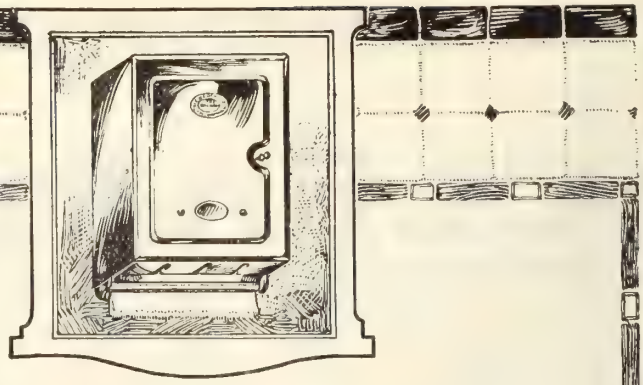
Nucoa is sold through jobbers.

The Nucoa Company

NUCOA BUILDING

Fourth Avenue at 23rd Street

NEW YORK CITY



Turn Over Your Money Quickly With EDDY'S ONLIWON Toilet Paper Holders

You can turn over your stock of Eddy's Onliwon Toilet Paper Holders twice—perhaps three times—in the year.

It is being done by many merchants. The handsomely nickeled Onliwon fixture, equipped with one thousand sheets of fine toilet paper, sells rapidly at its low price and allows you a very good profit.

Then there's a steady demand for refills. It's good business that helps you to cut the loss on slower lines. Try out a small order—show them and watch them go.

Women Want These ONLIWON PAPER TOWELS

They are becoming a necessity in the kitchen and for general family use. Extra large, Eddy's Onliwon Paper Towels are softer and more absorbent than cotton. They save the cost of laundering and the wear and tear on fabric towels.

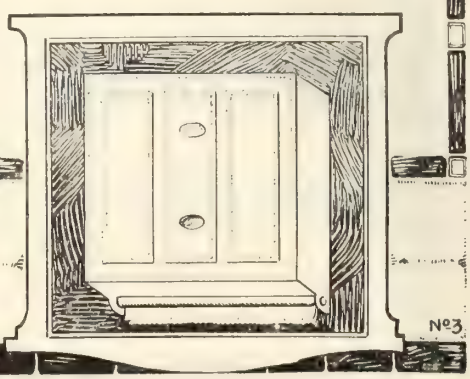
The neat, white enameled Cabinet from which Onliwon Paper Towels are served is attractive, serviceable and sanitary. The complete equipment is moderately priced. To show them is to sell them.

Manufactured in Canada by

THE E. B. EDDY CO., Limited

HULL, CANADA.

Makers of Eddy's amous Matches, Indurated Fibreware, etc.



MACDONALD'S

Keep Macdonald's in the Foreground

—and you'll find the profits looming up large in the background. The demand for Macdonald's is ready, waiting for some live retailer in your locality to take care of it. It is not limited to any particular type of tobacco user. There are enough different brands of Macdonald's to provide every man with his favorite kind of tobacco.

No matter what kind it is, if it's Macdonald's it's an unusually profitable line to sell. So keep the Macdonald line well displayed in your store and you will find that **your** share of the Macdonald profits will surprise you. Undoubtedly there is money in "the tobacco with a heart."

Sell the Sardines that you know will always repeat

KING OSCAR SARDINES

Once you introduce these unusually fine flavored sardines to your customers you can rest assured they'll insist on them in the future. **King Oscar Sardines** are hygienically packed from the finest carefully selected Norwegian caught bristlings in pure olive oil and their high standard quality is uniformly maintained year in and year out. Order a trial supply and test them out on those exacting customers of yours. Your wholesaler can supply you.

Canadian Agents:

John W. Bickle & Greening

Hamilton, Ontario

You can't give your customers better flour than . . . . . .

REINDEER FLOUR

This superior flour is milled by our unique process from the finest No. 1 Canadian Hard Wheat. This special process greatly enhances its food value above ordinary flours, and ensures it to be always uniform in quality, and unsurpassed in whiteness and purity. If your customers are dissatisfied with their baking results urge them to try **Reindeer Flour.** The superior results it makes possible in all baking operations will ensure you of steady repeats.

Order a trial supply of **Reindeer Flour** from your wholesaler. You'll find it a thoroughly dependable flour that never fails to make good.

Peterboro Cereal Company

Peterboro, Ont.

Branch Mill: **Campbellford, Ont.**

General Sales Office: **Peterboro, Ont.**

JELL-O

"Canada's Most Famous Dessert"

Now selling at a lower price

3 Dozen Case (any flavor) - - $3.50

Price to consumer, 2 packages for 25 cents

THE GENESEE PURE FOOD COMPANY OF CANADA, Limited.

MADE IN CANADA

At Bridgeburg, Ontario.

Cash In on Consumer Demand

Carnation Milk advertising is creating a demand among your customers. They are being educated to the advantages of evaporated milk—and it rests with you, Mr. Grocer, to play up to that demand.

You can make more sales—more business by displaying Carnation Milk in your window or on your counter. We supply display material free. Simply ask our representative—or write for window trims; giant Carnation carton; counter cut-out; counter stand; Carnation recipe folders—Carnation streamers or hangers.

Your jobber can supply you

CARNATION MILK PRODUCTS CO., Limited, Aylmer, Ontario

Carnation Milk

"From Contented Cows"

The label is red and white

3 Sizes—6 oz.—16 oz.—32 oz.

Made in Canada

OAKEY'S
"Wellington"
KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.I. Eng.

Agents:
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 200 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B.C.

WANTED

Reliable representatives to handle our lines of Salted Nuts in all districts in Canada. Give full information concerning yourselves in first letter.

NUT PRODUCTS CO.

Canada's Exclusive Nut House
8 Fuller Avenue,
Toronto, Ont.

Walter Woods Limited

WILLOW
CLOTHES
BASKETS

Hamilton - and - Winnipeg

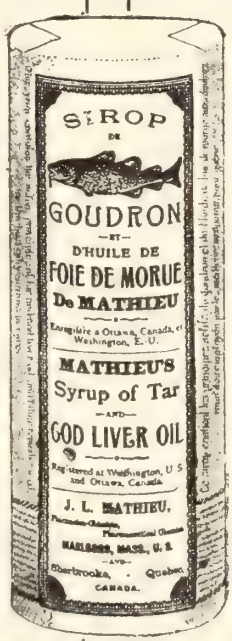
ENGLISH GELATINE
FOR ALL TRADES

DEGA
BRAND

GELATINE, SHEET
GELATINE, POWDER
GELATINE, THIN LEAF

Samples and Prices on Application.

CHAS. ZIMMERMANN & CO., LIMITED
33 St.Mary-at-Hill, London, E.C.3, Eng. *Cables:* ACIDOLAN, London
FIRST CLASS AGENTS REQUIRED—CORRESPONDENCE INVITED



How Many Customers will enter your Store with Colds this Winter and Spring?

MATHIEU'S
SYRUP OF TAR
and
COD LIVER OIL

Winter and Spring are the seasons when coughs and colds are rampant and hundreds of your customers will undoubtedly have their share. Don't let them go to a drug store to buy cough remedies when **you** can sell them in your store and reap handsome profits by giving them **Mathieu's Syrup of Tar and Cod Liver Oil,** the nationally-known and dependable cough remedy. Leading grocers throughout Canada are earning big profits selling this excellent remedy. Why not get your share?

J. L. Mathieu Co.

Proprietors
SHERBROOKE - - - QUEBEC

Stepping Stones to Greater Profits

INTERLAKE Toilet Papers are stepping stones to greater profits. They will help you build up a permanent trade and speed up your turnover.

Made of soft, absorbent tissues, well perforated, and put up in uniform rolls with attractive labels, they undoubtedly provide the best buy in toilet papers on the market to-day.

Write for Samples and Particulars on

"Interlake"—700 Sheet Roll—Just Like Linen.

"White Cross"—8 Ounce—White, Soft, Genuine Crepe.

"Blue Bird"—6 Ounce—Manilla, Soft, Genuine Crepe.

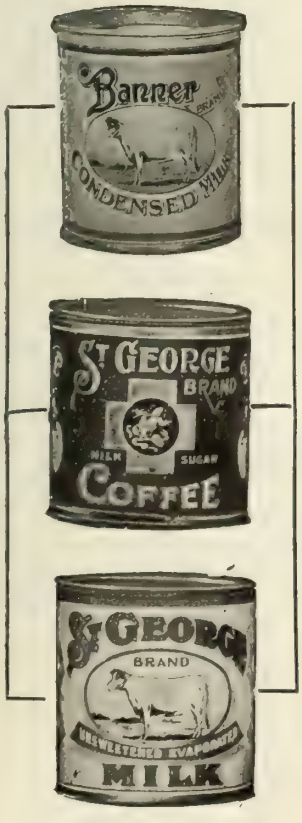
"Old Dutch"—11 Ounce—Plain, Duplex, Manilla Tissue.

Made-in-Canada by

Interlake Tissue Mills Co.

MERRITTON Limited CANADA

Head Office: 54 University Ave., Toronto, Canada.
Sales Branch: McGill Bldg., Montreal, P.Q.



The "ALL CANADIAN" favorites that stand second to none

Malcolm Milk Products

MALCOLM MILK PRODUCTS are made from the purest, rich country milk under ideal sanitary conditions in an all-Canadian factory, financed by Canadian capital and employing Canadian labor. They offer grocers an excellent profit margin and their quality is fully equal to the most widely advertised imported brands. Make 1922 an all Canadian year, feature MALCOLM'S MILK PRODUCTS. It will pay you well.

The Malcolm Condensing Co., Ltd.
St. George, Ontario

SOUTHERN
VEGETABLES

New Cabbage — Cauliflower
Shallots — Parsley
Lettuce — Escarole
Endive — Celery

Now Arriving in Car Lots

WHITE & CO., LTD.

Wholesale Fruit & Vegetables
TORONTO

LAKE SUPERIOR HERRING

In kegs, half kegs, and pails

British Columbia Cohoe,
Qualla, and Halibut.

Georgian Bay frozen, also pickled trout,

Manitoba Whitefish.

LEMON BROS.

Owen Sound, Ontario

Fruit, Produce & Commission Merchants

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BUYERS' MARKET GU
Latest Editorial Market N

TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

JOHN ADAM & SON,
Collingwood, Ont.
Manufacturers of Brooms only
Our DUCHESS and PERFECT are two grades that sweep clean and wear well.
Warehouse Brooms a Specialty. If your jobber cannot supply your needs get prices from us. Satisfaction guaranteed.

J. & J. Taylor's Safes
One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.
One J. & J. Taylor safe 18 inches deep, two feet 9 inches wide. four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 108, Canadian Grocer. 153 University Ave., Toronto

Say You Saw It In Canadian Grocer, It Will Help To Identify You

FRENCH MUSHROOMS IN LIGHT SUPPLY

French mushrooms in tins continue to advance, according to cables recently received. Stocks in France are light and owing to the high cost of the raw product no declines from the present market are expected.

COSTA RICA COFFEE CROP

The 1921-22 coffee crop of Costa Rica is estimated at 38,000,000 to 41,000,000 lbs. The average crop is only about 32,959,000 lbs. Coffee buyers expect good prices and are paying 13-16c per lb., washed and cleaned on board ship. This price includes an export tax of 1½c per lb.

30 DOZEN C
ONE DOZEN
¾-INCH CUSH
CORRUGATED F
The TRENT MFG.
TRENTON, ON.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

NEW BRUNSWICK POTATOES
Largest shippers of Seed and Table Potatoes. DELAWARES, IRISH COBBLERS, GREEN MOUNTAINS. Loading daily. Wire for prices.
NEW BRUNSWICK POTATO EXCHANGE LTD.
WOODSTOCK, N.B.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivray 7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

The advertiser would like to know where you saw his ad.—tell him.

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

Say you saw it in
CANADIAN GROCER
it will help to identify you

FOR SALE

GENERAL STORE FOR SALE IN FARMING community. One of the most up-to-date in the North; fully equipped; no opposition. Reason for selling am interested in an Ice cream manufacturing plant and wish to devote all my time at this new enterprise. For particulars apply to Nap. T. Roy, Markstay, Ont.

FOR SALE — SECOND-HAND McCASKEY Register, 420 accounts, good condition. $100 cash. A. J. Arnold, Chandler, Que.

FOR SALE—GENERAL STORE BUSINESS, Dry Goods, Groceries, in the best town in Ontario. Address, M. J. Howe, 31-33 Main Street, Pembroke, Ont.

FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

DETAIL WORK TO GROCERS AND BAKERS. We have had 15 years' experience selling to the bakery and grocery trades in B. C. Can give special service to one or two more manufacturers who appreciate value of detail work. Write c/o Canadian Grocer, Vancouver.

WANTED

WANTED — A YOUNG ENERGETIC GROcery man who thoroughly understands the cash and carry chain stores system, to take charge in a city outside of Hamilton or Toronto. Give experience, qualifications, and salary expected. Box 156, Canadian Grocer, 153 University Ave., Toronto.

When Writing to Advertisers Kindly Mention This Paper.

How To Subscribe

Those desiring to subscribe to this paper may use form below. Mail to nearest office. The offices are: 314 Carter Cotton Bldg., Vancouver; 901 Confederation Life Bldg., Winnipeg; 153 University Ave., Toronto; and Southam Bldg., 128 Bleury St., Montreal.

CANADIAN GROCER
MacLean Publishing Co.

Please enter my name as a subscriber to Canadian Grocer. Enclosed is Money Order for $4 (four) dollars for 52 copies, one each week. Cheque

Name .....
(Write plainly)

Address .....
(Write plainly)

Other subscription rates are: Great Britain, South Africa and West Indies, 16s a year; United States, $4.50 a year; other countries $6 a year; single copies, 25c., in advance.

NOW is the time to Feature this "live" seller

Put a tin on your counter with some Pancake Flour and reap "double profits"

Many aggressive grocers have found that by attractively grouping packages of Pancake Flour about a tin of this nationally popular **"Bee Hive"** Corn Syrup in their windows and on their counters, that not only their sales of **"Bee Hive"** Syrup have greatly increased, but their Pancake Flour sales have shown a corresponding improvement.

This pure wholesome Corn Syrup is just the thing for breakfasts on these cold mornings, and for griddle cakes, waffles, candy-making, economizing on sugar, etc. Its reputation is long established and its quality the best. Why not get up a similar display and get these **double profits?**

St. Lawrence Starch Co., Limited

PORT CREDIT, ONT.

where computing
scales are concerned—

If it's a DAYTON it's right

MADE IN CANADA

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

Frank E. Mutton, Vice-Pres. and General Manager, HEAD OFFICE and FACTORY: 300 Campbell Ave., Toronto

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. Johns, Newfoundland.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI PUBLICATION OFFICE: TORONTO, ONT., FEBRUARY 17, 1922 No. 7

ANNOUNCEMENT

The Match Company Limited is establishing the finest and most modern match plant in Canada at Berthierville, Quebec.

Machinery of new type is being installed, the patents of which they control, which will enable them to produce the most perfect matches Canada has known.

The MATCH COMPANY LIMITED

BERTHIERVILLE~MONTREAL

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested

A soap that entirely changed a market !

A few years ago some customers demanded a naphtha soap–others demanded a white laundry soap.

Now, both of these soaps are combined in P and G The White Naphtha Soap. Your customers are afforded the advantages of both naphtha and white laundry soaps in a single cake.

Naphtha soap users prefer it because it is white. White laundry soap users prefer it because it contains naphtha. You serve both classes of trade from the same box.

PROCTER & GAMBLE PRODUCTS - EST. 1837 -

Ivory Soap
P and G The White Naphtha Soap
Gold Soap
Pearline
Lenox Soap

and

CRISCO
For Frying · For Shortening · For Cake Making

—the pure, vegetable shortening that is displacing lard in up-to-date homes and grocery stores. Gives more satisfaction to the housewife; more profit to the dealer. Net weight sanitary packages; one pound and larger.

The Procter & Gamble Distributing Co.
of Canada Ltd., Hamilton, Ontario

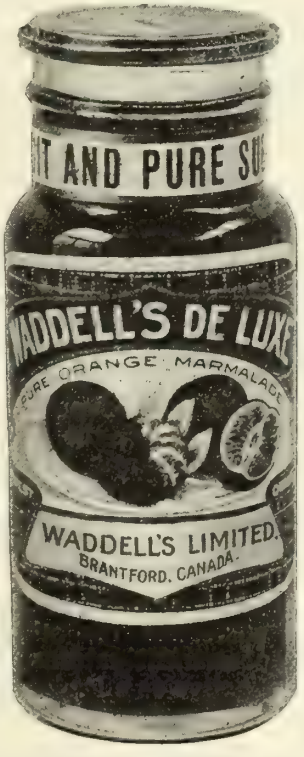
Branch
50 Bay St., Toronto, Ontario

Window Dressing Contest

$195.00 IN PRIZES

FIRST PRIZE $50.00
SECOND PRIZE $25.00
THIRD PRIZE $15.00
10 PRIZES, EACH $10.00

Can you dress a window that is original, attractive and will sell goods? If you can, there are prizes of $10 to $50 —thirteen of them, waiting for you. Every grocer and clerk in Toronto and Ontario is eligible. Competent judges will decide upon your ability. Test your skill as a window trimmer, and incidentally increase your sales of WADDELL'S PURE JAMS — now — just when they sell best.



Toronto grocers who intend entering the contest should get in touch **immediately** with our Toronto agent, J. K. McLauchlan, 279 King St. W.

Ontario grocers will be required to send in photographs of their trimmed windows to Waddell's, Ltd., Brantford. Write here for further details. Don't write on the back of your photo—attach a slip of paper with your name and address.

Dress Your Window With Waddell's Pure Jams

WADDELL'S LIMITED

BRANTFORD, ONTARIO

Selling Agent:

J. K. McLauchlan, 279 King Street W., Toronto

Phone: Adel. 5272

Only One Quality —and That the Best

Palmolive Soap is made in one grade only—and that the finest costly ingredients and manufacturing skill can produce.

Made from the Palm and Olive Oils Cleopatra used

It is blended from the palm and olive oils Cleopatra used in the days of ancient Egypt. It is so mild, soothing and generally beneficial to the skin that women everywhere regard it as the finest of all facial soaps.

Biggest and best advertised

This assurance of quality which never varies in a single cake has given the public absolute confidence in Palmolive. Other soaps may turn out all right after trial, but all know beforehand what to expect from Palmolive. This consumer preference and confidence has made Palmolive the most popular of all toilet soaps.

Palmolive Soap is a home product, made in Canada. The factory is in Toronto but the volume of business requires offices in Winnipeg, Toronto and Montreal.

Your best soap investment

Most popular toilet soap

Palmolive Soap is constantly popularized to new users by a big volume of national newspaper advertising which is the modern efficient form of successful salesmanship. Quality and publicity have made Palmolive the world's toilet soap leader.

An adequate stock of Palmolive, ordered in sufficient quantity to get the best price and thus net the biggest margin of profit, is your most profitable soap investment. It moves without selling effort on your part. You know that every cake will be quickly sold—no old stock lying around in the way.

Made in Canada

Also, the people who come to buy Palmolive develop into customers for other lines and often become permanent patrons. Wideawake dealers use Palmolive as a leader which develops general trade. Send in a fresh order today.

The leader which sells other goods

THE PALMOLIVE COMPANY
OF CANADA, LIMITED

Winnipeg Toronto Montreal

Also makers of a complete line of toilet articles

1532

PALMOLIVE SOAP

"KKOVAH"

OUR GOODWILL

and your goodwill are built up on giving satisfaction. We will not endanger our goodwill by supplying inferior goods. Will you?

"KKOVAH" CUSTARD

Merits your attention. Your customers demand the best.

MANUFACTURED BY

SUTCLIFFE & BINGHAM LIMITED

Toronto, Ont. Manchester, Eng.

DISTRIBUTED IN CANADA BY

LANGLEY, HARRIS & COMPANY, LIMITED

Winnipeg TORONTO Montreal

From whom prices and particulars can be obtained

Robertson's Marmalades

1922 Season's Pack

A Merchant adds to his reputation as a good Grocer when he stocks Robertson's Marmalades

The first shipments will be arriving and in course of distribution at the time this advertisement appears in The Canadian Grocer.

Quantities of Robertson's Marmalades from these shipments have been sold for delivery on arrival, the balance remaining unsold from these first shipments will not last long.

When you have read this ad, order your requirements from your wholesale for prompt delivery from stocks.

Should you have any difficulty in getting what you require, write direct to Robertson's Agent in your district and your needs will be promptly looked after. All orders large or small will have equally careful attention.

Wholesale jobbers in Eastern Canada should address enquiries to Messrs. Robertson's agent in their district where their orders will be promptly attended to.

Write or phone to-day.

Robertson's Scotch Marmalade is real Scotch Marmalade made in Scotland from selected varieties of bitter Oranges, the flavour is different, more aromatic and the quality altogether better than other Marmalades

AGENTS:

C. L. Marshall & Co.,
Gooderham Bldg.,
Front St., Toronto.

L. A. MacNab & Co.,
City Club Bldg.,
St. Johns, Nfld.

J. W. Gorham & Co.,
60 Bedford Row,
Halifax, N.S.

The Smith Brokerage Co.,
St. John, N.B.

C. & J. Jones, Winnipeg, Western Agents, including British Columbia.

LENT

is close at hand Mr. Grocer when many of your customers will be looking for meatless dishes. Don't forget that

CLARK'S SPAGHETTI

With Tomato Sauce and Cheese

is a very popular seller during the Lenten Season.

CLARK'S TOMATATO SOUP
CLARK'S CELERY SOUP
CLARK'S TOMATO KETCHUP
CLARK'S TABLE SYRUP
CLARK'S MOLASSES
CLARK'S PEANUT BUTTER

will all show good returns if displayed during this season.

Order Now And Be Ready to Get the Business.

Kolacafé

REG'D.

30 Cups For 30 Cents

If your Wholesale grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 40 Adelaide St. West, Toronto.

Over the hills, and far away,
You can hear the people loudly say,
Nu-Jell is the greatest dessert delight,
For it sets—so firm—so clear—and bright.

Made in Thirteen Delicious Flavors

The delightful flavor of NU-JELL lingers long after the rest of the meal is forgotten. It's a beautiful jelly in a beautiful package.

Manufactured and Guaranteed by

The Harry Horne Co., Limited, Toronto

The makers of Harry Horne's Delicious
"DOUBLE CREAM" CUSTARD

Western Canada Agents:
Gibson-Paterson, Ltd., WINNIPEG

Wholesalers *and* Jobbers

We have a large quantity of **PINK SALMON** to clear at special prices

Also quantity of Norwegian Imported Sardines

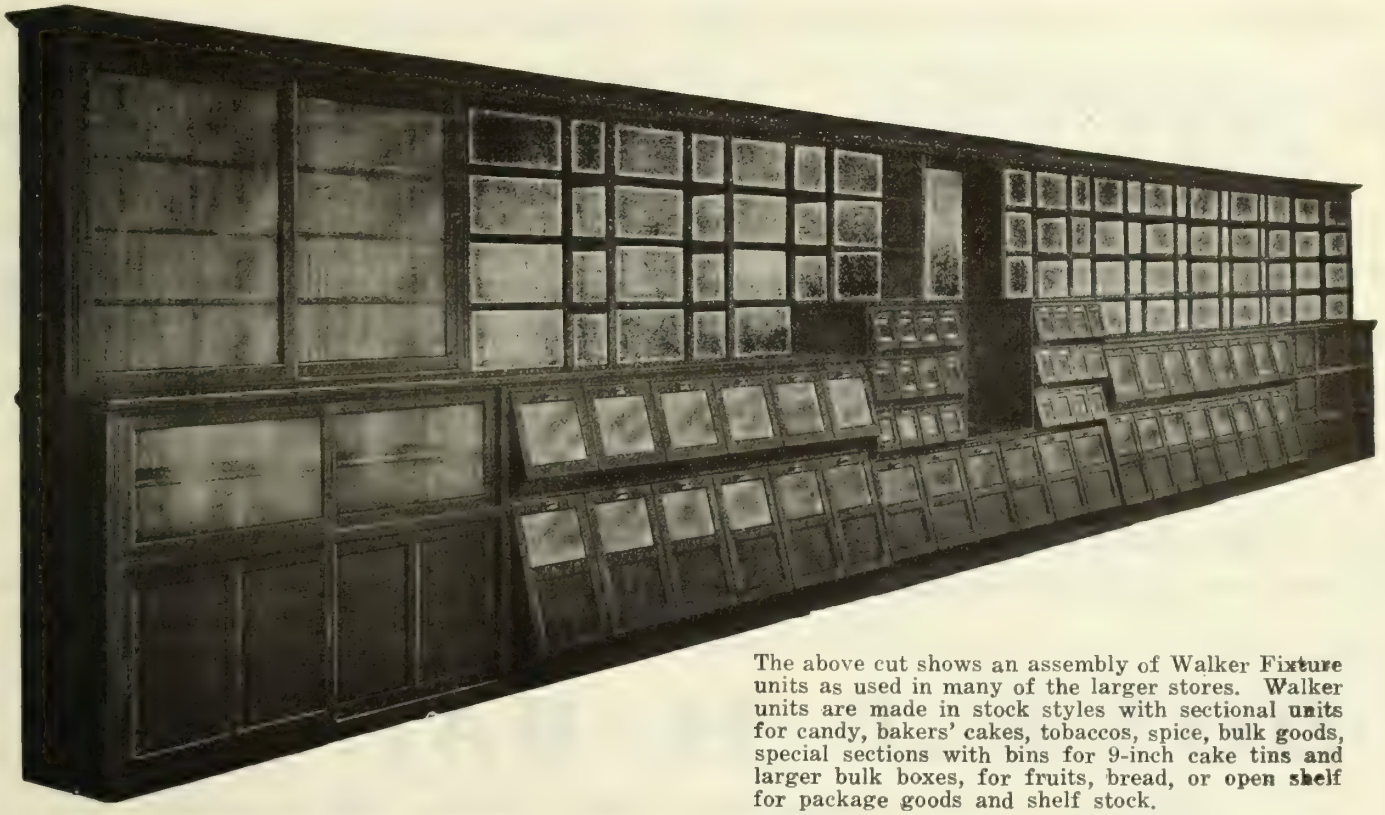
Spot— MONTREAL. ***Write us for Information.***

ROBECK CO., LIMITED 357 St. Catherine St., West
Tel. Uptown 6648

WALKER BIN & STORE FIXTURE CO., LIMITED

Kitchener, Ontario

"Makers of the 'ONLY' Labor Saving Grocery Equipment"



The above cut shows an assembly of Walker Fixture units as used in many of the larger stores. Walker units are made in stock styles with sectional units for candy, bakers' cakes, tobaccos, spice, bulk goods, special sections with bins for 9-inch cake tins and larger bulk boxes, for fruits, bread, or open shelf for package goods and shelf stock.

On an editorial page in this issue an interior of one of the Carroll stores in Hamilton shows Walker Standard Equipment in use in one of the best equipped line of Chain Stores on the North American Continent. The Carroll stores are regular Cash and Carry Chain Stores but real grocery stores in which bulk goods of all kinds are put up and served from bins with displays in front which show the customer what she is buying. The labor cost for this higher type of service is less than most other stores of this nature, while a larger range of stock and a lower price is possible than with usual package or trade marked goods featured by some chain stores.

The sectional or unit fixtures allow of change of arrangement, of moving from one store into another without loss of time or useless equipment as is usual with any other wall arrangement but the Walker. Recently on a rush order for a new Carroll store, we received the order by phone in the morning and shipped car lot of counters and sections in the afternoon.

We have often wondered how long the present waste of effort, time, money, space and expense of doing business will be allowed to continue among the grocery and provision trade when fully 75% of all who begin, fail, or at the most, make a bare living.

Why don't you lift your store out of the "bare living" class by installing Walker time and money-saving equipment. It will cut labor costs, protect your goods, increase sales and profits, and enable you to serve more customers with greater speed and less effort. Write for details.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers' Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

Now is the Time to Buy—don't wait.
Consult these Advertising Pages.
Our Advertisers will *save* you Money—buy now.

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

CAN GIVE YOU

SERVICE

and by **service** we mean we give our principal's account **preferred attention** in every respect; **we** have a **sales organization** second to none; **exceptional warehouse accommodation** at all points, along with the **financial responsibility** which means much to the **manufacturer** who wants some guarantee of **stability** from their representatives.

THE NATIONAL BROKERS

HEAD OFFICE:
WINNIPEG, MAN.

Branches: REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER, MONTREAL.
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

WILLIAMS STORAGE LIMITED

W. R. WILLIAMS, PRESIDENT AND MANAGER

The Largest Storage, Distributing and Forwarding House in Western Canada

Concrete and Steam-Heated Warehouses - Excellent Track Facilities

LOW INSURANCE

"SERVICE" is Our Motto - WINNIPEG

The Advertisers would like to know where you saw their advertisements–tell them.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

Now is the Time to Buy—don't wait.

Consult these Advertising Pages.

Our Advertisers will *Save* You Money—buy now.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Personal Marketing Service

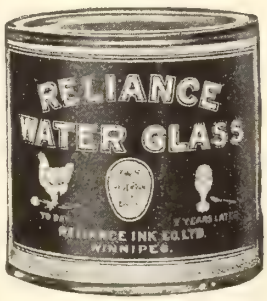
The **"House of Scott-Bathgate"** offers manufacturers who are desirous of successfully placing their products in the rich Western field a personal selling organization with an 18-year-old reputation for producing big results.

We have successfully placed such products as Christie's Biscuits, Robertson's Confectionery and Hungerford & Smith's Fountain Supplies and we can do the same for yours. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg



RELIANCE WATER-GLASS

In 1 lb. and 2 lb. cans.

Castor Oil, Sewing Machine Oil, Glycerine, Carbolic Acid (10%). In 2 oz. and 4 oz. bottles.

Ink and Mucilage all Sizes.

Reliance Ink Co., Ltd. Winnipeg

Our advertising reaches ½ million readers weekly. Some of them trade with you. Co-operate.
The Codville Co. Ltd.

3

A Message to Manufacturers

We have opened a commission branch in connection with our organization and are open to represent manufacturers who are looking for channels of distribution in Winnipeg and the West throughout.

Storage Distribution
Combined with a
Commission Department

Will enable us to give efficient Service to manufacturers.
We operate the largest fleet of motor trucks in Western Canada and our insurance rate is 30 cents.

Write to

The City Dray Co., Limited

Frost and Wood Building
Cor. Pacific and Princess Streets

Track P. 18 **WINNIPEG**

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

George G. Yorke
40 Adelaide Street West, TORONTO
Agent for -
Joseph Travers & Sons Ltd.
London Eng.
The largest and oldest Wholesale Grocers in the Empire.

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

The advertiser would like to know where you saw his ad.—tell him.

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

READERS OF CANADIAN GROCER

Please write to our Editor at any time regarding any matter upon which you wish information.

The Editor,
CANADIAN GROCER,
153 University Ave.,
Toronto, Ont.

ENGLISH GELATINE
FOR ALL TRADES
DEGA BRAND
GELATINE, SHEET
GELATINE, POWDER
GELATINE, THIN LEAF
Samples and Prices on Application.
CHAS. ZIMMERMANN & CO., LIMITED
33 St. Mary-at-Hill, London, E.C.3, Eng. *Cables:* ACIDOLAN, London
FIRST CLASS AGENTS REQUIRED—CORRESPONDENCE INVITED

When You are Answering Advertisements
Don't Forget to Mention This Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
ST. NICHOLAS BUILDING, MONTREAL

Italian & European Importing Co.
78 Crescent St., Montreal.
Importers of
Italian Nougat Italian Macaroons
Italian Perfumes
Agents Required

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL.
Established 1876
Telephone Main 1581.

LANGLOIS LIMITEE LIMITED
Wholesale Grocers & Manufacturers' Agents
Importers Teas & Coffees
SPECIATY: FLOUR & GRAIN
113 Rue St-Paul, Quebec
We Solicit Your Representation

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL.

Say you saw it in
CANADIAN GROCER
it will help to identify you

A Healthful Nutritious Food

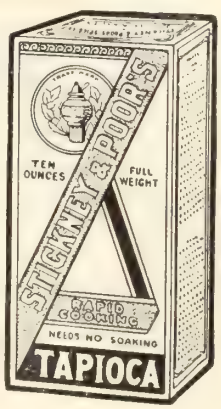
STICKNEY & POOR'S Rapid Cooking TAPIOCA

Here is a quick turnover Food Product with a good profit for you.

It comes in a full pound package that retails at a popular price.

When you make up your next order for tapioca, be sure and specify Stickney & Poor's Tapioca.

Your co-operating servant,
"MUSTARDPOT"



STICKNEY & POOR SPICE COMPANY
1815 Century old - Century honored 1922
HALIFAX
Mustard - Spices - Seasonings

"Eureka" and "Economy in Use of Ice" are Synonymous

We have received dozens of letters in the past few weeks from customers who are so well pleased with their

EUREKAS

that they have written us about them. The keynote through all the letters is

"ECONOMY IN USE OF ICE"

We will be glad to send you copies of their letters and any other information you need regarding your Refrigeration Equipment.

Write for free literature

Eureka Refrigerator Co., Ltd.

HEAD OFFICES & FACTORIES:
Owen Sound, Ont.

Canning Plant of The Wentworth Orchard Company, Waterdown, Ontario.
Now Operated by

United Food Products Ltd.

HAMILTON - ONTARIO

Carrying out the policy of this company of acquiring only those factories producing goods of known excellence, and located where the best fruit and vegetables are grown, we have just completed the purchase of the plant, business and good-will of the Wentworth Orchard Co. at Waterdown, Ont.

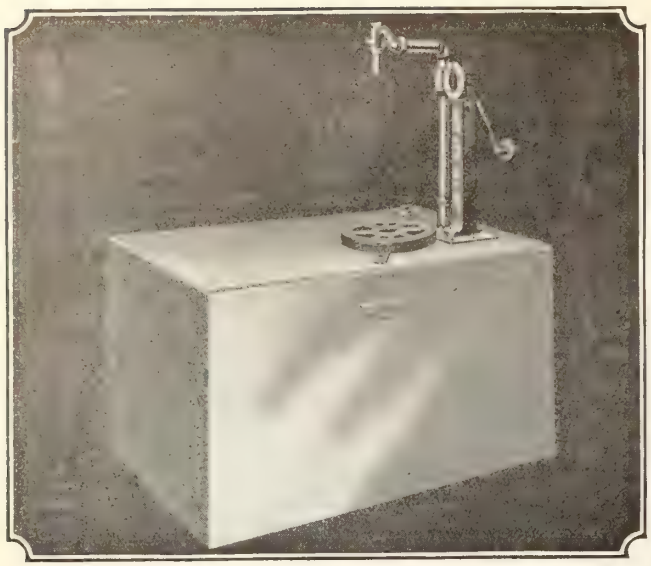
This factory, within six miles of the City of Hamilton and situated 400 feet above lake level on the slopes of the Dundas Escarpment, overlooking Hamilton Bay, is ideally located for producing the highest grade of canned fruits and vegetables.

The finest apples, the most delicious strawberries, the choicest, blood-red tomatoes in all Ontario are grown on these slopes. Within the plant is a pure crystal spring from whence all the necessary water is taken.

Wentworth Brand products are well known to the grocery trade in Canada. The Company's Canned Goods, Jams, Jellies, Marmalade, Catsup, etc., have an established reputation for excellence, and we take this opportunity of announcing to the trade that when, within a few days, our travellers call they will be ready to book orders for all Wentworth Brand lines.

UNITED FOOD PRODUCTS Ltd.

HEAD OFFICE - HAMILTON, ONT.



Getting Paid for Every Drop of Kerosene You Sell

When you sell kerosene, do you get paid for every drop? Or do some of your profits spill on the floor?

By using Wayne pumps and tanks in the retailing of kerosene you get paid for every drop you sell. Wayne pumps accurately measure every quantity called for—there isn't any overflow.

A Wayne system for dispensing kerosene will assure your customers against short measure and it will assure you against long measure. If you want a gallon, or a quart, or just a pint, you can set the stops accordingly, and the exact amount, no more or no less, will be discharged from the tank.

Besides making satisfied customers and selling at a sure profit, Wayne kerosene pumps and storage tanks protect you against the danger of fire or theft.

You can put a Wayne kerosene storage tank like the one shown above at any handy place in your store—right out in front where everybody will see it and where it will suggest to your customers their need for kerosene.

Bulletins 164-CG and 165-CG tell all about these reasonably priced tanks and pumps which pay for themselves in a short time. Won't you send for them?

CANADIAN TANK & PUMP COMPANY, LIMITED

123 Adelaide St. W. Toronto, Ont.

REG U S
Wayne
TRADE MARK

OIL CONSERVATION SYSTEMS

Gasoline and Oil Storage Systems | Heavy Metal Storage Tanks | Water Softening Systems | Oil Filtration Systems | Oil Burning Systems
Furnaces for Metal Melting Forging and Heat Treating

Your customers will like this wholesome and economical dessert

Junket
MADE *with* MILK

This well-advertised and popular dessert has been recommended and prescribed by physicians and nurses for more than a generation as a delicious, nutritious food for children, and in the sick room. There isn't a more economical and delightful dessert for every day use and the almost endless variety of tempting ways in which it can be prepared makes it in constant demand. Can you afford to be without such a product on your shelves? In its wide use lies your opportunity for excellent profits.

Sold in 10-tablet packages that retail at 15 cents with a good profit.

Chr. Hansen's

Canadian Laboratory

Toronto :: Canada

SELLING AGENTS FOR CANADA:

LOGGIE, SONS & CO.
32 Front Street W., Toronto

Back of the Claim, is the Perfect Product—

For more than thirty years, "SALADA" has steadfastly maintained its claim to being "The best blend and best value in tea offered in the markets of the world."

For more than thirty years this has been borne out, as our colossal increases in sales year after year, have proven.

Millions are now using "SALADA". Every pound tells the story why.

Flavour - Purity - Economy

are the essence of

Everybody likes it. Everybody wants it.

"SALADA"

"THE DELICIOUS TEA"

Your order will receive our prompt and careful attention.

Can We Help You?

There may be certain articles that you would like to have information on. Do not hesitate to ask us. If we can be of any service to our readers it will be a pleasure to do so.

Canadian Grocer

is published in your interest, and we want to help you at all times.

Address:
CANADIAN GROCER
153 University Ave.
Toronto, Ont.

Cane's Pencils, extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.

Newmarket, Ontario

"Member Audit Bureau Circulations"
"Member Associated Business Papers"
"Member of Canadian National Newspapers and Periodicals Association"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXVI. Toronto, February 17, 1922 NO. 7

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President* H. T. HUNTER, *Vice-President*
H. V. TYRRELL, *General Manager.*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, Druggists' Weekly, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, The Canadian Motor, Tractor and Implement Trade Journal.

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B. T. HUSTON, Manager.
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P. A. CRANE, News Editor.
H. A. WEBB, Associate Editor, Montreal.
H. V. STODDARD, Montreal Representative.
C. M. MUTCH, Toronto and Hamilton Representative.
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R. A. HUNTER, Vancouver Representative.

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CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Plateau 946-947. Toronto, 143-153 University Avenue, Telephone Adelaide 5740. Winnipeg, Room 901, Confederation Life Bldg., Main Street, Telephone A. 3773. Vancouver, 314 Carter-Cotton Bldg., 198 Hastings St. W., Telephone Seymour 4337.
GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.
UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway, Telephone Watkins 5869; Boston, Room 734, Old South Building, Telephone Main 1024; Chicago, Room 1401 Lytton Bldg., 14 E. Jackson Street, Telephone Harrison 9133.
SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. a year; United States, $4.50 a year; other countries, $6 a year; single copies, 25 cents. Invariably in advance.

You make good Sales with little effort when you sell

RED ROSE TEA

Twenty-seven years of national advertising has established its standard of quality.

Investigation has shown that window and counter displays increase sales from 25 to 200 per cent.

Wouldn't it be a good plan to link your store display with our national advertising and gain new business?

A mail order to any branch house will be filled promptly.

T. H. ESTABROOKS CO.

LIMITED

St. John, N.B., Montreal, Toronto, Winnipeg, Calgary.

How He Got His Man

A merchant in Montreal wanted a man to manage his store. He advertised in the daily papers and secured many replies. He also used an announcement in the Want Ad. page of CANADIAN GROCER and several replies were received. He chose his man from the latter. In fact, the only men who at all suited his purpose, were those who applied through this paper.

CANADIAN GROCER reaches business men in the trade. There are good men scattered all over Canada who read the CANADIAN GROCER and who are interested in such a proposition.

To get the man you want; to secure a position; a partner, to sell some used equipment; to buy second-hand equipment, use the Want Ad page of CANADIAN GROCER. It gets results.

Your Advice Weighs Mightily, Mr. Grocer, With Your Customers

Recommend Robinson's "Patent" Barley and Robinson's "Patent" Groats for children and invalids.

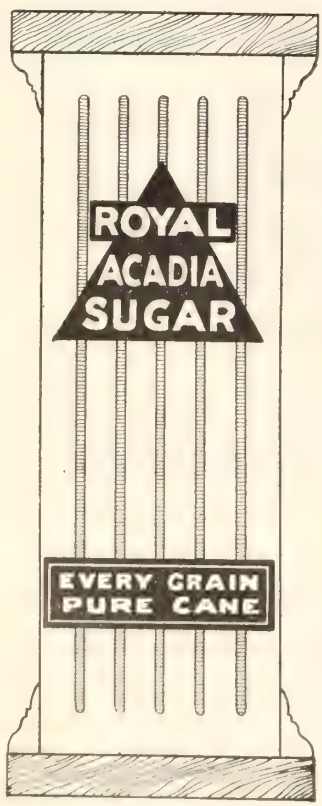
Study your customers' needs at the same time making profitable sales for yourself.

If you are not handling this extra profit line, write us for prices.

COLMAN-KEEN (CANADA) LTD.

520 King Street West - Toronto

How Do You Judge Sugar?



THROUGH close inspection

Royal Acadia SUGAR

will reveal a quality that at once proves its easy selling possibilities.

Hard grain, sparkling granulated, medium or fine. Smooth, natural color yellows—and

ICING---POWDERED---TEA BLOCKS---CUT LOAF

CARTONS---BOXES---BULK.

Acadia Sugar Refining Co. Limited

MONTREAL HALIFAX

CANADIAN GROCER

Vol. XXXVI. TORONTO, FEBRUARY 17, 1922 No. 7

Assess Sales Tax Only at the Source

Certain Suggested Changes In The Present Operation of the Sales Tax Act That Will Be Proposed At The Forthcoming Session of The Dominion Parliament, Will Be Opposed By The Canadian Wholesale Grocers' Association—Retail Grocers Would Prefer to See The Act Amended, Collecting The Tax Only At The Source of Production

AT THE forthcoming session of the Dominion Parliament, certain sections of trade, representing manufacturers and wholesalers, intend to make representations to the government, asking for amendments to present Sales Tax Act. The Canadian Wholesale Grocers' Association is opposing the amendments, and will ask the government that if any change is to be made in the present Act as it now operates, that it be made along the line of collecting the tax, solely at the point of production, that is to say from manufacturers producing the finished article, as it reaches the consumer, and on imports through customs.

Expressions of opinion from a number of Toronto retail grocers at a meeting of the grocers' section of the Retail Merchants' Association this week, were unanimously in favor of having one tax, and having it placed at the source of production rather than the way it is now collected. Much opposition was voiced against any amendment that would result in a straight sales tax of three per cent. on all sales of manufactures and wholesalers to the retail trade.

As the Act now operates, it assesses a sales tax of 1½ per cent., on sales by manufacturers to wholesalers, another 1½ per cent., on sales by wholesalers, and straight 3 per cent. tax on sales by manufacturers to retailers and consumers. On importations by retailers or consumers the sales tax payable at the customs house is 4 per cent., and on other importations it is 2½ per cent.

Proposed Changes

Some of the suggested amendments which have been made are, briefly, as follows:

That sales by manufacturers to wholesalers for resale by the latter, and sa' by wholesalers to other wholesalers fo· resale be exempt from sales tax:

That sales by manufacturers and by wholesalers to retailers or consumers be subject to sales tax at the rate of 3 per cent.

That it be compulsory to extend such sales tax on the invoice as a separate charge to be added separately to the selling price—without the manufacturer or wholesaler being allowed to absorb any part of the tax.

No suggestion of change has been made in the present sales tax requirement, "that domestic purchases by manufacturers for the purpose of re-manufacturing into other goods for sale are subject to 1½ per cent. sales tax," nor in the present requirement, "that importations by manufacturers for the purpose of re-manufacturing into other goods for sale, and also importations by wholesalers, shall be subject to 2½ per cent. sales tax, payable at the custom house."

Opinions of retail grocers on the present operation of the Sa'es Tax Act will be we'comed and are invited by Canadian Grocer. How is it affecting you? Have you always been able to collect it in your prices to the consumer or have you had to lose it? What is your opinion regarding proposed amendments?

What Amendments Would Do

If the Act were amended in accordance with the above suggestion, it is claimed by those advocating the changes that it would:

1. Eliminate the necessity of a manufacturer charging sales tax where his sales are exclusively to wholesalers holding a sales tax license as a wholesaler;
2. Do away with the present situation, with which all wholesalers and many manufacturers are faced, of absorbing half of the sales tax when selling direct to retailers or consumers;
3. By exempting from tax purchases made by wholesalers or jobbers from manufacturers, do away with the agitation of the wholesalers that the manufacturers should absorb the present sales tax of 1½ per cent. on sales by manufacturers to wholesalers.
4. Reduce the possibility of loss in the event of wholesalers becoming insolvent; Under the current rulings where a wholesale customer becomes insolvent, and a manufacturer has paid the Government the sales tax in respect of goods sold to such customer, but has not received payment of the tax from the customer, the loss falls upon the manufacturer;
5. Simplify the collection of the tax.

Wholesalers' Opposition

The Canadian Wholesale Grocers' Association is opposing amendments to the Sales Tax law, particularly the suggested changes that sales by manufacturers to wholesalers holding a sales tax license as a wholesaler, for re-sale be exempt from sales tax, and also that sales by manufacturers and by wholesalers or consumers be subject to sales tax at the rate of 3 per cent.

"We believe it is in the interests of the wholesale and retail grocery trade to oppose any such changes in the Act," A. C. Pyke, secretary of the Canadian Wholesale Grocers' Association remarked to a representative of Canadian Grocer. "At present a manufacturer who sells to the retail trade direct is responsible to the government for a 3 per cent. Sales Tax, whereas when selling to the wholesale trade is only 1½ per cent. This protection afforded the wholesaler is a definite recognition by the government of the wholesaler as an important factor in the distributing trade of the country and we do not wish this position, which we at present occupy, disturbed. The proposed change would mean that the wholesaler would be called upon to collect for the government a very large percentage of the sales tax revenue. It would also increase his retail customers' liability, and in case of retailer becoming insolvent would double the amount of the present sales tax loss.

Tax At The Source

"It is our intention to place our views in opposition to the proposed change before the government, and urge that if any change is contemplated that the tax be collected solely at the point of pro-

duction; that is to say, from manufacturers producing the finished article as it reaches the consumer, and on imports through customs. This tax would enter into the cost of the article exactly the same as customs and excise duties do, and as such would be invisible to the distributor and consumer. In the event, however, of the government deciding that the latter change suggested by us cannot be adopted, we will urge the continuance of the sales tax as at present operated and collected."

Grocer Is The Loser Now

At a meeting of the grocers' section of the Retail Merchants' Association, Toronto, on Monday evening of this week, attention was drawn to the fact that certain amendments to the Sales Tax Act will be proposed at the forthcoming session of parliament.

D. W. Clark, grocer on Avenue Road, Toronto, declared that the only way to collect the sales tax is at the source of production. "The country needs the money," he remarked, "and let the government make the tax five per cent. if necessary, but let it be collected at the source. As the tax now operates the grocer loses a good deal of money, as he cannot add 1½ per cent. to an article, and consequently the retailer pays it himself."

Donald McLean, grocer on Roncesvalles Avenue, Toronto, would prefer that the retail grocer would not see the tax at all. "Let it be put on at source," he said, "and when it reaches the retailer it will be absorbed in the price, so that he will not be worried with it at all. I just figured out the other day what I had lost through this sales tax of 1½ per cent. on wholesalers' invoices. It is a surprisingly large amount. I find I can't add it to the customers' price, and I have to pay it myself. If it was put on at the source, and absorbed in the price the retailer has to pay, the retailer would not lose, as is the case, in so many instances, as the tax now operates."

Jerry Burns, president of the grocers' section, did not favor any straight three per cent. tax to the wholesaler, but thought that any change should be along the line as suggested by Mr. Clark and Mr. McLean, that is, that the tax should be levied at the source.

The consensus of opinion at this meeting favored such a change, believing that in this way the retailer would not be a loser as he is now.

"One Uniform Tax Is Preferable To Present Sales Tax Plan"

Montreal Retailers Believe That If Any Amendments To Sales Tax Legislation Are to be Made, They Should be Along the Line of Levying Only One Tax—Will Simplify Collection

MONTREAL, Feb. 15—(Special).—With the coming into power of the new government there is some speculation as to whether or not there will be any change in the ruling of the Sales Tax Law and if so, what these changes will be.

Perhaps it might be just as well to "let a sleeping dog lie," but since the subject of amendments has been brought up, it is well to discuss the matter, so that any adjustments that may be made, will be done advisedly and with a thorough understanding on the part of the trade most closely connected with the workings of the act.

When approached by a Canadian Grocer representative on this subject, Chas. P. Macklaier, a Montreal grocer who owns two stores in the central part of the city, said, "I have little acquaintance with the present workings of the sales tax since our office staff attends to all those matters, but I do know that if any change is made that it should be done with a view to simplifying the collection of the tax. This I believe would be accomplished by levying a three per cent. tax on the manufacturer, producer or importer of the goods and letting it stand at that. No doubt that three per cent on that price alone would really bring a smaller revenue than the two taxes of one and one half per cent, but there would be a great saving in the cost of collecting and checking the tax, and personally I believe that it would insure the payment of some of the taxes that now are either avoided or forgotten.

Present System Complex

"The present system now leads to all kinds of complex situations. Often we get an invoice bearing a discount on short time payment. If this offer is accepted it means sending back the bill to have the sales tax revised or pay the extra amount and let it go. I would like to see a new system which would mean only the levying of one uniform tax."

Retailer Often Loses

"I would like to see a revision in the system of the present sales tax," said B. Trudell, sales manager of L. Chaput, Fils, wholesale grocers, Montreal, when asked about the same question. "The tax should be collected direct from the manufacturer, producer or importer in a bulk sum and then added to the cost. There is no reason why all down the line of merchandising the item should be shown separately. It is not only troublesome but misleading. Imagine a grocer taking stock, using list prices to value his goods and neglecting, as he is almost forced to do, the sales tax which he has already paid. It would be a simple matter for the government to check up and collect the sales tax from the books of the manufacturer but in the case of the smaller dealers it is almost an impossible task. There might be a small loss to the government but I do believe that it would be more efficient in the long run and succeed in making the levy more universal."

C. L. Grant, store manager of Grant's Grocery, 751 St. Catherine St., Montreal, expresses the opinion that if any change is going to be made by the new government that it should be to collect the tax in bulk and have it show in the actual cost of the goods. "It would be the best thing that could happen, apart from doing away with it altogether," said Mr. Grant. "Too often it is the grocer who takes the tax out of his own profits. In the case of small orders of a few dollars, it is troublesome and too easily neglected, to add in the sales tax when quoting a retail price. I would be only too glad to see the tax collected in one transaction from the manufacturer or first dealer in the goods."

Selling Substitutes for Meats

As many people will be eating less meat during Lent, it behooves the grocer to suggest other articles of food to take the place. In next week's issue there will be stories dealing with this subject, showing what merchants are actually doing to stimulate business during the Lenten Season.

Discuss Plans For Made-in-Hamilton Week, Feb. 20 to 25

Hamilton, Feb. 9.—A joint meeting of manufacturers, wholesalers and retailers of this city, was held here last evening, in the Hamilton Chamber of Commerce offices, to complete arrangements for the Made-in-Hamilton week, which is to be held here from February 20 to February 25. The chair was taken on this occasion by L. R. Greene, and the attendance was very representative of the three branches of trade. Much enthusiasm was shown for the "Made-in Hamilton" week, and all are united in their endeavor to make this coming week, the biggest stimulus to business that Hamilton has ever experienced.

W. R. Drynan, president of the Chamber of Commerce, opened the meeting with an outline of the plans for the week, pointing out that through the medium of the retailer, a big effort is going to be put forward to increase the sale of Hamilton made goods, and thus improve industry in the ambitious city all round. The experiment of holding the exposition through the medium of the retail stores, rather than an united exposition in the armories is being tried for the first time, and it is hoped that it will be attended with success.

At this meeting chairmen of various committees reported what they were doing in the way of completing arrangements and all are enthusiastic that the week will be well worth while.

P. C. Larkin New High Commissioner

Head of Salada Tea Co. Accepts The Office of Representative of Canada in London, England.—One of His First Duties Will Be To Promote Agricultural Immigration to Canada As Much As Possible—A Great Lover of Art and Collector in Many Lands

THE GROCERY trade of Canada has been signally honored by the appointment to the position of Canadian High Commissioner in London, England, of P. C. Larkin, president of the Salada Tea Company. Reference was made to the fact that Mr. Larkin had been tendered this important office, in last week's issue of Canadian Grocer, but at the time of going to press, he had not announced his acceptance of the same. The announcement of his willingness to accept has now been made.

Mr. Larkin was at one time a traveler for a wholesale grocery house in Montreal, and the failure of this firm with which he was then associated, resulted in him going into the wholesale grocery trade for himself, in the City of Toronto. It was not long after that he entered the tea field exclusively, and has been in it ever since.

Knows Canada Thoroughly

The eminent fitness of Mr. Larkin for the position that he is soon to fill, is not denied. He knows Canada thoroughly, is familiar with all its interests, and has always manifested the greatest enthusiasm, as to the Dominion's future. One of his first duties when he takes over his new responsibilities, will be to promote agricultural immigration to Canada as much as possible. The Government's policy, he declared the other day in the course of an interview, is to obtain the right kind of agricultural immigrants who will become producers. Thus in helping this basic industry, all other industries will also be stimulated, with a greater demand for Canadian products.

The above illustration is a view of a section of the Toronto Office of P. C. Larkin, and the likeness of the new Canadian High Commissioner in London as shown here is splendidly lifelike.

A Great Art Collector

Apart from being an outstanding figure in his own business, Mr. Larkin is an art collector of some note, and the accompanying picture of his own office will indicate something of his gorgeous surroundings. His business has given him the opportunity to travel, and he has traveled extensively. His office buildings bear the imprint of his personal love of the beautiful, and his art collections from every land are far-famed. Oriental rugs, with rich tapestries on the walls, oriental carvings in ebony, teak and sandalwood with grotesque idols and goddesses, almost pricesless works of art, little pieces of cloisonne and jade and lapis lazuli, here, there and everywhere, throughout his offices, all bear testimony to the hobby of the new High Commissioner.

Keenly Interested in Politics

Mr. Larkin has always been keenly interested in Canadian politics, showing the greatest enthusiasm for the cause of liberalism in the Dominion. While he has never sought election or office of any kind, in the way of governmental representation, he has for many years been one of the foremost figures in the ranks of the Liberal party in Canada. He was an intimate friend of the late Sir Wilfred Laurier, who was a constant visitor to the home of Mr. Larkin whenever the Liberal chieftain was in Toronto. He was also one of the founders of the Ontario Liberal Club.

Sir George Perley's resignation as High Commissioner takes place on March first, and shortly after, Mr. Larkin intends to leave for London. In the meantime he intends to visit some of the most important branches of his company in the United States. His son, Gerald Larkin, now vice-president of the Salada Tea Co., will take charge in Canada, when his father goes to London.

"Chains" Provide Keen Competition

17.4 Per Cent. of The Entire Number of Retail Grocery Stores in Hamilton, Ont., Are Operated on The Chain Store Plan—Dominion Stores, Carroll Stores And Thrift Stores Are All Well Represented in the Ambitious City

By Staff Representative of Canadian Grocer.

IN THE CITY of Hamilton, Ont., there are four hundred and sixty-five retail grocers, including eighty-one stores of a chain store character. Numerically speaking this means that 17.4 per cent of the entire number of retail grocery stores are operated on the chain system.

The Dominion Stores, Ltd., operating upwards of 120 stores in various parts of Ontario, have fourteen located in Hamilton. One central wholesale also operated by the company from which supplies are distributed to the different stores is located in Toronto. Dominion Stores are strictly cash and carry, but a certain amount of service is given in the store.

Customers are permitted to wait on themselves as much as possible, but there are clerks provided to render service to buyers. Each store is in charge of a manager, who is responsible for all transactions. An inventory is taken each month under the supervision of a district manager. The head office is located in Toronto.

A Chain Of Thirty-six Stores

W. Carroll operates a chain of thirty-six stores throughout the city of Hamilton with one store in Dundas. The majority of the Carroll Stores are fitted with pivoted bin fixtures which permits the store to handle a greater number of bulk lines than usually carried in chain stores. According to Mr. Carroll the installation of this class of fixture has been a great benefit, permitting a larger variety of goods to be carried in a small space and assisting the clerks to serve more customers in a given time. The glass front bins are also considered by Mr. Carroll as a principal factor in promoting sales, the fact that the contents of the bins can be readily seen, thus making a suggestion which ultimately leads to a sale. The general appearance of all Carroll stores is one of orderliness and cleanliness which can be readily seen by the illustration below. They are operated strictly on the cash and carry system, with one central warehouse supplying all the stores.

Thrift Stores Are Different

The Thrift Stores, totaling thirty-one, are different in their system of operation. This organization is something of a co-operative system. It was originally started to combat the competition of the chain stores. There is a central wholesale, the capital stock of which is owned by retail grocers. Merchants buying shares in the Thrift Stores, Ltd., still retain their individuality as grocers, but have the privilege of buying goods from the wholesale usually at a discount, and at the end of the year receive a bonus in the shape of a dividend.

The advertising for all the members of the Thrift Stores is controlled by an

CARROLL'S Thirty-Five Stores CARROLL'S
PURE PORK SAUSAGE per. lb. 15c
2 LBS. BLACK TEA, 75c
FINNAN HADDIE, 14c LB.
GRANULATED SUGAR, BAG $7.00
3 TINS RED SALMON $1.00
MARMALADE—EXTRA SPECIAL
GOOD EGGS, PER DOZ. 50c
JAMS—SPECIAL
CREAMERY BUTTER, LB. 39c
SYRUP—SPECIAL
25c PKG. WHEAT GOLD 19c
PILCHARDS, PER TIN 10c
3 TINS BLUE SEA TUNA FISH $1.00
JUTLAND SARDINES, 3 TINS 25c
8 LBS. CORNMEAL 25c
JAFFY ROLL, PKG. 11c
PANCAKE AND OTHER FLOUR
JAPAN RICE, 3 LBS. 25c
ARMCHAIR CORN, 3 TINS 35c
ST. LAWRENCE CORN STARCH, 2 PKGS. 25c
AYLMER STRING BEANS, 2 TINS 25c
LYNN VALLEY PLUMS, 2 TINS 25c
NUTS
Oranges
Candies
Brooms, Superlative Value, 35c, 50c, 65c, 85c
Make, Material and Quality Guaranteed
CARROLL'S
THIRTY-FIVE STORES

THE THRIFT STORES LIMITED
THERE'S A Thrift Store NEAR YOU
AYLMER TOMATOES 2 LARGE TINS 29c
Granulated Sugar 100 Lb. BAG $7.00
20 lbs. $1.45 10 lbs. 73c 5 lbs. 37c
AYLMER PUMPKIN, LARGE TIN 15c
OXO CUBES, 10c and 25c PKG.
EAGLE MILK, TIN 21c
Prunes, Dates and Figs
Rose Rice, 10c lb.
Robin Hood Porridge Wheat, pkg. 25c
Large Cook Book Free
THE FOLLOWING ARE AGENCIES OF THE THRIFT STORES, LIMITED:—
THERE'S A Thrift Store NEAR YOU
THE THRIFT STORES LIMITED

Chain store advertising in Hamilton, Ont. Reproductions of advertisements which recently appeared in the daily press on same date of issue. These advertisements are full page in length and vary from three to six columns in width.

Illustrating the interior of one of the Carroll Stores, of which there are thirty-six in the chain now operating in Hamilton, Ont.

advertising committee who meet every week to decide just what line of goods will be advertised, and the price at which these goods are to be sold. Although this committee sets the selling price, it is only on the lines advertised, and each individual store can sell other goods at whatever price he chooses. The cost of the weekly advertisement is divided equally among the members of the organization.

The system of operation in the Thrift Stores is not altogether on the cash and carry plan. That is left entirely to the individual merchant. Many of the stores are strictly cash and carry, but there are others who deliver and consequently conduct practically two separate departments, with two sets of selling prices, one for cash and carry customers and another price to those customers who are willing to pay a little higher price and receive service in way of delivery and a charge account. Stores operating the two systems state that the idea is working out satisfactorily.

Competition between the three chain organizations is very keen. Every Thursday and Friday, space is taken in the two daily papers and according to the reproduction of the advertisements which recently appeared on same day prices on certain lines are cut very close to wholesale costs. In all three advertisements apparently, it is the idea to make a special price on a certain well known brand, as a leader, probably figuring that price as a drawing card. These advertisements are all full length of the page and vary from three to six columns in width.

R. M. A. Officials Discuss Important Matters With New Premier And Cabinet

Sales Tax and Other Questions of Vital Interest To The Retailer Are Discussed—Ask Suspension of The Marking Act

OTTAWA, Feb. 14 (Special)—Premier King and his Cabinet colleagues extended a most sympathetic hearing to a large delegation of retail merchants, representatives of the various parts of Canada, who waited on them in the parliament buildings to set forth their views concerning the operation of the sales tax and other important matters the other day.

"That the method of carrying out the provisions of the sales tax by the Department of Customs and Excise, be changed," was the wording of the resolution, presented to the premier.

It was distinctly and emphatically pointed out by E. M. Trowern, secretary of the Dominion Board, Henry Watters, and other spokesmen for the retail merchants, that what was wanted was not a new Act, but proper adherence both to the letter and spirit of the regulations already in operation. They asked that the meaning of the Act be more clearly defined. The intention of the Act, they understood, was that the tax be applied only to manufacturers and importers. With this they found no fault—it suited them admirably—but the wording of the Act was so clouded, as to render it unintelligible. What they wanted was a re-casting of the Act, so that it might be clearly understood by everybody.

While no definite promises were made, the Premier stated that he was pleased the Retail Merchants' Association had offered their counsel and advice. Mr. Watters seized upon this opportunity for pointing out the necessity of having the fullest co-operation between the Association, as representative of the retail trade of Canada, and all departments of the Government, especially the Department of Trade and Commerce.

In reply to Mr. Watters, the Premier said:

"I think you will find us, while not perhaps at all times in accord with your views, at least sympathetic with the great body of retail merchants. This is going to be a government for the people."

The delegation requested that the operation of the Marking Act governing the marking of the country of origin on imports, be suspended.

Another matter discussed with the government asked for the abolition of the fees for the inspection of weights and measures as far as the retail trade is concerned.

The abolition of the fees for the inspection of weights and measures as far as the retail trade is concerned.

Good Coffee Trade is a Business Getter

Observations on The Subject of Coffee Consumption in Canada by Charles A. Elliott of Evansville, Ind., Who Made an Exhaustive Study of the Coffee Being Sold in This Country Last Summer are Interesting—Suggests a Canadian Association of Coffee Roasters

Written for Canadian Grocer by Charles A. Elliott, F. G. I.

LAST SUMMER Charles A. Elliott, a native Canadian and now a resident of Evansville, Indiana, U. S. A.—and a coffee man with a wide reputation—visited Canada and made quite an exhaustive study of the coffee being sold here. Mr. Elliott is a Fellow of the Institute of Certificated Grocers of England, one of the two in the United States, and is head of the coffee department of Parsons & Scoville Co., of Evansville, so that his report which follows in part will be interesting to the trade. — The Editors.

"Canadians are not coffee drinkers. They are tea drinkers. While in Toronto visiting your wonderful exhibition, I heard this story told many times, interesting and quite true. But they are drinking more coffee today than most people know.

"In order to see just what you people do drink in the way of coffees, I collected many samples. To my surprise I found you drank finer types of coffees on the average than we do in the States. Yes, your grades are better, your selections of all kinds are the choicest.

"Why don't you drink more? Has the price caused by a high duty, or the sales tax or other things tacked on coffee, got something to do with it? Or don't you know how to make it? The coffee roaster is giving you your money's worth. The method used in selling could be improved.

"Now what is it you need? I believe if the same "pep" was put behind coffee roasters over there as is done here by co-operation with the National Coffee Roasters' Association, wonders could be done. There is no doubt about the power of printers' ink and it seems to me the tea dealers use all the ink in Canada. For thirty dollars a year, coffee roasters could get several times thirty dollars benefit from such an association.

"The nation-wide coffee advertising campaign in the United States apparently satisfied the Brazilian coffee planters, for they are going to double their publicity appropriation, and this no doubt will affect the trade to some extent in Canada. It has already, although no trade papers, newspapers or magazines received any of the advertising.

Suggests Canadian Association

"The scientific research work which originated years ago by the National Coffee Roasters' Association, and in the past year work done by Prof. S. C. Prescott and his assistants in the department of Biology and Public Health at the Massachusetts Institute of Technology, has been a great benefit to the dealer both wholesale and retail.

"No doubt if coffee roasters in Canada formed an association of their own in affiliation with the National Coffee Roasters' Association, great benefit to them would result. The door is open. South American coffee countries want other countries' commodities. They buy from those who deal in their products. Canadian factories are looking to expand. Canadian workmen are looking for work. Imports make exports. Exchange will right itself; when work starts. Co-operate, teach the merchants coffee, teach the public coffee and you will sell coffee.

More Coffee—Less Water

"Some restaurants should add more coffee instead of water. The best cup of coffee I drank in Toronto was in a drug store, which had a tea room run by an Irishman by the name of Hennessey, served hot and well made. The coffee on the exhibition grounds would drive anyone away from drinking coffee—plain wash.

"The retailer's business is complicated. You have many different commodities to handle, but in pushing coffee you will find it a business builder. Use lots of display signs. Don't forget every coffee percolator you sell means another customer. Many grocers are selling percolators in stores over here. Coffee mills should be in a prominent place in grocery stores.

Small Stocks and Quick Turns

"Buy small quantities and often. Coffee must be fresh. Like bread, don't over-stock. This has often been the success of many of our large grocers here who have built up a coffee business. Your wholesale or manufacturing coffee roaster handles only good coffee. No cheap coffees enter Canada. Remember that.

"I saw many samples of green and roasted. Some roasted bulk samples I brought back with me in half pound packages, besides three cans and one sample can. The tests were made three ways, which may interest you. First, the read-test to see the different coffees entering these blends. Then testing those coffees separately in that blend in the cup. Then testing the blend altogether in the cup. Number one was purchased on West Bloor Street. Number two on Sackville Street. Number three, on Spadina Ave. Number four on Queen, West, above the subway and number five on Yonge St., in a department store. They cost on an average 53c per lb. Some were less; some more and none was what may be called a cheap coffee. They were not the highest price nor the lowest, but what I would term a medium price.

Should Be Made Right

"Your customs duty is one burden against coffee, and again you are not educating the people in making coffee. When you shake the duty, and the housewife learns the art of coffee-making, coffee will find its right place.

"Your population is increasing, more coffee-drinking people are going into Canada. Manufacturers of ink are just as willing to sell ink to a coffee man as they are to a tea man and the press can lay out the work which makes work and that spells "More Business."

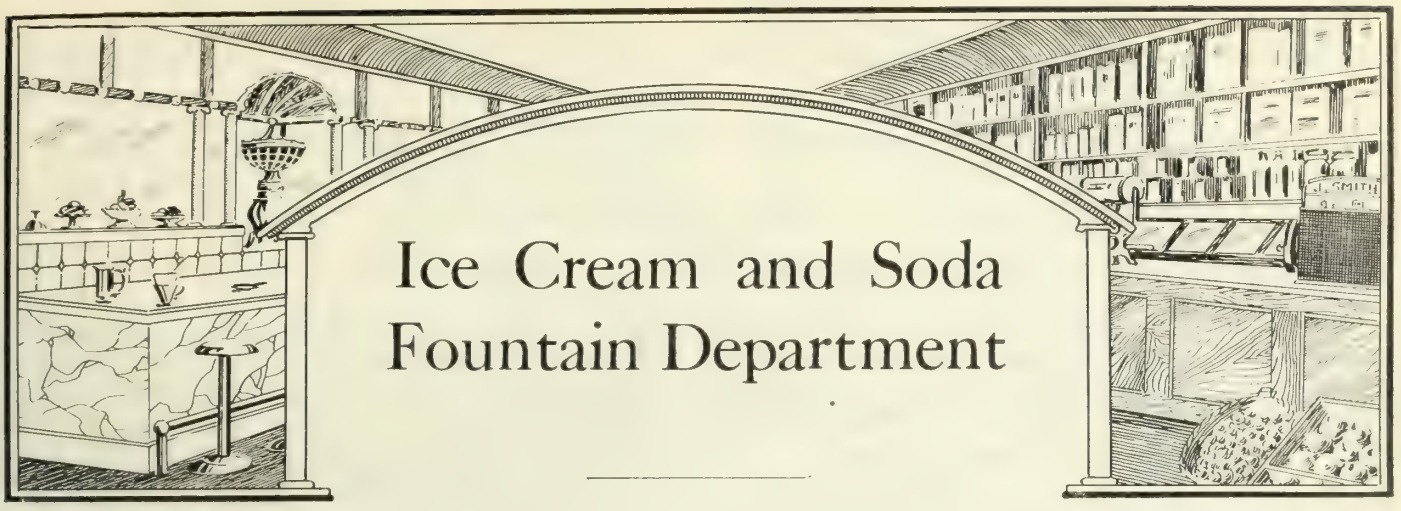
Pork and Beans Unfit For Consumption Are Sold

More than 6,000 cans of pork and beans have been seized and destroyed as being unfit for food, by Dominion Food Inspector H. J. Dager of Toronto. These pork and beans were packed in Oshawa. Information was received by Mr. Dager that a poor quality of pork and beans was being sold by pedlars from house to house in Oshawa, at a very low price. The Food Inspector paid a visit to the town and found on investigating complaints from citizens that the product could not be eaten and had to be thrown away. None were being sold through stores.

Mr. Dager forwarded several dozen cans to the Department of Health at Ottawa for analysis. According to Mr. Dager the contents of each can was found to be unfit for food and upon receiving instructions from the Department, went to Oshawa and caused the destruction of around 300 cases.

W. CLARK, LTD., OPENS WAREHOUSE IN TORONTO

W. Clark Limited, Montreal, packers of meats, catsup, pork and beans, etc., have opened an office and warehouse at Jarvis and King Sts., East Toronto. It is the intention of the firm to carry in this warehouse a full assortment of their products to fill rush orders from the wholesale trade. The retail trade will be supplied as usual through the wholesaler. A. P. Rose formerly in charge of the Ottawa office, is in charge of the Toronto office.



Ice Cream and Soda Fountain Department

Selling Ice Cream in the Grocery

Attracting People to the Soda Fountain Or The Ice Cream Department in the "Off Seasons"—Some Suggestions For Maintaining Sales in This Section—Many Grocers Are Finding Sales of Ice Cream Profitable and Well Worth While

AS CANADIAN GROCER has pointed out from time to time, the number of grocers who are finding it profitable to have an ice cream department in connection with their grocery is rapidly on the increase, and the successes that have been obtained by some grocers in this respect have exceeded all expectations. Not only is ice cream a profitable line to carry, but an ice cream parlor in connection with the store is a drawing card that cannot be overestimated. Many grocers who now have well established ice cream departments, with a turnover that runs into very gratifying figures, declare that selling ice cream stimulates trade in groceries, and brings business to the store that otherwise might not have been attracted.

In The Off Season

What to do to boost business in the ice cream department in the grocery store, at a time when it is rather an off season, is a question that has engaged the thought and consideration of many merchants. In most instances the cold beverages and ice concoctions have been replaced by hot drinks, tomato bouillon, oyster stews, and such like. Others declare that ice cream is a good seller with them even in the cold weather, and true it is, that people have come to eat ice cream the year through. But there are some dealers who state that there are between times, when it seems that it is either too hot or too cold to attract people to the soda fountain or the refreshment tables.

Require A Little Coaxing

That people however can be attracted to the soda fountain, in spite of what the weather may be, there is no doubt, and some merchants are getting their patrons' business in satisfactory volume by timely and original methods. "People in the off seasons require a little coaxing," a merchant in this ice cream business was heard to remark recently: "They are indifferent perhaps to ice cream and soft drinks, and require some inducement to getting them into their usual buying stride."

Suggestions For Showcards

With this end in view, this merchant started in to talk his ice cream department, and with real attractive little showcards which he displayed to advantage both in the window, and around the ice cream tables and fountain, he got results. His staff was instructed to talk the ice cream department, and such catchy cards as:—

"Our ice cream is the pride of our store. It is made from real cream. It is pure, clean, smooth and delicious beyond measure."

"Our syrups are made from fresh ripe, juicy fruits with pure granulated sugar without any chemical preservatives."

"Save your thirst for our soda fountain every time. You will never regret it."

Feature A Special Drink

Making a feature of some special drink or frappe dish is also good business, according to another dealer who has had some success in this line. Creating a reputation for a particularly fine chocolate soda drink, or a specially good preparation of a fruit or nut sundae, is well worth while, in this man's opinion. Getting the people talking about the ices or drinks they get at . . . . . store, they are bound to tell friends about them, and in this way the patronage is increased in a way that means increased receipts in the cash register. Talking quality, whether it be in groceries, ice cream, or soda fountain drinks, is never lost effort, but rather constructive endeavor that builds for greater business in the long run.

With the spring months approaching, the merchant who has an ice cream department should lose no time in endeavoring to create better business, and he should avail himself of every opportunity to stimulate sales, at a time when the heat is not driving people from the streets to the fountain. People are ever new, and an effort to create original and appetising concoctions is one way of ready to be attracted by something stimulating trade in the off season.

Try These Recipes

Vitamine Highball

Dissolve one cake of yeast in warm water, pour into ten ounce glass, add the juice of one orange, one ounce of simple syrup and fill with water. The yeast must be thoroughly dissolved before putting in glass.

Frosted Hot Chocolate

Into a ten ounce glass, pour six ounces of boiling hot chocolate, add fine stream of carbonated water, top with whipped cream and sprinkle with a small portion of crushed nuts. This must be done quickly to prevent the mixture getting cold. Serve on a plate with a wafer.

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Amendments To Sales Tax Act

THE FACT that certain amendments to the Sales Tax Act are to be suggested at the coming session of the Dominion Parliament has brought forth some criticism and some opposition on the part of wholesale and retail grocers. The discussion of this Act should be one of the interesting features of the first session of the new government.

As the first article in this week's issue points out, the Wholesale Grocers' Association intends to make strenuous objection to any changes in the Act as it is at present operated, other than that it be amended to a straight tax, assessed at the source of production. Opinions of some retail grocers are much in line with that of the wholesale trade, that is, to make the tax payable at the source of production, and then it will be absorbed before it gets in the retail trade. Many grocers maintain that the one and a half per cent. sales tax that they have had to pay to the wholesale trade has been so much lost money to them. They claim that they have been unable to put that tax on their prices to the customers, and consequently pay it out of their own pockets. A much fairer way, in their opinion, would be to have only the one tax, at the source. Then the manufacturer would pass it along to the wholesaler, and, the wholesaler including it in his quotations to the retail trade, the latter would have no difficulty in making his prices in accordance with the jobbers' quotations, and he would not be a loser, as he now declares he is.

Registering Extract Sales

DISCUSSING various phases of the Food and Drugs Act before the Toronto grocers' section of the Retail Merchants' Association the other evening, H. J. Dager, Chief Food Inspector for the Dominion, was asked regarding the registration of sales of extracts. Mr. Dager pointed out that such did not come under the Food and Drugs Act, but is a regulation of the Ontario Temperance Act. The registration of all receipts and sales of extracts of alcoholic content, is as necessary today as it was the day the Act came into force. Grocers who are laboring under the impression that it is not necessary to keep account of extracts now, have been misinformed, and if they are not doing so, they are well advised to register these sales now and until there is some legitimate reason for not doing so.

The feeling among the trade that the law in this regard is no longer being enforced, appears to be fairly widespread, but it is entirely erroneous. Grocers must keep a register of all receipts and sales of extracts, and no sale to one person must be in a greater quantity than two and one-half ounces.

The penalty for an infringement of this regulation is a fine of from ten to one hundred dollars. An inspector on visiting a grocery store is entitled to see this book upon request. While it is admitted that keeping account of these extract sales is added labor for the already burdened grocer, the law is inevitable, and the only safe measure for the grocer is to meet its demands, if he is to avoid prosecution.

What Do Your Windows Pay?

ARE YOUR windows showing the returns that you think they should? Some grocers claim their windows pay the rent, but contention is made that windows, if used for display to the best possible advantage, should pay even more than the rent. When one considers the number of people who every day are induced to buy some article for no other reason than it was suggested to them, when looking in a certain merchant's window, it is little wonder that retailers who do not miss an opportunity to attract trade of this kind, make the claim that their windows are showing profitable returns day in and day out, throughout the year.

Attractive displays get the attention of the people all the time, and the grocer in the small town can follow the lead of the bigger fellow in the city, who is not slow to put a high value on his windows, and sees to it that he gets the right results from them.

Chas. Stevens in Chicago, secure an income of $150,000 per year from their windows. A price is put on each window and the individual department of the store must pay for the time they use the window space. Two of their windows on State Street rent for $100 per day, and the fact that they are always reserved far in advance speaks well for the value of this sales medium. William Filene, of Boston, also value their display space at $150,000 per year. Saks and Company, of New York, value their nine windows at $75,000 per year.

The window is the final invitation to come into the store and buy. The window makes its appeal at the time when only a few steps separate the goods from the possible buyer. Therefore, the show window without a price card is in much the same box as a broken clock. It does not give the information required. Resultful window display is not a matter of just placing the goods in the window. The chief aim is to induce the public to buy now.

Inconsistency

THE CANADIAN Famine Relief Committee which claims to be the authorized branch of the Russian Red Cross, whose office is P. O. Box 3591, Station "B", Winnipeg, and which has been soliciting and receiving from Canadian bankers and business men contributions, announces that it recently purchased 247,000 lbs. of beef from Chicago packers. With conditions as they are in Western Canada, with live-stock being sacrificed because of the Fordney tariff shutting it out of the United States, why should Canadian charitable contributions be used to aid Chicago packers and U. S. farmers?

Advance in Wheat

THE recent startling advance in the wheat market, following reports of a world shortage, will undoubtedly create a better tone to business in general. The price of wheat is considered the barometer of trade and considering the low price at which wheat has been selling, any advance in wheat prices will naturally tend to improve general business conditions.

Food Requirements Are Explained

Grocers' Section, Toronto Branch of the Retail Merchants' Association, Hear Lucid Interpretation of the Food and Drugs Act, As It Relates to Foods, From H. J. Dager, Chief Food Inspector For The Dominion—The Labelling Clause And Others Are Made Plain

By Staff Representative of Canadian Grocer.

TORONTO, Feb. 14—At the regular monthly gathering of the Grocers' Section Toronto Branch of the Retail Merchants' Association here last evening, H. J. Dager, Chief Food Inspector of the Dominion, addressed the meeting on the subject of the Pure Foods Act. An informal discussion of the Act, as it relates to the sale of foods, with the members asking Mr. Dager a number of questions, resulted in a very profitable evening for all concerned, and much enlightenment on the workings of this Act was dispensed to the grocers in attendance.

Attractive and Clean Stores

"There are all kinds and classes of stores," Mr. Dager began, "but to get customers, the store must be made attractive. To do this, display is an important factor, and absolute cleanliness is another. In my travels, I have noticed some grocers who have tables in their stores, whereon are placed goods that are a little shopworn. They take this means of getting rid of them, and on their shelves they put the most attractive packages, and take care from time to time to see to it that they are always kept clean."

In Regard to Labelling

Coming on to the regulations in regard to labelling that came into force on the 1st of January, namely: that relating to stating the weight, measure or number of the contents of a package or container, on the label, Mr. Dager remarked that the clause was not being enforced for the time being, but after April first, unless there is another extension, it will be necessary to have the weight, measure or number, of contents on the label of packaged goods. It is of course the function of the manufacturer to see that the labelling complies with the law. In answer to a question, he stated that if, after a reasonable time, the retailer was still receiving or had on his shelves, goods not in compliance with the labelling law, it might be in his best interests to return them to the wholesaler or the manufacturer.

Applies to Imported Lines

Asked as to imported articles, the inspector replied that the labelling law also applied to imported packaged goods. Any inspector, he stated, had the right to examine any customs entries of imports of food into Canada, and has the right to take samples of any food imported into Canada, and submit such samples for analysis. If it is found that these imported foods are adulterated or misbranded, within the meaning of the Act, they shall not be admitted into the country. Mr. Dager cited an example, pointing out that recently he came across an extract from the United States that should have been labelled compound. It was necessary for the merchant to do this, but the matter having been pointed out to the manufacturer on the other side he was now putting a strap label, "compound" on the article.

A grocer present then asked about canned goods. Regulations covering canned goods come under the Meats and Canned Goods Act, and not the Food and Drugs Act. Packers have to submit their labels to the Department of Agriculture for approval. Canned goods are standardized under the Meats and Canned Goods Act.

Placing the Responsibility

The Food and Drugs Act, it was pointed out, has been improved to the extent that the retailer who had been previously responsible for a sale to an inspector is somewhat relieved of this responsibility. Should the article bought be found to be below standard, with a conviction likely to be made, if the retailer can place the responsibility on the manufacturer, then the latter is summonsed. Recently a druggist who had a certain line on his shelf that was not up to the requirements, put the responsibility on the wholesaler, but when the wholesaler placed the onus on the manufacturer, it was found that the wholesaler had sold the article as something that it was not represented to be by the manufacturer at the time of sale. If a merchant accused, proves to the magistrate that he had no knowledge that a certain article was adulterated, and that he purchased it believing it to be all right, there is no prosecution, and the manufacturer is summonsed.

"Why not have the law made so that the manufacturer is the one brought into court?" was a question here asked. "The reflection is always on the retailer."

"If I am satisfied that the retailer can justly put the blame on the manufacturer, I will summons the manufacturer and the retailer as a witness," replied Mr. Dager.

What About Flour?

"Does this law apply to flour?" was another question asked.

"If flour leaves the flour mill full weight, and because of it being kept in a warm place in the retailer's store, it becomes shortweight at the time of sale to the customer, I contend that the retailer is responsible," Mr. Dager replied. "The merchant should weigh all flour as it comes to him and send it back if it is short. The same is true of butter."

Discussing the question of the sale of vinegar, Mr. Dager pointed out that acetic acid vinegar must be sold as such, and not as vinegar. Vinegar must contain not less than three and a half per cent. acetic acid and not more than ten and a half per cent. If a grocer is selling a blended vinegar the customer should be told so.

"A customer usually asks for cider vinegar," Jerry Burns, president of the section, who presided, remarked. "If we told her it is a blended vinegar, she would just say, give me what I always get, or else she would go elsewhere, thinking the blended vinegar was not the same as she had previously purchased?"

Co-operation of Grocers

Mr. Dager, continuing, pointed out that too often the food inspector is looked upon as a spotter. Where-

(Continued on page 38)

Get Old Stock to the Front of Shelves

C. E. Box, 4,846 Sherbrooke Street, West, Montreal, Disposes of Odd Lines Discovered in Stock-Taking Time by Having Special Sales—Important To Examine The Goods When Taking Inventory to See That They Are In Good Condition

By Staff Correspondent of Canadian Grocer

MONTREAL.—"Inventory taking means house-cleaning for the grocer," says C. E. Box, grocer of 4846 Sherbrooke St. W., Westmount. "We take ours on the night of Jan. 31. That evening we close at seven, and begin at the front of the store and work to the back, removing everything, taking account of it, cleaning the shelves and the goods and then replacing it in an orderly fashion. It means a lot of work but it is a necessity. By it we will learn many things we do not now know. One important feature is to examine the goods when they are handled, to see that they are in good condition.

Some Old Stock Deteriorates

"Often some old stock is left on the shelves. Not necessarily because the line does not sell, but because each time a new order comes in, thoughtlessly the old goods are pushed to the back of the shelves to make room for the new. We intend to be particularly careful to cull out the damaged goods, and to keep the stock in the proper order of freshness, on the shelves. In one case in particular we have noticed this. In one brand of olives, a good seller too, we have found a number of bad bottles. The reason was that when the supply got low we ordered more and carelessly placed the new goods at the front of the shelves. The old stock remained, and now we have some spoiled goods. Personally I believe it is important to see that the merchandise is replaced properly, so that the older goods are sold first.

Down To Rock Bottom

"In making this inventory it is our intention to value our goods at the present basis of prices, write off what ever loss there may be, and start the year afresh. Yet I believe there is very little to be written off. We have bought carefully during the year, kept our stock as low as possible, and brought our prices down accordingly. To value our stock at anything but the replacement cost would be only fooling ourselves. The grocer is forced by competition to follow the market and if we have to sell through the year at a lower price than we have valued our stock at we are only going to show that much loss."

Clearing Out Odd Lines

In this store the shelves are perhaps one-third empty, just sufficient stock to carry the business at the present time. February, Mr. Box said, would see increased buying just as soon as the stock-taking was over. He spoke of several odd lines that he knew he would make a special effort to clear out in February. The merchant generally finds a few lines that he did not know were in his stock, or a few odd bottles and tins, stained, dirty or otherwise unattractive that can be cleared out by a special sale. This grocer pointed out that it was far better to sacrifice a little on such stock and get it cleared out, than to calculate it in the assets and let it stand on the shelves.

Many Such Sales Now On

Many such sales in grocery stores are now on in Montreal. In one grocery there are about a dozen big clothes baskets along one side of the store in which are canned goods, bottled goods and package goods offered at a special price, so that they may be cleared out of stock. The manager of this store stated to a Canadian Grocer representative that it had proved an excellent plan of clearing out either dead lines or stock that should be quickly turned over, when the new pack was coming in. This is particularly so of canned lobsters and canned fish of various kinds.

Dependent Upon Conditions

Another grocer on the same street remarked about this sale and said, "it is a good idea but one that has to be carefully handled. I could never attempt it, although I know that some of my customers have been there to buy those very lines. In that store they get a transient trade. They go there to buy some particular bargain and knowingly take a chance in picking up one of these odd lines. Yet if I had the same sale and one of my regular customers bought something that was not absolutely good, it would hurt my name. In my case my reputation is behind my sales, but in the other case there is an element of chance about the sale. If the goods are not up to the mark, the customers blame no one in particular, since they take the chance knowingly. My customers quite rightly would not feel that way about it, and so I cannot afford to try it. I would far rather take the goods home and use them up myself and charge it as a loss to the store."

Managers Of The Dominion Stores Hold Meeting

TORONTO, Feb. 15 (Special)—A special meeting of the store managers of Dominion Stores, Ltd., was recently held at the head office here. More than one hundred and thirty managers and superintendents from the Toronto stores and other branches throughout Ontario were in attendance.

The managers met and became acquainted with the directors and officers of the Company and there was a tour of inspection of the company's new warehouse, a concrete structure on the Don Roadway, south of Queen Street, and just east of the Don River.

The treasurer of the company, Robert W. Jameson, was chairman of the meeting. He gave a short history of the growth and development of the company. He stated that the company had been organized by Canadians; that the majority of its officers and directors were Canadians and that the company was thoroughly Canadian in its outlook and scope. He illustrated from the annual statement the progress made and the sound financial basis which it had been able to retain in spite of the prevailing falling tendency in prices and the general adverse conditions of trade.

Mr. Jameson then introduced the president of the company, Robert Jackson, who as well as being an attorney, is connected with a number of enterprises. Mr. Jackson claimed there were great opportunities for the development of the chain store system in Canada. John B. Jameson, another director who is a banker, also spoke. The meeting closed with speeches from W. J. Pentland, the general manager, and by S. B. Pentland, the general superintendent, both of whom paid tribute to the earnest and loyal services of the employees.

The managers were taken through the new warehouse. It has 33,000 square feet of space, steam heated, with two electric goods hoists, a railway siding to the door and space for the warehouse stock and the general offices of the company, as well as for the housing of the trucks and motor cars of the company.

INVESTIGATE BEFORE PARTING WITH MONEY

Winnipeg.—J. H. Curle, Secretary of the Winnipeg branch of the Retail Merchants' Association, draws attention of retailers in the West to the fact that there are agencies soliciting retail merchants to sell them collection services, collection forms, legal advice, etc. The secretary asks that the above be carefully investigated before entering negotiations with them.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Maritimes

J. W. Gorham & Co., wholesale grocers, Halifax, N.S., have opened a branch office at 6 Ward Street, St. John, N. B. Harold Vincent of St. John, N. B. has been appointed manager for the province of New Brunswick.

T. H. Estabrooks Co., St. John, N. B., had several photographs taken of speed skaters during the big meet at St. John in January. These have been reproduced and grouped and are being sent out by the above company as a souvenir.

Quebec

The California Raisin Growers' Association is going to shortly release a film showing the cultivation of grapes in California, the process of irrigation and the curing of raisins. The film is of an educational character. The film is to be shown at a special screening in Montreal next week for business men interested in the product.

Ontario

L. S. Parkinson & Co., general merchants at Theaford, Ont., have sold their business to John Ross, and have bought the grocery of J. Lackie, Sarnia, Ont., taking possession of the latter some time in March.

H. E. Kerr, sales manager of the Marsh Grape Juice Co., Niagara Falls, Ont., was in Toronto and Hamilton on business this week.

The town of Oakville, Ont., has revised its scale of license fees. Instead of a flat rate of $2, a peddler with a pack will pay $10, with one horse $20, two horses $30, an automobile or motor truck $40.

The delegation of Canadian manufacturers which will investigate trade conditions in the West Indies and the northern South American Republic, left Halifax on February 15.

George Hales, a general store merchant at McKay's Corners, near Blenheim, Ont., passed away recently, at the age of 45 years. He had been in business for a number of years, and is survived by his wife, his parents, three brothers and three sisters.

The death occurred in Toronto of a former Brockville, Ont., merchant in the person of Robert N. Dowsley. He was 56 years old and for a number of years conducted a grocery business in Brockville. At one time he also conducted a grocery store on Queen Street, West, Toronto. He is survived by his wife.

A. W. HUGMAN

Who was formerly sales manager of Maguire, Patterson and Palmer, Ltd., of Montreal, has been made sales manager for the new formed company known as the Match Co., Ltd., Montreal, with its manufacturing plant at Berthierville, Que. The offices of the new firm are located in the Shaughnessy Building, McGill Street, Montreal. Mr. Hugman was for some years connected with the Canada Sugar Refineries

OFFICERS OF THE NEW MATCH COMPANY

H. Grier is the general manager of the Match Co., Limited, with factory at Berthierville, Que., A. W. Hugman, the sales manager and D. M. Fraser, factory manager. The company has been organized from Canadian capital, the personnel being formed from the Log Supply Co., Ltd., which has been making match splints for export trade. The character of the box or the trade mark have not yet been made public. The "square splint" is the type of match that will be made.

The store of W. J. Kemp, Kingston, Ont., was robbed on Saturday night last. The burglar came into the store and asked for a pound of butter. Mr. Kemp went into the rear part of the store for the butter, and the man followed him, asking Mrs. Kemp for a glass of water. As she was getting the water and her husband the butter, the man grabbed the cash box which contained $40, and made good his escape. He dropped the box outside the store after taking the money.

Brockville Retail Clerks Elect Officers

The regular monthly meeting of the Retail Clerks' Association, which was held the other night, took the form of a social evening, the program including cards, dancing and the serving of refreshments, following the business session, which was presided over by George H. Cobley, vice-president.

Officers elected for the next six months were as follows:

President, George H. Cobley; Vice-President, R. H. Miller; Secretary, D. W. Hayes, re-elected; Treasurer, R. J. Muldrew, re-elected; Executive committee, D. D. Leverette, W. H. Knapp, T. N. Muldoon, E Wiltsie, A. D. Currie, F. J. Latham; W. H. Knapp and Miss Edna Newell were elected as head of the gentlemen's and ladies' membership committees respectively, with power to add to their committees; Miss Mary Ryan and Miss K. H. Clarke were elected auditors.

F. W. M. Ross, managing director of St. Williams Fruit Preservers, Simcoe, Ont., is leaving shortly for a trip to the Old Country.

Brown's Grocery has commenced business at their new branch, 519 Annette St., Toronto, West.

New Goods

W. C. Macdonald, Reg'd Inc., Montreal, have gone into the manufacture of cigarettes and "Macdonald's Cigarettes" are now being placed on the market. The accompanying illustration is a reproduction of the new package.

Guelph Merchants Hold Happy Banquet

Retail Grocers' Association Are Hosts at Enjoyable Function, When Many Subjects of Interest to The Retail Grocer Are Discussed and Interspersed With Song and Jest

By Staff Representative of Canadian Grocer.

GUELPH, Ont., February 15.—The Retail Grocers' Association here, which is 90 per cent. strong, held an enjoyable social function on Wednesday evening last. It was their 5th annual banquet. About 100 sat down to dinner in the Royal Cafe, including a number of travelling salesmen, and some merchants from other trades in Guelph, some wholesalers and manufacturers.

A. Bennalick, of Hood & Bennalick, president of the association, presided. In his review of work accomplished by the Guelph Association during the past year, he pointed to the fact that the members had saved a great deal of money on account of the system for looking after delinquent customers. This matter was in the efficient hands of the secretary, E. J. Drake. The grocers were, too, the pioneers in the half-holiday movement in Guelph. A petition will soon be presented to the city council containing the signatures of more than 70 per cent. of the trade and a request is being made that a bylaw be passed making the Wednesday half-holiday compulsory.

In proposing the toast to the guests, Mr. Drake referred to the great value of unity among members of such an organization and what this unity could accomplish. W. A. Howell, a hardware merchant, who is president of the Guelph Retail Merchants' Association responded. He urged the grocers' association to join up with the R. M. A. and referred to what he considered some of the benefits that would occur from such an amalgamation.

Always Among the Pioneers

The toast to the retail trade was proposed by A. Simpson, wholesale grocer of Guelph. He referred humorously to the status of the retail grocer, pointing out that he had always existed, was in the garden of Eden, and that he was always to be found whenever a new community was being opened up. He claimed that the grocers were the world's biggest business men, because statistics declared that 70 per cent. of the world's turn-over was in food-stuffs. There was no other service given at as low a cost as that given by the grocer. He also accepts more risk than any other merchant. Frank Barber responded to this toast.

The toast to the Retail Merchants' Association of Ontario, was proposed by John Armstrong of John Armstrong, Ltd., dry-goods merchant, Guelph. He paid a tribute to the Grocers' Association and acknowledged the pioneer work the grocers had done in securing the half-holiday.

D. W. Clark, retail grocer of Toronto, and treasurer of the Retail Merchants' Association, Ontario Branch, stated briefly the history of the Retail Merchants' Association of Canada. It was established a quarter of a century ago by some Ontario merchants and since then it had broadened out to include every province in the Dominion, each province with its own officers and executive with a common head at Ottawa where legislation was looked after by the head office. He referred to the surplus the association was able to show this year in Ontario, amounting to some $1,800, whereas in the past deficits had been experienced. The membership had been increased by 1,000. He claimed the association did not always get credit for the work it had done and referred to some of the reforms that the R. M. A. had been responsible for. These included the elimination of the trading stamp, the withdrawal of the Board of Commerce, putting the Consumers' Association out of business. Just now they were endeavoring to have the Government pay for the inspection of weights and measures instead of the retailer. The association has been promised a sympathetic hearing and it is hoped that this reform will be brought into effect in the near future. He dealt at some length with thefts in grocery stores on the part of employees, and lamented the fact that there were always a few dishonest among them. He thought these should be reported from one merchant to another, because if they were allowed to continue, they tended towards failure. The honest clerk should be protected against the dishonest one.

Mr. Clark also maintained that the retail merchant should see that men are elected to the councils and parliaments who understand the needs and requirements of business men and who will look after their interests.

Business Paper Versus Daily

The toast to the press was proposed by S. E. Wiggins who referred to the different types of work performed by the daily newspaper and the business paper. The daily paper gave everybody the news of the day but the business paper provided the merchants with market reports and information on business conditions and how business was being done. He referred in complimentary terms to the work carried on by Canadian Grocer in its endeavor to give the retail trade a service that would be worth actual dollars and cents to it. This toast was responded to by B. T. Huston of Canadian Grocer staff. He outlined the extent of the service Canadian Grocer was able to give. With its offices in Montreal, Toronto, Winnipeg and Vancouver, and correspondents in St. John, Halifax, Regina and Calgary, it was in position to collect from across Canada, market news and information on business methods and conditions. Its connection with the MacLean Publishing Company, who publish fifteen publications, enable it to maintain its share of these offices and thus provide this additional service for its readers.

The speaker also referred to the necessity at the present time for going out after new business by aggressive selling methods in order to maintain turnover. A number of cases were cited where retailers by adopting certain methods had considerably increased their business. Without this business being forced, customers were attracted by unique displays and new ideas and were led to purchase goods that they otherwise would not have bought.

Several solos were interspersed between the toasts during the evening. Jack Thompson, on the selling staff of Harold F. Ritchie & Company, rendered two appreciated songs, as also did Nelson Northmore, a Guelph grocer, and Howard Fielding, a Guelph retail salesman. Howard Todd kept things lively by leading the various choruses on the song sheets.

As if everyone had not already received his money's worth, a progressive euchre contest followed and did not break up until the clock had struck the midnight hour.

Again Takes Charge Of McLeod Milling Co.

A. C. McLeod, president of the Canadian Cereal Co., Stratford, Ont., has repurchased the mill and properties along George Street, Stratford, formerly known as the McLeod Milling Co. The business will now be conducted under the latter name. About four years ago the Canadian Cereal Co. was organized and the McLeod Milling Co., was affiliated, with Mr. McLeod as president. Some months ago the Canadian Cereal Co., went into liquidation, intending to reorganize. However the reorganization is not now contemplated and Mr. McLeod again assumes the direction of the McLeod Milling Co. Several of the outside warehouses and elevators of the Canadian Cereal Co., have already been sold and negotiations are being made to dispose of the mills.

All applicants for peddlers' licenses in the town of Niagara Falls, Ont., will have to submit to having their finger prints taken, if the Chief of Police has his way. He believes it will have a great tendency to stop sneak thieving by persons in the guise of peddlers.

"1922 Will Be A Buying Year," Says Old Country Manufacturer on Visit to Canada

Sydney W. Pascall, Director of James Pascall, Ltd., London, England, Declares That There Is More Confidence Among the Trade, and He Looks For a Marked Improvement in Conditions in Both The Old Land and in Canada

MONTREAL. (Special).—Sydney W. Pascall, director of James Pascall, Ltd., wholesale and export confectioners of London, England, and who is also president of the Confectionery Manufacturers Alliance of England, has been in Montreal conferring with the Canadian manager of the company, A. E. Okill, with regard to the policy and programme of the Canadian branch of the company for the coming year. This English firm has opened a manufacturing plant at 101 Masson Street, Montreal, where the Pascall confections for the Canadian trade are now being made.

Finds Conditions Changed

This is not Mr. Pascalls' first visit to Canada. In 1914 he travelled across the continent and back, but in this visit he states, he has found a number of changes in conditions here pertaining to the confectionery business. In the first place, in his opinion, the Canadian people are developing a taste for the better grades of hard candy. This is attributed perhaps, to the lower prices, which in turn is due to the lower cost of sugar. "The better grades of candy cannot be expected to go much lower," said Mr. Pascall, to a Canadian Grocer representative. "Prices have been reduced recently, but the cost must be calculated on the basis of the care in manufacture, the choice of the ingredients used, the delicate flavors and the hygienic conditions under which the confections are prepared. If the public could see the establishments where some of the cheaper grades of candy are made and the mode of preparation, they would appreciate more the higher priced confections."

When asked if in his opinion English firms were adopting a new policy with regard to local and export business since the war, Mr. Pascall said: "There is no doubt that the English manufacturers and exporters are looking upon advertising in a broader way and are adopting the publicity ideas which have had their inception in America. The British people are looking for wider markets. There is no doubt that Canada offers a big field. Many English firms are already established in Canada."

When asked by the Canadian Grocer representative whether the recent attempts in England to produce a sugar beet and refined beet sugar, were proving a success or not, Mr. Pascall said, "We are now using in our plants some of the beet sugar which has been manufactured by English firms from beets grown in England. Much depends on the price of cane sugar which at present is low and is a keen competitor against the sugar beet which is trying to find a market against the odds which face such a venture. In my opinion there is no reason why such an industry should not grow to some proportions in England."

Mr. Pascall stated further that his report on the Christmas trade for England was that they had had a good season. Before he had left the Old Country good sized orders had been placed for the Christmas demand, and the general opinion among the retail and wholesale grocers was that 1922 would show a marked imrovement. He stated that the stocks carried by both wholesaler and retailer were down as low as they could possibly be and that 1922 would be a buying year. Prices have reached practically the bottom, and there is more confidence among the trade." We look for a marked improvement this year and there is no doubt that the manufacurers' policy in both England and Canada has a broader outlook as far as markets are concerned than it has had in years past. Canadians now know more about England and Englishmen more about Canada than they have even known and each is more appreciative of the other," said Mr. Pascall in conclusion.

Business Ethics

By Rotarian C. E. Edmonds, General Manager of Christie-Brown Co., Toronto, in Rotary Voice.

IS IT possible to write a Code of Correct Practices for an individual enterprise?

The above question has been asked on more than one occasion at meetings held by the Business Methods Committee, of the Toronto Rotary Club, and considerable time devoted to the pros and cons, each member of the committee having taken part in the discussions and made comparisons of the methods adopted by many manufacturers and dealers in former days with those that prevail today. For instance, reference was made by one member to the impression left on his mind when his father took him as a lad to a store to buy a suit of clothes. The dealer asked $18.00 for the suit; the father offered $12.00, and finally compromised at $14.00 or $16.00, and even then questioned if he had received value for his money. It is admitted that no business could today be successfully operated on that plan. All dealers of repute now place price tags on the articles offered for sale and, without dickering, we either take it or leave it.

It has been truly said that the prosperity of a nation depends upon the integrity of its people, and in reviewing the past I can recall several establishments in our own city that had wonderful opportunities and who for a time prospered, but lost both reputation and business on account of their lack of integrity. This knowledge proves to me that if we frame a practical "Code of Correct Practices," and live up to them ourselves, we can remove a great deal of the distrust and unrest that is prevalent today, and in its place create an atmosphere of goodwill and friendliness between the seller and buyer.

The following are a few rules that I would suggest as applicable to any business:—

Establish right relationship between employer and employees.

An employer should be interested in the welfare of his employees by giving them proper remuneration, a word of appreciation when it is deserved, make due allowance for mistakes and do what is fair and proper to promote their happiness and welfare.

On the other hand, the employee should render faithful service to his employer and guard the latter's interest as he would his own.

For the business marketing merchandise:—

1. Have quality of the best.
2. Always supply goods as represented.
3. Adhere to contract in letter and spirit.
3. Adhere to contract in letter and spirit.
4. Sell at a uniform price, not making a cut to land a cantankerous buyer while charging a higher price to the customer who has given you his confidence.
5. Make yourself worthy of the friendship as well as the patronage of customers.
6. Be tolerant in passing judgment.

And so I might go on, but is it not true that the Golden Rule, "Whatsoever ye would that men should do to you, do you even so to them," embraces all of the above and much more? Had it guided the destinies of men we would not have had the recent war, trade, or social disturbances that have been, and are even now, world wide.

Every Rotarian may well ask himself.

"What shall I do to Help?"

and if each accepts his full share of responsibility, much good can be done by united effort.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

MARKETS AT A GLANCE

THE raw sugar market turned a little easier during the week, after the recent heavy buying. Cuban sugars declined to 2.16c c. & f. New York, while some sales were reported at 2c c. & f. As we go to press, however, the market is somewhat firmer with quotations a shade higher. The Cuban crop continues to be made in spite of adverse weather conditions. There are 153 central factories grinding as compared with 171 last year and 195 for the same period in 1920.

Canadian refined sugar is unchanged but there appears to be some irregularity in prices quoted by wholesalers, more especially in Toronto.

The price of Manitoba flour is advanced fifty cents per barrel following the startling advances in the wheat market. To reports of world shortage of wheat, particularly the failure of the Argentine crop, is attributed the advance. The future situation looks strong. Cereals generally are reflecting the strong position in the grain markets and prices are firmly held with some advances on rolled oats in bulk.

The bean market has also developed stronger tendencies. California lima beans at the Coast are considerably higher and further advances are expected in the near future.

Teas continue to show upward tendencies in primary markets. Spot stocks are light and further advances are likely to the retail trade. Canned vegetables, particularly tomatoes and peas are strongly held under the recent advances. Canned fruits are also in a stronger position and some slight advances have been registered during the week.

Reports from the Coast indicate an early clean-up in prunes, and consequently holders of prunes are firmer in their ideas.

QUEBEC MARKETS

MONTREAL, February 15.—The grocery market presents a strong tone almost throughout. The sugar market is steady with a firm tone. Molasses is unchanged and in corn syrup one reduction in one brand is recorded. The tea market stands in a strong position with indications of a further advance in the next few months. Coffee presents a like situation and wholesalers are looking for higher prices. The spice market is quiet and that is the main reason for some prices not advancing. In canned goods there are a number of minor changes, some of which are adjustments made by local wholesalers. There is no change in the uncertain condition of the rice market. Lemons and apples are advanced in price. There is an improved demand for oranges with a good movement of Seville bitter oranges. Sweet potatoes and Spanish and red onions are higher in price. The potato market has already started on the upward move.

STRONG TONE TO COFFEE

Montreal

COFFEE.—The coffee market has now got to the point where only a better tone to the general grocery market is required to bring an advance in price. The coffee market is strong but the sluggishness of the market prevents an advance at present.

COFFEE—	
Mocha	0 50
Java	0 45
Maracaibo	0 40
No. 1 Blind compound	0 35

CHANGES IN CANSED GOODS

Montreal.

CANNED GOODS.—The canned goods market shows a number of changes of a varied nature. Simcoe brand gallon pumpkin is down to $4.50, Maple Leaf golden wax beans 2s, are reduced to $1.50 a doz. while cabbage 2½s, parsnip 2½s and sliced carrots 2½s, all of Simcoe Brand are advanced 5c. now quoted at $1.80 per doz. Gazelle brand apples are advanced to $1.70. Simcoe Brand 2½s, apples are advanced 10c. per doz. Old City jams are slightly reduced in price. The 10 oz. strawberries are quoted at $2.75, raspberry $2.60 and plum at $2.25, while 16-oz. strawberry is quoted at $3.75. Peach jams 4s are reduced to 79 cents while the plum is advanced 4 cents to 75 cents. Orange marmalade 1 lb. glass is reduced to $2.90 a doz. Libby's Orange Marmalade in 16-oz. glass is reduced to $3.35.

CANNED VEGETABLES		
Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Do., Refugee	2 10	2 15
Cabbage, Simcoe, 2½s	1 80	....
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 55	1 60
Do., 2s	....	1 35
Do., 2½s,	....	1 65
Do., gallons	..	6 25
Parsnips, Simcoe, 2's	1 80	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 50
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s	....	3 25
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	..	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80

CANNED FRUITS		
Apricots 2½-lb. tins	....	4 50
Apples, 2½s, doz.	1 60	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz	4 00	4 95
Do., gals, doz.	....	18 50
Cherries, red, pitted, heavy syrup, doz., 1	....	3 20
Do., 2½	....	3 50
Do., 2½	....	3 50
Do., 2	2 75	3 10
Gooseberries, 2s, heavy syrup, doz.	..	2 75
California Peaches—		
1s	....	2 90
2s	....	3 25
2½s	....	4 40
Peaches, heavy syrup—		
2's	....	2 40
Pears, 1s, Keiffer	....	2 30
Do., 2-lb.	2 45	3 10
Yellow cling halves	....	2 65
Yellow cling, sliced	....	2 56
Bartlet Pears	....	3 40
Greengage Plums, heavy syrup	2 65	2 75
Lombard plums, heavy syrup, 2-lb.		2 40
JAMS—		
Strawberry, 16 oz.	3 60	3 75
Raspberry, 16-oz.	3 50	3 75
Black currant, 16-oz.	....	3 75
Orange Marmalade, 12 oz. glass	2 60	2 56
Orange Marmalade 4's	57	70
Plum Jam 4's	....	0 75
Peach Jam 4's	....	0 79

ROLLED OATS HIGHER

Montreal.

CEREALS.—Rolled oats have been steadily gaining strength and this week advanced in price. In barrels the price

advanced 30 cents early in the week and in bags the price now runs from $3.35 to $3.50. This is an advance of from 25c. to 30c. and in some cases the wholesalers are not yet charging the new price. Canadian white beans are advanced ½c. per lb. now quoted at 7c.

CEREALS—

Rolled oats, bag	3 35	3 50
Oatmeal		3 75
Pearl Hominy		1 40
Corn meal	2 50	2 80
Graham Flour, 98 lbs.		7 65
New Buckwheat Flour		6 75
Pot Barley		4 00
Pearl Barley		4 90
Beans, Ont.		3 50
Do., Can.		3 30
Lima Beans		0 06
White beans		0 07
Green peas, dried	0 03	0 05¾
Split Peas		0 07½

RICE MARKET UNCERTAIN

Montreal.

RICE.—The rice market continues in its unsettled and uncertain condition. Some wholesalers are still cutting the prices with a view to moving stock but the market in Japan and in the Southern States still hold a firm tone.

RICE—

Carolina, extra fancy	0 07½	0 08
Do., fancy)		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Rangoon, B, per cwt.		5 75
Texas rice		0 05½
Tapioca, per lb. (seed)	0 07½	0 08½
Do., (pearl)	0 07½	0 08½
Do., (flake)	0 07½	0 08½
Honduras		0 07
Siam		0 14½

SUGAR PRICES STEADY

Montreal.

SUGAR.—The sugar market continues to hold steady at the present basis. Sales of refined sugar are improved at the present steady basis.

SUGAR—

Granulated sugar, per cwt.	6 90
Do, barrels	6 95
Granulated, gunnies, 20-5	7 30
Do., cases, 20 5-lb. cartons	7 50
Do., gunnies, 10-10	7 40
Do., cases, 50 2-lb. cartons	7 65
Yellow, light, per cwt.	6 50

TEAS LIKELY TO BE HIGHER

Montreal.

TEAS.—Tea prices are high but reports from primary markets indicate that they will go still higher. Wholesalers state that quotations on new shipments of teas show even a further advance in prices with a strong market in London. At present prices are holding steady with good buying and more confidence on the part of the retail trade. There is little doubt but what the next three months will show another advance in the price of black Ceylon, Indian and Japan teas.

TEAS—

Pekoes	0 38	0 45
Broken Pekoes	0 45	0 60
Broken orange Pekoes	0 50	0 70
Broken orange Pekoes	0 44	0 57

China—

Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60

Above retail prices range of quotations to the retail trade.

Japan Teas (new crop)—

Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

WALNUT PRICES EASY

Montreal

NUTS.—The nut market is quiet with only a limited demand. The feature of the market is the weakness of walnuts which have been declining in price and gradually the wholesale price is being reduced as old stocks are being cleaned up. There is no further new feature to the market.

NUTS—

Almonds, Tarragona, per lb.		0 20
Do., shelled	0 46	0 48
Valencia shelled almonds	0 48	0 50
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily,) per lb.		0 16
Brazils, shelled		0 38
Do., Barcelona		0 15½
Peanuts, Jumbo		0 15½
Do., shelled, No. 1 Spanish		0 10½
Do., salted red		0 17
Do., shelled, No. 1 Virginia		0 12½

Peanuts (salted)—

Fancy wholes, per lb.		0 34
Fancy splits, per lb.		0 29
Pecans, shelled	1 00	1 50
Walnuts Grenoble in shell		0 33
Walnuts, Marbot	0 26	0 28
Do., new Naples		0 26
Bordeau	0 70	0 73
Do., Chilean, bags, per lb.		0 40
Do., Bordeaux, shelled		0 78

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

SPICE MARKET QUIET

Montreal.

SPICES.—The spice market is particularly quiet just now. There is no changes in wholesale prices while primary markets show a firm tone on most lines despite a lack of demand. One thing is evident and that is that when the demand for spices from the retail trade picks up, some advances will occur almost immediately and these will come in peppers, cloves nutmegs and mace. In the meantime prices are steady, mainly on account of the quiet state of the market.

SPICES—

Allspice	0 18	0 20
Cassia, pure	0 25	0 25
Cocoanut, 20 lb. pails, per lb.		0 30
Do., sweetened, lb., packages		0 39
Chickory, (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 32
Pure, ground		0 35
Cream of Tartar (French pure)	0 44	0 60
Do., American high test	0 65	0 80
Whole cloves		0 45
Ginger (Jamaica		0 30
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs whole—		
Do., 64, lb.		0 30
Do., 80, lb.		0 28
Do., 100, lb.		0 25
Do., ground, 1-lb tins		0 30
Pepper, black		0 24
Do., white		0 32
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00

MOLASSES STEADY

Montreal.

MOLASSES.—There is no change in the molasses market. Prices are holding steady and are expected to do so until the opening of navigation. The only change in corn syrup is a reduction of 30c. a case on Temtor Brand golden corn syrup, 24s, quoted at $2.70.

MOLASSES—

Puncheons, Island of Montreal	0 71
Barrels	0 73
Half barrels	0 74
Puncheons, outside of Montreal	0 68

Fancy molasses in tins (ginger bread)

No. 2, 2 doz. per case	4 20
No. 3, 2 doz.	4 50
5-lb. tins	8 95
10-lb. tins, per case	8 60

CORN SYRUPS—

Barrels, about 700 lbs.	0 05½
Half barrels, about 350 lbs.	0 05¾
Quarter barrels, about 175 lbs.	0 06¼
2 gals., 25-lb. pails, each	2 00
3 gals., 38½-lb. jails, each	2 85
5 gal. 5-lb. pails, each	4 50
5-lb. tins, per case	4 20
10-lb. tins, per case	4 00
24 2-lb. tins	3 75

WHITE CORN SYRUP—

24 2-lb. tins	4 25
12 5-lb. tins	4 70
6 10-lb. tins	4 50

PACKAGE CEREALS FIRM

Montreal.

PACKAGE GOODS.—There is no change in package goods this week apart from an advance in Purity Rolled Oats which now makes the family size $5.00 and the regular size $2.00 a case. This price is now on the same basis as other brands of rolled oats. All other lines are steady in price.

PACKAGE GOODS—

Breakfast fod, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 75
Do., 20-lb. cartons, lb.		0 35
Corn Flakes, 3 doz. case	3 40 3 55	3 75
Cornmeal, yellow, 24s.		2 85
Rolled oats, 20's		5 00
Rolled oats, 18's		2 00
Aluminum package, 20's		6 00
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s.		2 55
Hominy, pearl or gran., 2 doz.		3 00
Scotch Health Bran (20 pkgs.), case		3 50
Pancake flour, self-raising, doz.		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat 36s, case		6 40
Do., 20s case		6 50
Self-raising flour (3-lb. pkg.) doz.		2 25
Do., (6-lb. pkg.) doz.		4 40
Do., buckwheat flour, per doz.		1 50
Corn starch (prepared)		0 09
Corn starch, 1 lb. pkgs.		0 07½
Potato flour		0 14½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 35
Shredded wheat		4 45
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		0 09¼
Celluloid starch, 45 pkgs., case		3 80
Malt Breakfast Food pkgs.)		9 60
Macaroni		3 75
Spaghetti		3 75
Egg noodles, Quaker		2 25
Canadian cheese loaf, lb.		0 30
Swiss cheese loaf		0 42

ANOTHER ADVANCE IN PRUNES

Montreal

DRIED FRUITS.—The feature of the dried fruit market is another advance in the price of prunes. This advance amounts to ½ and 1c. on the different numbers. The prune market has been strong for some time and the advance here quoted is not unexpected. The current market is also a feature with strong primary markets and higher prices on recent shipments which will show an advance in wholesale prices in the near future.

DRIED FRUITS—

Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)		0 16
Peaches (fancy)		0 28
Do., (choice)		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon		0 28
Orange		0 28
Citron		0 44
Raisins (seeded)		
Valencias	0 20	0 21
Sultana, unbleached		0 20½
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 6 Crown		0 21

Fancy Seeded (bulk)	0 18	0 19
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.	....	0 24
Do., 16 oz.	....	0 26
California Seedless, in bulk	....	0 23
Cluster, 20 1-lb. pack.	....	7 25
Currants, loose	....	0 13½
Dates, Excelsior (36 10s), pkg.	....	5 00
Hard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	7 75
Loose	0 10	0 12
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼'s, lb., 7 crown	....	0 40
Do., 2½s, lb.	....	0 43
Do., 2¾s, lb.	....	0 45
Figs, 5 Crown, 10 pounds	0 24	0 26
Do., 12 ounce packages	....	0 25
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), mats.	....	0 09
Do., Turkish, 3 crown, lb.	....	0 22
Do., 5 Crown, lb.	....	0 28
Do., 7 crown, lb.	....	0 30
Prunes (25-lb. boxes)—20-30s	....	0 32
30-40s	....	0 21
40-50s	....	0 18
50-60s	....	0 14½
60-70s	....	0 14
70-80s	....	0 12½
80-90s	....	0 12
90-100s	....	0 11½

HIGHER PRICES ON ONIONS

Montreal.

VEGETABLES.—Onion prices continue to advance with a price of $12.00 on crates of Spanish onions and $14.00 on red onions. Even at this price there is a fair demand which holds the price up. Sweet potatoes are advanced to $4.00 per hamper. The potato market is strong and while some dealers are still holding to the $1.60 price other quotations run as high as $1.80. It seems evident that potatoes are due for a general advance. Imported celery is easier in price and new imported cabbage is reduced to $4.00 per barrel.

VEGETABLES—		
Cabbage, local, per bbl.	2 50	3 00
Cabbages, new	....	4 00
Carrots, new, per bag	0 75	1 00
Celery, imported, crate	....	7 25
Horseradish lb.	....	0 60
Mint	....	1 00
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Parsnips, bag	....	1 00
Peppers, green, doz.	....	0 50
New potatoes, Mont. (90-lb. bag)	1 50	1 60
Do., sweet hamper	....	4 00
Spanish onions, per case	....	12 00
Turnips, per bag	0 75	1 00
Red Onions, per crate	7 50	8 00
Do., per 100 lbs.	....	14 00
Texas Onions, per crate	....	3 50
Yellow onions, per cwt.	....	6 00

LEMONS ADVANCED

Montreal.

FRUIT.—The forecasted advance in the price of apples has come and all quotations are advanced. The supply of apples is short and the market is strong with box apples also advanced from 50c to 75c. Oranges remain firm with a good demand for Seville bitter oranges at $6.75 a case. Lemons are 50c. higher with an increased demand.

FRUIT—		
Apples, Greenings	9 50	10 00
Spys	10 00	12 00
Baldwins	9 50	10 00
Boxes, 175s, 210s	3 75	4 50
Bananas (as to grade) bunch	6 00	7 25
Lemons, 300-360s	....	6 00
Grape Fruit, Porto Rico	....	4 25
Spys	9 00	10 00
Domestic	....	6 00
Russetts	8 00	9 00
California navels	....	6 50
Porto Rico Oranges	....	5 00
Seville bitter oranges,	2 00	6 75
Do., Blood Oranges, half boxes	....	3 75
Malaga grapes, kegs	9 50	9 00
Tokay grapes, per crate	....	4 50
Blue and green grapes, per bas.	0 40	0 50
California Pears, per case	....	5 75
Cranberries, barrel	....	30 00

ONTARIO MARKETS

TORONTO, February 15.—The cereal market has stronger tendencies with some advances on rolled oats. Ontario beans are becoming scarce while California limas at primary prices are steadily advancing in price, due to the light stock and small crop of last season. Canned vegetables are firmly held and fruits are showing an improved inquiry with prices well maintained. Indications on the prune situation continue to point toward firmer prices and practically a clean-up of the balance of last year's crop by the beginning of the summer months. Shelled nuts continue easy at the moment but statistically the future situation appears strong on account of the small stocks available in countries of production. There is no change in refined sugar, but the raw markets were a shade easier during the week. The tea markets continue to show upward tendencies. California oranges are firm at the highr prices while lemons are quoted higher. California Iceberg lettuce is scarce. The potato market appears weak.

LIMA BEANS STRONGER

Toronto

BEANS.—Lima beans in primary markets have developed stronger tendencies with prices in New York steadily advancing. This is attributed to the small crop in California last season. The California Lima Bean Growers' Association report that their holdings are very light and that the market will be bare long before the new crop is available on the market. Prices at the coast are advancing rapidly from $7.60 to $9.00 and it is predicted that prices will reach $10.00 within another month. In the local market there is little change but as spot stocks are not large it is safe to assume that prices here will follow the higher primary market. In Ontario beans, the situation is fairly firm but at the moment there are no changes to report.

BEANS—		
Ontario hand picked, per bushel	375	3 85
Do., No. 1 lb. pickers, per bushel	3 40	3 50
Cal. Limas, per lb.	0 10	0 10½

CANNED GOODS HOLD FIRM

Toronto.

CANNED GOODS.—There is little change in this market other than a continued firmness on tomatoes and peas. Canned fruits are holding a firm position with a slight improvement in the demand. Marmalade appears to be moving more rapidly since the lower prices became effective. Jams are firm although there appears to be some cutting in prices among the wholesale trade.

CANNED GOODS—		
Shrimps		2 90
Sockeye 1s, doz.		5 60
Do., ½s, doz.		3 25
Alaska red, 1s		4 25
Cohoe 1s, doz.		2 90
Do., ½s, doz.		1 90
Pinks, 1s doz.		1 45
Lobster, ½-lb. doz.,	3 75	4 15
Do., 1-8-lb. tins	2 50	2 75
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	....
Canned Vegetables—		
Tomatoes, 2½s, doz.	....	1 75
Do., Gal. No. 10 tins, doz.	5 95	6 25
Peas, standard, doz.	....	1 75
Do., Early June	....	2 25
Do., Sweet Wrinkle	....	2 40
Do., Extra Sifted	....	3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.	....	2 15
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.	....	6 60
Canadian corn	1 40	1 50
Pumpkins, 2½s, doz.	1 50	1 60
Do. gal., No. 10 tins, doz.	1 50	1 60
Spinach, 2s, doz.	....	1 60
Pineapples, sliced, 2s doz.	3 40	4 25
Do., shredded, 2s, doz.	4 75	5 25
Do., sliced, 2½s, doz.	....	4 25
Apples, gal., doz.	....	5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.	....	3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Do., Green Gage	3 25	3 40
Cherries, pitted H.S.	....	4 25
Blueberries 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz., doz.	3 00	3 75
Do., 16 oz. doz.	3 50	4 65
Do., 4s, each	0 85	1 07
Strawberry, 12 oz., doz.	3 25	3 75
Do., 16 oz., doz.	3 25	4 65
Do., 4s, tins	0 95	1 04
Raspberry, 12 oz., doz.	2 40	3 75
Do., 16 oz., doz.	3 25	4 65
Do., 4s, tins	0 85	0 97
Marmalade—		
12 oz. glas, doz.	2 25	2 45
16 oz., glass, doz.	2 75	2 90
No. 4 tins, each	0 58	0 65

CEREALS STRONGER

Toronto.

CEREALS.—The market generally has decidedly firmer tendencies following the upward turn in the grain markets. Rolled oats have been stronger for sometime past and some wholesalers are quoting a higher figure of $3.10 per bag; others, however, continue to quote $2.95 per bag on account of the stocks on hand when the last manufacturers' advance took place.

CEREALS—		
Barley, pearl, 98s	....	5 00
Buckwheat flour, 98s	....	3 75
Barley, pot, 98s	....	2 90
Barley Flour, 98s	....	6 25
Cornmeal, golden, 98s	....	2 40
Oatmeal, 98s	....	4 30
Corn flour, 98s	....	2 75
Rye flour	....	3 25
Rolled oats, 90s	2 95	3 10
Rolled wheat, barrel	....	6 00
Cracked wheat, bag	....	5 25
Breakfast food, 98s	....	4 50
Rice flour, 100 lbs.	....	10 00
Flaxseed, 98s	....	7 00
Peas, split, per bag	....	6 50
Marrowfat Green peas, Ont.	7 75	8 50
Do., English, per lb.	....	0.11
Graham flour, 98s	....	3 25
Whole wheat flour	....	3 85
Wheat kernels, 98s	....	5 00
Farina, 98s	....	5 35
Lentils, Red, lb.	0 18½	0 19¾

HONEY UNCHANGED

Toronto.

HONEY.—The market holds steady under a good demand for present requirements.

HONEY—		
5-pound tins, per lb.	....	0 16½
10-lb. tins, per lb.	....	0 15½
60-lb. tins, per lb.	....	0 15
Comb, per doz	3 75	4 50

PRUNES STRONGER AT COAST

Toronto

DRIED FRUITS.—Prunes in primary sources are steadily indicating a stronger market. It is now estimated that not more than 10 per cent. of last season's crop remains in packers' hands, or from 10,000 to 15,000 tons. The next three months will probably see the biggest consumption of prunes and it is expected that by the end of the spring months the entire balance will be cleaned up. Peaches and apricots continue in a strong position on account of the scarcity but there does not appear to be a heavy consumption of the latter mainly due to the high prices.

DRIED FRUITS:		
Citron caps, 12-lb. boxes, lb.		0 06
Lemon caps, 12 lb. boxes, lb.		0 29
Orange caps, 12 lb. boxes, lb.		0 31
Mixed containing 4½ lb. lemon per lb.		0 35
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½ lb. orange 3 lb. citron caps, 3 dozen per case, per dozen		4 50
Currants—		
Greek Filliatras, cases	0 14	0 14½
Do., Patras	0 17	0 17½
Do., Vostizza		
Dates—		
Excelsior, pkgs., 3 doz., in case	2 65	2 85
Dromedary, 3 doz. to case		7 50
Fard, per lb.		0 26
Hallowee dates, per lb.		0 12½
Do., Sair		0 07¾
Prunes—		
30-40s, 25s		0 19½
40-50s, 25s		0 16½
50-60s, 25s		0 14½
60-70s, 25s		0 13½
70-80s, 25s		0 12½
80-90s, 25s		0 11¼
Raisins—		
California, Sultanas, lb.		0 21
Do., 15 oz. pkts.		0 22½
Seeded, 15-oz. packets		0 26
Do., 11-oz. packets		0 21
Seeded, 15-oz. packets	0 20½	0 21
Thompsons, seedless		0 22½
Valencia, Spanish	0 22½	0 28½
Clusters, boxes, 20 1-lb. pkg.		6 65
Smyrna Sultanas		0 23½
Muscat, 25 lb. box		0 19
Evaporated apples	0 16	0 17½
Figs—		
Smyrna, bags, approx. 28 lbs.		0 14½
Do., 60-lb. bag		0 12½
Layer, 4 Crown		0 30
Layer, 7 Crown	0 28	0 35
Pulled, 10 lb. box, per lb.		0 34
Pulled, 1-lb. box, each		0 20
Do., 2-lb. box, each		0 36
Mats	0 09	0 09½
Peaches—		
Choice		0 20
Standard		0 18½
Apricots—		
Choice		0 32
Standard		0 28

COCOANUT EASIER

Toronto.

NUTS.—There are no new developments to report in the market for shelled nuts. Prices are easier than a few weeks ago, but statistically the future of the market appears strong on account of the small balance of last year's crop in primary markets. Cocoanut is in an easy position with prices somewhat lower; unsweetened featherstrip is quoted at 22c per lb., while shred, sweetened and unsweetened is quoted at 20c per lb. Pilliner brand in packages, is quoted at $1.80 per doz. for 8 oz. and 95c per doz. for 4 oz. packages.

NUTS—		
Almonds, Tarragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian		0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, strip, lb.		0 22
Do., sweetened, lb.		0 22
Do., shred		20
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 19	0 20
Do., medium	0 14	0 18
Mixed nuts, bags 50 lbs.	0 20	0 25
Pecans		0 30
Shelled —		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 28	0 37
Walnuts, Bordeaux, lb.	0 75	0 80
Do., Manchurian, lb.	0 55	0 70
Do., Broken	0 43	0 48
Jordan almonds	0 70	0 75
Peanuts, Spanish, lb.	0 09	0 10
Pecans, lb.	0 85	0 90
Brazils, lb.		0 60

NO CHANGE IN SUGAR

Toronto

SUGAR.—There is nothing of special interest to report in the refined sugar situation. Refiners continue to quote $7.24 Toronto, basis, but there still appears to be some irregularity in wholesalers' prices to the retail trade. The New York raw sugar market was a shade easier during the week with some of the American refiners also quoting standard granulated at a slight reduction.

SUGAR—	
St. Lawrence, extra gran., cwt.	7 24
Atlantic, extra gran.	7 24
Acadia Sugar Refinery, ex gran.	7 24
Dom. Sugar Refinery, ex. gran.	7 05
Canada Refinery, gran.	7 24

Differentials: Granulated, advance over basis 50-lb. sacks, 25c; barrels, 5c; gunnies, 5-20, 40c; gunnies, 10-10s, 50s; cartons, 20-5s, 60c.

SYRUPS STEADY

SYRUPS.—The market for syrup and molasses is steady with no change in quotations.

SYRUPS—	
Corn Syrup—	
Barrels, about 700 lbs., yellow	0 05½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 50
Cases, 2-lb. tins, yellow 2 doz. in case	3 75
Cases, 5-lb. tins, yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz.	4 00
Sugar Syrup—	
Cases, No. 2 tins 24 to case	4 25
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 00
No. 3 tins, 2-doz. case	5 20
No. 5 tins, 1-doz. case	4 40
No. 10 tins, ½-doz. case	4 05
Pails—No. 1	1 15
Pails, No. 2	1 70
Pails No. 5	3 35
Molasses, table grade—	
No. 2 tins, 2-doz. case	6 25
No. 3tins, 2 doz. to case	8 70
No. 5 tins, 1-doz. case	7 20
No. 10 tins, 1-doz. case	6 85
Pails—No. 1	1 60
Pails—No. 2	2 65
Pails—No. 5	6 70

SPICES STEADY TO FIRM

Toronto.

SPICES. — The market generally shows little change as compared with a week ago. Cloves appear to be the strongest item at the moment with peppers being held in small compass. Quotations to the retail trade are unchanged but are firmly held mainly on account of the smallness of spot stocks, and the advance in exchange.

SPICES—		
Allspice	0 18	0 21
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 60	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 45
Mustard, pure	0 35	0 40
Pastry		0 32
Pickling spices		0 18
Mace		0 65
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.	0 60	0 70
Do., 80s		0 35
Chillies, lb.		0 50
Nutmegs, selects, whole	0 26	0 40
Do., ground		0 28
Mustard seed, whole		0 20
Celery seed, whole		0 40
Coriander seed		0 18
Caraway seed, whole		0 30
Curry Powder		0 35
Cream of Tartar—		
French, pure		0 40
4-oz. packages, doz.		1 75
2 oz. pkgs., doz.		0 90

The above quotations are for the best quality

STRONGER TEA MARKETS

Toronto.

TEAS.—Upward tendencies continue to be the feature in the tea markets. It is reported that there has been more tea shipped out of India and Ceylon during the past few months than for many years for the same period and it has been predicted that the London market would see "starvation stocks" during the early part of the summer. These heavy shipments are attributed in part to the pending political and labor troubles in India and also to the heavy buying on the London market. There is little change in the local situation but some brokers are of the opinion that this summer will see tea prices the highest on record.

TEAS—		
Pekoe Souchongs	0 34	0 38
Pekoes	0 36	0 58
Broken Pekoes	0 39	0 58
Broken Orange Pekoes	0 50	0 65
Japans and Chinas—		
Early pickings, Japans		0 58
Do., seconds		0 50
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 60

Above prices give range of quotations to the retail trade.

LEMON PRICES HIGHER

Toronto.

FRUITS.—Oranges continue in a strong position at prices ranging from $6.00 to $6.75 per case. Messina are higher at $6.00 to $7.00 per case. There are still some Malaga grapes offered but are held at a high figure of $15.00 per keg. Grapefruit is slightly higher at $5.50 to $6.50 per case for Floridas. Bitter oranges are meeting with a good demand at $5.00 per case.

FRUITS—		
Oranges Navels, 100s		6 00
Do., 126s		6 25
Do., 150s, 176s, 200s	6 50	6 75
Do., Florida	5 00	6 00
Do., bitter Messina,		5 00
Tangerines, per case	4 00	5 50
Lemons, Messina	6 00	7 00
Bananas, per lb.	0 07	0 07½
Apples—Barrel.		
Baldwins, No. 1		8 00
Baldwins No. 2		7 00
Grapes, Malaga, bbls.	15 00	15 00
Apples, B.C., boxed	3 25	4 50
Cranberries, Cape Cod, bbls.		30 00
Grapefruit, Florida	5 50	6 50
Pomegranates	2 00	3 00
Strawberries, Floridas, per box		0 90
Rhubarb, per doz.	1 25	1 50

ICEBERG LETTUCE SCARCE

Toronto.

VEGETABLES.—The recent heavy frosts in California practically destroyed all of the growing Iceberg lettuce and in consequence little is offered on this market. Texas Boston head lettuce is being brought in to take the place of the California variety, the price to the trade being $3.50 per hamper. The first car of Mexican tomatoes has arrived and

quoted at $7.50 per lug of approximately 30 lbs. The potato market continues to show easy tendencies; prices however, show little change this week.

VEGETABLES—

Cabbage, per barrel	4 50	5 00
Potatoes, Delaware, per bag	1 65	1 75
Do., Ontario	1 40	1 50
Beets, per bag	....	1 50
Carrots, per bag	1 00	1 25
Turnips, per bag	0 75	0 85
Parsnips, per bag	1 00	1 25
Onions, Spanish, crate	....	11 00
Do., sack, 100lbs.	....	10 00
Celery, Florida	5 00	6 25
Cauliflower, Cal., case	5 50	5 75
Head Lettuce, iceberg, case		6 75
Sweet potatoes, per hamper	2 75	3 00
Mushrooms, per bkt.	....	2 50
Shallotts, per doz.		1 00
New Carrots, hamper		2 50
New beets, hamper	....	2 00
New parsley, hamper	....	2 25
New cabbage, case		7 00
Endive, per hamper		2 00
Radish, per doz.		0 85
Green peppers, per doz.	....	1 00
Tomatoes, Mexican lugs	....	7 50

PACKAGE CEREALS STEADY

Toronto.

PACKAGE GOODS.—Quotations are steady and unchanged. The market generally, however, is in a firm position and prices are more firmly maintained by local wholesalers and there does not appear to be the price cutting going on as there was a few weeks ago.

PACKAGE GOODS—

Rolled Oats, 20s, round, case	....	5 00
Do., 18s, case	....	2 00
Do., 20s, square case	....	5 00
Do., Aluminum Prem., 20s	....	6 00
Corn Flakes 36s, case	3 10	3 75
Porridge Wheat, 36s, reg., case.	....	6 00
Do., 20s, family, case	....	6 80
Package peas, per doz.	....	0 90
Cornstarch, No. 1, lb. carton	....	0 09
Do., No. 2, lb. cartons	....	0 07½
Laundry starch	....	0 07
Do., in 1-lb. cartons	....	0 07¾
Do., in 6-lb. wood boxes	....	0 11¼
Do., in 6-lb. tin canisters	....	0 14½
Celluloid starch, case	....	4 00
Potato flour, 1-lb.	....	0 14½
Fine oatmeal, 20s	....	5 75
Cornmeal, 24s	....	2 30
Farina, 24s	....	3 25
Barley, 24s.	....	2 75
Self-rising Pancake Flour, 24s.	....	2 70
Buckwheat flour, 24s	....	2 70
Self-rising pancake flour, 18s	....	3 85
F. S. Hominy, gran. case	....	3 00
Do., pearl, case	....	3 00
Scotch pearl barley case	....	2 70
Puffed rice pancake flour, 24s	....	2 90
Macaroni 30-16 oz. per case	3 40	3 75
Do., 30-8 oz. per case	2 00	2 20

MANITOBA MARKETS

WINNIPEG, February 15.—The Brazilian coffee market shows a firmer tone and advances are expected. Salmon market is becoming stronger as English importers have made bids for new pack sockeye and it is expected that there will be a larger demand for Alaska reds this season. The prune association has advised that they are completely sold out of prunes. French Bordeaux shelled walnuts are slightly easier. The sugar market remains unchanged while all lines of spices are holding firm.

COFFEE ADVANCING

Winnipeg

COFFEE.—News from Brazil states that an English syndicate have recently advanced ten thousand pounds to the Brazilian government against collateral of 400,000 bags of coffee in warehouses at Santos. Rio and Victoria have entered the option market and are operating for the Brazilian government and have purchased some 2,000,000 bags Santos March options. Sterling exchange has advanced and is now higher than it has been since 1919 and this advance was reflected somewhat in Santos prices. Santos Milreis are four hundred Reis higher than last week and with spot stocks of coffee in New York very low the tendencies are for an advance.

COFFEE—

Rio, roasted, best grade, per lb.	0 19½	0 20½
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica, roasted, best grade, lb.	0 28	0 30
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

SOCKEYE SALMON HIGHER

Winnipeg

CANNED GOODS.—The salmon market has become stronger at the coast due to stocks being depleted on account of export demand. It will be of interest to know that English buyers are coming into the market for new packed Sockeye. English importers have already made bids for the majority of the new season's pack at $19. per case for halves. The English market is bare of Sockeye and the Japanese and Siberian red Salmon which was dumped on the British market has not graded up to expectations and although we look for a larger pack, it will likely be a scramble for the 200,000 cases or so which is expected to be put up this year. France is also very much interested in pink salmon and in view of the demand for Sockeye and the expected shortage of pinks every indication points to higher prices even before the fishing starts. The trade feels that there will be larger demand for Alaska reds this season.

CANNED FISH—

Shrimps, 1s, 4 doz. case, doz.	....	2 75
Finnan Haddie, 1s, 4 doz. case	8 25	11 50
Do., ½s, 8 doz. case, case	....	7 25
Herring (Can.) 1s, 4 doz. case, per case	6 50	8 00
Do., imported, ½s, 100 doz. cs.	....	21 50
Lobsters, ¼s, 8 doz. case, doz.	....	2 35
Do., ½s, 4 doz. case, doz.	....	4 00
Oysters, 1s, 4 doz. case, case	....	9 40
Do., 2s, 8 oz. 2 doz. case, case	....	7 90
Pilchards, 1s, tall, 4 doz. case, per case	....	6 90
Do., ½s, flat, 8 doz. case, case	....	9 00
Salmons—		Per case
Sockeye, 1s, tall, 4 doz. case	....	20 00
Do., ½s, flat, 8 doz. case	....	21 25
Red Spring, 1s, tall, 4 doz. case	....	16 25
Do., ½s, flat, 8 doz. case	....	17 00
Cohoe, 1s, tall, 4 doz. case	12 00	13 00
Do., ½s, flat, 8 doz. case	13 00	14 00
Pink, 1s, tall, 4 doz. case	....	6 25
Do., ½s, flat, 8 doz. case	....	8 00

CANNED FRUITS (Canadian)—

		Per case
Apples, 6 tins in case	....	3 20
Blueberries, 2s, 2 doz. case	....	5 00
Cherries, 2s, 2 doz. case	....	7 20
Gooseberries, 2s, 2 doz. case	....	7 50
Lawtonberries, 2s, 2 doz. case	....	7 00
Peaches, 2s, 2 doz. case	6 60	7 10
Pears, 2s, 2 doz. case	6 45	7 00
Plums, Green Gage, H. S. 2s, 2 doz. case	....	6 00
Plums, Lombard, H. S., 2 doz. case	....	5 95
Plums, Lombard, L. S., 2s, 2 doz. case	....	4 65
Raspberries, 2s, 2 doz. case	8 00	8 60
Strawberries, 2s, 2 doz. case	8 00	8 60

CANNED FRUIT (American)—

		Per case
Apricots, 1s, 4 doz. case	....	10 60
Peaches, 2½s, 2 doz. case	....	9 15
Peaches, sliced 1s, 4 doz. case	....	10 85
Do., Halves, 1s, 4 doz. case	....	10 75
Do., 2s, 2 doz. case	....	6 90
Pears, 1s, 4 doz. case	....	12 75
Pineapple, sliced, 2s, 2 doz. case	....	7 25

CANNED VEGETABLES—

Asparagus tips, 1s, tins, 4 doz. case, per doz.	....	4 40
Beans, Golden Wax, 2s, 2 doz. case, per case	....	4 75
Beans, Refugee, 2s, 2 doz. case	....	4 60
Corns, 2s, 2 doz. case	2 95	3 50
Peas, Standard, 2s, 2 doz. case		3.75-4.00-4.65
Peas, Early June, 2s, 2 doz.	4 50	4 65
Sweet Potatoes, 2½s, 2 doz. case	....	7 00
Pumpkin, 2½s, 2 doz. case	3 90	4 00
Sauer Kraut, 2½s, 2 doz. case	....	4 55
Spaghetti, 2s, 2 doz. case	....	2 05
Tomatoes, 2½s, 2 doz. case	3 95	4 25
Spinach, 2½s, 2 doz. case	....	6 75

PRUNES REPORTED SCARCE

Winnipeg.

DRIED FRUITS.—The packers and dealers in dried fruits in California are just now experiencing a quite unusual opportunity in trading for this time of the year. The prune association has advised that they are completely sold out and they state that there is not more than 15,000 tons of prunes at the outside unsold on all hands and from all sections in California. Trading in this line has been most active during the past month. Evaporated apples are slightly firmer and apricots are a trifle better held where available. Figs are pretty well cleaned up but some quoters outside of the association are inclined to advance their prices on bulk lines. Raisins are moving gradually and are without any particular new features.

DRIED FRUITS

Evaporated apples, per lb.	....	0 18
Currants, 90-lb., per lb.	....	0 14
Do., 8 oz. pkgs., 6 doz. case, lb	....	0 12
Dates, Hallowee, bulk, lb.	....	0 15
Do., pkgs., 3 doz. case, lb.	....	0 11½
Figs, Spanish, per lb.	....	0 15
Loganberries, 4 doz. case, pkt.	....	0 23½
Peaches, standard, per lb.	....	0 17
Do., choice, per lb.	....	0 18
Do., fancy, per lb.	....	0 20
Peaches, unpitted, per lb.	....	0 10
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton	....	1 30
Prunes—		
30-40s, 25s, per lb.	....	0 21
40-50s, 25s, lb.	....	0 18½
50-60s, 25s, lb.	....	0 15
60-70s, 25s, lb.	....	0 13½
0-70s, 25s, lb.	....	0 13½
80-90s, 25s	....	0 11½
90-100s, 25s, lb.	....	0 09
In 5-lb. cartons, carton	0 68	0 75
Raisins—Seeded—		
Cal., pkg., 16 oz., fancy, per pkg.		0 20
Do., pkg., 12 oz., fancy, per pkg.		0 16¾
Do., 16 oz., choice, per pkg.		0 19
Do., 12 oz. choice, per pkg.		0 16
Cal. 5-lb. cartons, per carton		1 20
Do., bulk, 25-lb. boxes, per lb.		0 19
Raisins—Seedless—		
Cal., pkg., 11 oz., per lb.		0 19½
Do., bulk, 25-lb. boxes, per lb.		0 22
Do., bulk, 5-lb. cartons, per carton		1 30
Do., Cal. Muscatels, 5 lb. carton, per carton		1 35
Apricots, choice, 25s, lb.		0 32
Do., 10s, lb.		0 34
Do., Standard, 10s, lb.		0 28¼
APRICOTS—		
Do., Standards, 25s, lb.	....	0 25½
Do., choice, 10s, per lb.	....	0 34
Do., choice, 25s, per lb.	....	0 32
Do., fancy, 25s, lb.	....	0 35
Do., fancy, 10s, lb.	....	0 36
Apricots, 5 lb. cartons, per carton		1 65

NO CHANGE IN CEREALS

Winnipeg.

CEREALS.—There is practically no change in bulk or package cereals this week. The demand is fair with a steady movement of supplies.

PACKAGE CEREALS—

Rolled Oats, 20s, round cartons	3 75 4 65
Do., 36s, case square pkts.	3 50
Do., 18s, case	2 10
Corn Flakes, 36s, case	3 50 3 80
Cornmeal, 2 doz. case, per case	3 40
Puffed wheat, 4 doz. case, per case	4 40
Puffed rice, 3 doz. case, per case	5 70
Cream of Wheat, 3 doz. case, per case	7 50
Grape Nuts, 2 doz. case, per case	3 80
Package Peas, 3 doz. case, per case	3 00

BULK CEREALS—

Rolled Oats, 80s, per bag	2 25
Do., 40s, per bag	1 20
Do., 10-18s per bale	3 10
Do., 15-6s, per bale	3 60
Oatmeal, 98s, gran. or stand. bag	3 00
Wheat granules, 98s, per bag	4 10
Do., 16-6s, per bale	4 65
Peas, whole, green, 100-lb. bag per bushel	3 85
Do., split, yellow, 98s, per bag	7 50
Do., split, yellow, 49s, per bag	3 80
Beans, fancy, hand picked, 100-lb. bag, per bush	3 55 to 4 25
Do., Lima, 100-lb. bag, per lb.	0 12½ 0 13
Barley, pot, 98s, per bag	3 00
Do., pot, 49s, per bag	1 60
Do., pot, 24s, per bag	0 85
Barley, pearl, 98s, per bag	4 25
Do., barley, 49s, per bag	2 20
Do., pearl, 24s, per bag	1 15
Cornmeal, 98s, per bag	2 50
Do., 49s, per bag	1 30
Do., 24s, per bag	0 66
Do., 10-lbs., per bale	3 20
Buckwheat, whole 98 lb. bag per bag	6 25

FLOUR MARKET FIRM

Winnipeg

FLOUR.—Further advances in the wheat market give flour prices a strong undertone, but local dealers have not changed their quotations. Buyers, however, are confining their purchases to immediate requirements.

FLOUR—

98-lb sacks	3 75
Two 49-lb sacks	3 82½
Four 24-lb sacks	3 92½

JAM MARKET FIRM

Winnipeg

JAM.—The jam market shows very little change. Prices have already been advanced over the opening prices and still higher prices are expected before the new crop is ready for the market. The better selling varieties are becoming scarce as the demand is showing a decided improvement.

JAMS

Strawberry, 4s per tin	0 89
Black Currants, 4s, per tin	0 89
Raspberry, 4s, per tin	0 89
Apricots, 4s, per tin	0 83
Cherry, 4s, per tin	0 83
Peach, 4s, per tin	0 83
Compound (all flavors). 4s, tin	**0 55**

WALNUTS SLIGHTLY LOWER

NUTS.—French Bordeaux shelled walnuts are slightly easier. Good shipments of Spanish halves and Manchurian dry white are arriving and are quoted at attractive prices. Spanish halves are quoted at 68c. per lb., with Manchurian at 55c. There is very little change in the shelled almond situation.

NUTS, SHELLED—

Almonds, per lb.	0 44½
Spanish Peanuts, No. 1 lb.	0 12
Pecans, per lb.	0 90
Walnuts, per lb.	0 72
Brazils, per lb.	0 62

NUTS IN SHELL—

Peanuts, roasted, Jumbo, lb.	**0 23½**
Walnuts, per lb.	**0 23**
Almonds, per lb.	**0 20¼**
Brazils, per lb	0 18
Pecans, per lb.	0 30
Filberts, per lb.	0 16

RICE MARKET FIRM

Winnipeg.

Rice.—Oriental rices continue to rule firm according to reports just received due to the strike in Hong Kong. Southern rice is somewhat firmer in sympathy although the market is not over active.

RICE—

No. 1 Japan, 100-lb. sacks, lb.	0 8¼
Do., 50-lb. sacks, lb.	0 8⅝
Siam, 10-lb. bags, lb.	0 5¾
Do., 50-lb. bags, lb.	0 06
Sago, sack lots, 130 to 150 lbs., per lb.	**0 07¾**
Sago, in less quantities, lb.	0 08¼
Tapioca, Pearl, per lb.	0 07½ 0 08¼

SUGAR UNCHANGED

SUGAR.—The sugar market is practically unchanged. There is no change in wholesalers prices and none expected for some time. There is a marked improvement in the demand for sugar at the price of $8 per cwt.

SUGAR—

Extra gran. bags, 100 lbs.	8 00
Do., gunnies, 5-20 lbs.	8 40
Do., gunnies, 10-10 lbs.	8 50
Do., cartons, 20-5 lbs.	8 60
Do., cartons, 50-2 lbs.	8 75
Yellow, No. 1 lt., bags, 100 lbs.	7 60
Do., golden, bags, 100 lbs.	7 50
Powdered sugar, bbls.	8 40
Do., boxes, 50 lbs.	8 60
Do., boxes, 25 lbs.	8 80
Icing barrels	8 50
Do., boxes, 50 lbs.	8 70
Do., boxes, 25 lbs.	8 90
Soft lumps, boxes, 100 lbs.	8 80
Do., boxes, 50 lbs.	9 10
Do., cases, 20 cartons	9 85
Do., cases, 40½ lbs.	10 60
Small lump, boxes, 100 lbs.	8 70
Do., boxes, 50 lbs.	8 80
Do., boxes, 25 lbs.	9 00
Do., cartons, 50 2-lbs.	10 10
Hard lump, boxes, 10 lbs.	8 80
Do., boxes, 50 lbs.	8 95
Do., boxes, 25 lbs.	9 10

SYRUP MARKET STEADY

Winnipeg.

SYRUPS.—There is practically no change in quotations on corn or cane syrup. No heavy buying is reported by distributors. There is a fair amount of transient trading to take care of the passing requirements of the trade.

CANE SYRUP—

No. 2s	5 50
No. 5s	6 25
No. 10s	5 80
No. 20s	**5 60**

CORN SYRUP—

Cases, 2-lb. tins white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 45
Cases, 20-lb. tins, white, ¼ doz. in case	4 45
Cases, 2-lb. tins, yellow, 2 doz. in case	3 75
Cases, 5-lb. tins yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz. in case	**3 95**
Cases, 20-lb. tins, yellow, ¼ doz. in case	**3 90**

MAPLE SYRUP—

Pure, 2½'s, tins, case of 2 doz.	20 00
Pure, 5s, per case of 1 doz.	19 10
Pure, 10s, per case of ½ doz.	17 75

TABLE SYRUP—

Maple flavor, 2½'s, tins, per case of 2 doz.	10 50
Do., 2s, tins, per case of 1 doz.	10 00
Do., 1s, tins, per case of ½ doz.	9 75

MOLASSES BARBADOES—

2 lb. tins, 2 doz. case	8 35
3 lb. tins, 2 doz. case	10 80
5 lb. tins, 1 doz. case	9 50

MOLASSES BLACKSTRAP—

½s, 4 doz. case, per case	4 65
10 lb. tins, ½ doz. case	9 20
2s, tins, 3 doz. case	4 50
2½s, tins, 2 doz. case	4 15
5s, tins, 1 doz. case	3 95
10s, tins, ½ doz. case	3 80

STARCH RULING FIRM

Winnipeg.

STARCH.—The market is more or less nominal as the demand is of a routine character, and is mostly concentrated on small orders to fill immediate requirements.

SPICES HOLD FIRM

Winnipeg.

SPICES.—Trading in the spice market is reported to be narrow. Trading in peppers has been small although white peppers are in smaller supply than for some time past. Red peppers continue steady with only a limited supply available. The receipts of new crop Jamaica ginger are below normal and prices are ruling high. Nutmegs, mace, and cloves continue to rule firm.

TEA MARKET FIRM

Winnipeg.

TEA.—The undertone of the primary tea market continues firm. A moderate business locally continues to be done at unchanged quotations.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 35	0 40
Do., second quality	0 32	0 35
Pekoe, first quality	0 40	0 42
Do., second quality	0 35	0 40
Broken Pekoe, first quality	**0 42**	**0 48**
Broken orange Pekoe 1st qual.	**0 50**	**0 60**
Japan, first quality	0 42	0 60
JAVAS—		
Pekoe Souchongs	**0 30**	**0 32**
Pekoe	**0 32**	**0 40**

NO CHANGE IN FRUITS

Winnipeg

FRUITS.—There is practically no change in quotations on fruits. Oranges are in fair demand at $7.00 to $7.50 per case. Lemons are in good demand at $8.00 to $8.50 per case. There is an improvement in the demand for apples at unchanged quotations.

NO CHANGE IN VEGETABLES

Winnipeg.

VEGETABLES.—Hot house rhubarb continues in good demand at 25c. per lb. California cauliflower is reported scarce as well as California celery. Texas tomatoes are quoted at $7 per case of 30 lb. while California are quoted at $9 per case.

VEGETABLES

Cabbage, per lb.	0 02½
Head Lettuce, per case	5 00 5 50
Head Lettuce, per case	1 50
Leaf Lettuce, per dozen	0 75
Green Onions, per doz	0 40
Cucumbers, per doz.	6 50
Tomatoes, per case	7 00
Potatoes, per bushel (Carload lots)	0 40
Do., per bushel (smaller lots)	0 50
Celery, per case	14 00
Onions, per sack (B.C.)	7 50
Do., per case (Valencia)	10 00
Cauliflower, per doz.	4 00
Mint, per doz.	1 00
Parsley, per dozen	0 50 0 75
Carrots, per lb.	0 02
Beets, per lb.	0 02
Parsnips, per lb.	0 02
Brussels sprouts, per lb.	0 30
Chinese cabbage, per lb.	0 20
Green peppers, per lb.	0 30
Leeks, per doz.	0 75
B. C. Jonathans, Domestic, unwrapped per box	2 50
B. C. Wagners, Domestic, unwrapped per box	2 60
B. C. McIntosh Reds, No. 1, per box	3 25
Grapes, Malaga, per keg	16 00

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Saskatchewan Markets

FROM REGINA BY WIRE

Regina, Sask. Feb. 14.—Flour advanced twice during the week and further advances are looked for. Teas and coffees have advanced slightly. Canned raspberries and strawberries are quoted at $8.30 to $8.90 per case while standard corn is quoted at $3.00 per case. Rolled oats, 80s, are firm at $2.40. New-laid eggs are quoted at $16.50 and storage at $13.50 per case.

Beans, Kotenashi		5 95
Rolled oats, 80s		2 40
Rice, Siam		5 75
Rice, Blue Rose		9 25
Tapioca		7 25
Sago		7 25
Flour, per bbl.		7 95
Sugar, pure cane granulated, cwt		8 30
Cheese, No. 1, Ont., large		0 20¾
Cheese, No. 1, Ontario, twins		0 21
Butter, creamery, lb.		0 45
Butter, dairy, lb.		0 25
Lard, pure, 3s		9 75
Eggs, new laid, local		16 50
Do., No. 1 storage		13 50
Tomatoes, 2½s, choice		4 60
Lemons, case		8 00
Corn 2s, standard choice		3 00
Peas, 2s, standard choice		4 15
Do., 2s, Early June, choice		4 87
Salmon, Sockeye, 1s		21 00
Do., Sockeye, ½s		22 05
Strawberries, 2s, B.C. choice	8 30	8 90
Raspberries, 2s, Ontario choice	8 30	8 90
Cherries, 2s, red, pitted		7 20
Peaches, 2s, halves		7 20
Do., 2s, sliced		6 00
Apples, evaporated, lb.		0 18½
Peaches, evaporated, lb.		0 23
Prunes, 70-80		0 13
Beans—Ashcroft, per cwt.		6 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta, Feb. 14.—Flour advanced 30c. per barrel. Lard 3s, is quoted higher at $10.50 per case. Fowlers peanut butter, ones, declined 35c. per doz. Northwest biscuits in packages are reduced to $1.35 per doz. Gingerbread molasses 2s and 10s, declined 5c. per case and Domloco dropped $1.15 to $1.70 per case.

Beans, Kotenashi, per cwt	5 35	5 90
Rolled oats, 80s		2 25
Rice, Siam	6 00	6 50
Japan, No. 1	7 65	8 00
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.		7 45
Sugar, pure cane, gran., cwt.		8 19
Cheese, No. 1, Ont., large	0 22½	0 23
Alberta cheese, twins		0 20
Do., large		0 22
Butter, creamery, lb.	0 31	0 35
Do., dairy, lb.		0 22
Lard, pure, 3s		10 50
Eggs, new laid, local, case		15 00
Do., No. 1 storage, case		9 50
Tomatoes, 2½s	4 15	4 35
Pumpkin, 2½s, case	4 20	4 50
Lemons, case		7 75
Corn, 2s, standard case	2 80	3 60
Peas, 2s, standard case	3 95	4 20
New early June peas, case		4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye, ½s		21 55
Strawberries, 2s, Ont. ,case	7 95	10 00
Raspberries, 2s, Ont., case	7 60	9 25
Cherries, 2s, red, pitted		8 50
Peaches, 2s, halves		5 85
Do., 2s, sliced		6 25
Apples, evaporated, lb.		0 18
Do., 25s, lb.		0 18½
Pineapples, Hawaiian, sliced 2's	6 80	7 85
Do., canned, 2s	7 45	7 90
Potatoes, local, ton	20 00	30 00

British Columbia

FROM VANCOUVER, BY WIRE

Vancouver, B. C., Feb. 14.—Washington comb honey is offered at $3.50 per doz. Victoria leaf lettuce is advanced to $1.-35. Local rhubarb is quoted at 23c. and California at 15c. Brussels sprouts are quoted at 35c.: spinach $8.00 per crate of 60 lbs.: new radishes, 60c. per doz.: green onions, 80c. doz.: parsley, 50c. per doz.: head lettuce is higher at $6.50: lug tomatoes, $7.50: and cucumbers $3.-50 per doz. Receipts of fresh eggs are light with prices up to 42c. per doz. Flour advanced twice during the week, now quoted at $7.80 per barrel in 98s, car lot basis.

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., Feb. 14.—Cut loaf sugar is quoted $8.85. Walnuts are lower at 20c. per lb. and peanuts are down to 16c. per lb. Oranges are firm at $7.00 to $7.50 per case while grapefruit is quoted at $7.00 per case. Shortening in pails is quoted at 15½c. and tubs at 15c. per lb. Fresh eggs are quoted at 55c. Margarine is slightly reduced at 23c.

Rolled oats, bag		3 50
Do., bbls.		8 30
Cornmeal, gran., bags		3 00
Rice, Siam, per cwt.		7 00
Tapioca, per 100 lbs.		9 50
Molasses, gal.		0 60
Tomatoes, cans		2 00
Do., bags		6 00
Raisins, Valencia layers	0 24	0 30
Currants, cleaned		0 20
Prunes, 90-100, 25-lb. boxes		0 11¼
Lemon peel		0 34
Orange peel		0 34
Citron peel		0 46
Walnuts		0 20
Almonds		0 22
Brazils		0 20
Peanuts		0 16
Filberts		0 16
Cocoanuts, bag		6 00
Potatoes, per bbl.		3 00
Onions, bag		15 00
Shortenig, in pails, lb.		0 15½
Shortening, in tubs, lb.		0 15
Butter, creamery, prints		0 40
Butter, creamery, solids		0 38
Oleomargarine		0 23
Cheese, whole, lb.	0 19	0 21
Cheese, twins, lb.		0 21
Eggs, doz.		0 55
Sugar, cut loaf, cwt.		8 85
Sugar, stan., gran., cwt.		7 10
Do., Messina		6 00
Grapefruit, Florida, case		7 00
Bananas, lb.		0 13
Oranges, per case	7 00	7 50

FOOD REQUIREMENTS ARE EXPLAINED

Continued from page 27

as the grocer can help himself and also the inspector if he only conscientiously tells the inspector all he knows about certain matters. Only the other day, Mr Dager discovered a man selling from door to door in Toronto, what appeared to be maple syrup, but it was nothing more than a mixture of sugar and syrup. Grocers can very often inform the inspector of these things, and co-operation of this kind is appreciated. This inpsection works for the betterment of the trade and for the handling of better goods. Standards are steadily improving.

No Preservatives in Meats

Before concluding, Mr. Dager stated that certain butchers were using preservatives to make meats look fresh. This practice, he stated, must be stopped, as it is absolutely illegal. Artificial coloring in sausages, too, must not be used.

A vote of thanks that was enthusiastically carried was tendered Mr. Dager, it being moved by J. J. D'Arcy and seconded by J. S. Bond.

Western

B. S. Fell of Fell & Benson, retail confectioners, Regina, Sask., was a business visitor in Winnipeg during the week.

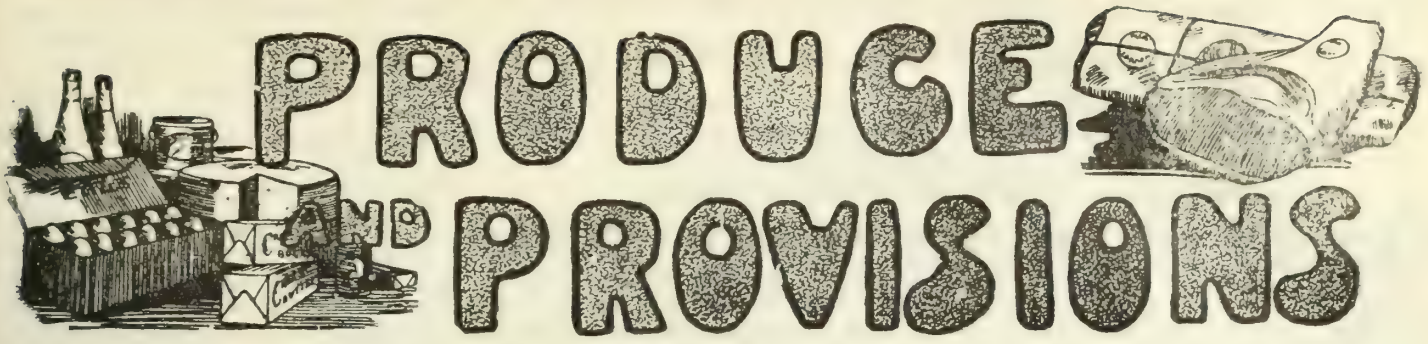
Alexander Reid, retail grocer of Brandon, Man., spent a few days in Winnipeg.

Mr. Edgar, manager of the Saskatchewan Creamery Co., Regina, was in Winnipeg on a business trip.

J. Caulder, manager of the Saskatchewan Co-operative Creamery, Moose Jaw spent a few days in Winnipeg.

George Lawrence, general merchant of Assiniboine, Sask., is on a business trip to Winnipeg.

H. Beck, Liverpool, manager of C. B. Lindsay & Co., paid an extended visit to the company's Canadian associate, Birks, Crawford & Co., Dominion Bldg., Vancouver. Mr. Beck was studying the salmon market here visiting Seattle as well in company with Mr. Crawford.



Groceries & Meats Good Combination

Harper and Clemens, Simcoe Street, Oshawa, Ont., Find The Two Work Well Together, One Helping The Sale Of The Other —Sells Thirty Hams In Special Sale on a Saturday—Advertising And Display Build Business

HARPER and Clemens, Simcoe Street, Oshawa, Ont., conduct a grocery and meat business and while the meat business shows the greater turnover at the present time, the sales in the grocery department are steadily growing. "We were of course more experienced in the butcher trade, at the start," Mr. Harper stated, "and the grocery business required more study and attention. However, we are finding that many of our customers who have only purchased their meat supplies from us, are now buying their groceries here. Each week, the grocery department is showing a nice increase over the preceding week. This is being accomplished by steady persistent selling on our part, by suggesting groceries to our meat customers, and by getting results from good displays in the windows and also in the store. The tables down the centre of the store are good salesmen for us, we keep something on them all the time."

As will be seen from the accompanying picture of the interior of the Harper and Clemens store, the grocery department is arranged down one side, and on the other is the meat section. Down the centre of the store are the tables used for displaying goods. This firm uses space in each issue of the Oshawa papers, and believes that combining advertising with a good display of goods in the windows, will sell goods every time. Service to the customer has been a big factor in stimulating trade in this store, according to Mr. Harper. Deliveries at stated intervals during the day are given to all parts of the town but the suggestion that each clerk makes to customers either in the store or on the telephone is, in the case of the merchant buying meats, certain lines of groceries, or in the case of the customer buying groceries, some special meat. The two departments in the opinion of Harper and Clemens can be conducted with a minimum of expense, and operate well together. One brings business to the other, and while Harper and Clemens both had previously been experienced as butchers, they have found that adding a full line of groceries has been well worth while, and their grocery department is now developing in a way that is entirely satisfactory.

Sales of Smoked Hams

Harper and Clemens very frequently make a feature of special lines for Friday and Saturday sales. A few weeks ago they put on a sale of smoked hams. They sold about thirty of these hams on the Friday and Saturday, which number they considered very gratifying. These hams were placed in the window and offered at a special figure, but at such a quotation that permitted of a fair profit.

12 To 15 Sides Of Bacon Weekly

In addition to heavy sales of fresh meats, the turnover in the smoked and

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Illustrating the interior of the combined grocery and meat store of Harper and Clemens at Oshawa Ontario.

Should Insist on Quality Even at the Expense of Volume, in Butter Trade

Canada Has Exceptional Opportunities For Competing With Any Country in the World For The Quality of Her Butter, And is Not Taking Advantage of Them, Says W. A. Wilson, of Regina

DISCUSSING the subject of trade requirements in the butter industry, at the recent convention of the Canadian Produce Association, W. A. Wilson, general manager of the Saskatchewan Co-operative Creameries, Regina, Sask., spoke as follows:

"Produce manufacturers and dealers have had a new experience during the period of reconstruction. It has been no precedent for guidance. Prior to the war we were a nation trading within ourselves and exporting our surplus to Great Britain with a limited quantity going to the United States. Altogether new conditions now obtain. For several years exports were controlled by the British Ministry and ordinary trading channels were closed. An embargo obtained on butter going to the United States for a time and imports to the Pacific Coast were barred by virtue of contract with the Imperial Government for Australian and New Zealand butter. Butter was in demand for war purposes and the whole situation resolved itself clearly into a sellers' market. The demand was greater than the supply. Unwarranted competition for business among manufacturers has resulted in having the grading of cream practically discontinued. This placed a premium on inferior raw material. The producer who doesn't know and doesn't care has been favored. The inferior quality of his product has been paid for much above the market price or on the basis, in many cases, of the best grade and to the detriment of those who are trying to do the work to a high standard.

Quality Has Suffered

"The quality of the butter has suffered and one of the most forward movements in the butter industry, namely, the grading of cream, has been more or less placed in the discard by many manufacturers and the industry in a general way has suffered and will probably continue to suffer for some time. It is much easier to reduce the standard than to raise it: Western Canada has been complimented on many occasions for advanced methods employed. The objective of all manufacturers was quality and in a comparatively short time the quality had been improved to that point where the butter would compete with the finest offered on any market in Canada. The prosperous times and the 'sellers' market' intervened and changed the trend of operations. We now find the competition is world-wide. We not only have to compete with the finest brands of butter on the Old Country market but we have to compete in the large produce centres in Canada, with Denmark, Holland, Australia, New Zealand and Argentine, who are all competing at certain seasons of the year for the Canadian market. The regrettable part is—and we admit it whether we like it or not—that some of the foreign butter is sold at a premium over Canadian goods at our own doors. I am positive that this condition would not obtain if the strife for volume and gold had not mastered the judgment of the largest manufacturers.

Now a Buyers' Market

"We are now passing through a period where the 'sellers' market' is changed to a 'buyers' market' and dealers are purchasing carefully, laying more stress upon quality and in many cases declining to buy anything but the finest unless they have an outlet in advance of their purchase. In the world's competition which we are experiencing the necessity of reducing risks makes it imperative that a dealer be more cautious. We all know that the risk increases if the quality falls off and vice versa.

"We also know that quality is the best advertisement to secure volume particularly when foreign competitors are willing to supply the quality. The ocean freight is so much lower that rail rates and the premium on Canadian funds, which practically compensated for the tariff, enables them to compete readily. This being a new market they are supplying the finest goods in order to secure a foothold. There may be many minor problems in the dairy industry, but there is one outstanding problem upon which, to my mind, the future of the industry rests, and that is the quality of the raw material bought from the producer to make the finished product. Unless manufacturers will do more than decide upon and print standards for grading cream and fix differentials in price for the respective grades, we will experience increasing difficulties each year.

Disregarding Quality

"It has always been an economic fact which I have never been able to comprehend why manufacturers disregard quality to secure volume. It invariably leads to a reduction in profits at the end of the year. If quality were maintained and insisted upon even at the expense of volume—which I am not prepared to admit would be the case if our standards were adhered to by everybody—it would result in better prices to the producer, better prices and more profit to the manufacturer, less risk, better quality to the trade, and elimination of competition of foreign goods. In short the future of our industry depends absolutely upon determined effort on the part of manufacturers to raise the standard of the raw material by grading cream strictly according to standard and paying therefore on the basis of quality and only on quality. We have had experience of the improvement this will make but it is more necessary now. It hurts the pride of a true Anglo-Saxon that foreign butter comes into our home markets and sells at a premium over our Canadian-made goods.

Opportunities Unsurpassed

"Canada has opportunities unsurpassed of competing with any country in the world for quality, and we are not taking advantage of it. It is the duty of responsible men in the business to correct the evils I have mentioned. This duty is even more imperative than it was during the war and although the conditions are different the necessity is even greater and the combined intelligence of responsible men is necessary to correct and stabilize the industry. A manufacturer who persistently places a premium on undergrade raw material is not doing his duty to Canada and to the world during the period of reconstruction which is much more serious than most people realize and even the most optimistic people decline to prophesy as to the probable time it will take for restoring business in general to anything like normal.

"The buying power of the people is reduced to a minimum, probably lower than history has ever recorded, certainly so far as the whole world is concerned. It is, therefore, an obligation resting on the leaders to set the example and work for the general advancement and improvement of quality primarily to establish permanent markets for Canadian goods not only in foreign countries but also in Canada. It is not a matter of extension of markets altogether, but rather one of maintaining the home market against competition with foreign butter shipped from the other side of the world into Canada."

GROCERIES AND MEAT A GOOD COMBINATION

(Continued from page 39)

cooked varieties is also very satisfactory. Sales of bacon average from twelve to fifteen sides each week. This firm has had a slicer ever since they started in business, and declare they would not be without it. Apart from the uniform slicing that it makes possible, it eliminates waste, Mr. Harper remarked, and permits of an all round better service to the customer. Harper and Clemens sell around 500 pounds of sausages in their store every week. They very often make a feature of them in a special selling effort, and on these occasions even sell more than the amount stated above. At Christmas time they sold over 1,500 fowl, including turkeys, geese and chickens.

The City Dray Co., Ltd., of Winnipeg, have opened up a commission branch in connection with their organization. The commission department will be under the supervision of V. E. Hunt.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, February 15.—The produce market shows little actual change this week but the developments on the whole show a stronger tendency. Hogs are weaker, however, since the advanced prices have attracted larger supplies and the demand is not so keen. The only change in fresh pork is a decline of one cent on trimmed shoulders. Bacon and smoked meats are steady and there is no change in the lard market. The future of beef is indefinite although there is a steadier feeling and developments depend largely on the conditions of the export market. Butter is firm with no feature except an easier feeling for second grades due to the competition of New Zealand butter. The cheese market is stronger with a better market for export. Eggs rule steady with only a supply of fresh eggs and lighter supplies arriving locally due to the colder weather. There is a fair amount of importation of eggs at present. The present price will likely hold however. More fish days bring a better feeling to the fish market but there is no change in prices. The poultry market is stronger with little or no supplies of fresh killed.

LITTLE CHANGE IN BUTTER

Montreal

BUTTER.—There is no important change in the condition of the butter market, the feeling being steady for Canadian creamery butter of the better grade. Supplies of the better grade a comparatively light while other classes more than meet the demand, which would give an easier feeling to the market. There is much New Zealand creamery butter on the market which has to some extent weakened the market for Canadian creamery, with lighter demand as a result. The prices for Canadian finest creamery are unchanged running at 34c to 35 cents per lb. and for the undergrade from 31c to 33c per lb.

BUTTER—		
Solids, creamery finest	0 34	0 35
Prints, creamery	0 35	0 3
Second grade creamery	0 31	0 33
Dairy solids	0 30	0 31

CHEESE MARKET FIRMER

Montreal.

CHEESE.—The receipts of cheese show a decline over the receipts of the week previous. And at the same time some improvement in the export business, which gives a little stronger feeling to the cheese market. The feature this past week has been a fairly steady demand from English importers for Canadian colored, and a strong feeling prevails. Local wholesale prices are unchanged although the cheese market on the whole shows a much firmer tendency.

CHEESE—		
Large, per lb.	0 19	0 20
Twins, per lb.	0 19	0 20
Do., white	....	0 27
Triplets, per lb.	....	0 20
Fancy old cheese, per lb.	0 28	0 30
Stilton, per lb.	....	0 30
Quebec	0 19	0 20

EGGS MORE SETTLED

Montreal.

EGGS.—A more settled and firmer feeling has prevailed in the local egg market, in sympathy with the Chicago market and the fact that the demand has been ample to absorb all offerings. A fairly active trade has been done in a wholesale jobbing way at 50c per doz. for fresh stock. With reference to the production of eggs, the supply is only equal to immediate demands and consequently there is little going into storage. There is quite a demand for imported eggs from the United States. Local storage supplies have been depleted and at present demands are being met by daily receipts.

EGGS—		
New Laid	0 50	0 50

LARD PRICES UNCHANGED

Montreal.

LARD.—A fair and steady trade is passing in lard and prices are unchanged.

LARD—		
Tierces, 60 lbs.	0 13½	0 14½
Pails, 20 lbs.	0 14½	0 15½
Tubs, 20 lbs.	0 14	0 15
Bricks	0 15½	0 17

COOKED MEATS UNCHANGED

Montreal.

COOKED MEATS.—There is no change in the market for cooked meats. The demand is light at this season and prices remain steady.

LOWER PRICES ON HOGS

Montreal.

The high prices offered for hogs have attracted such increased offerings as to weaken the market and prices have declined 50c and 75c per cwt., making the present basis $12.50 and $12.75 for lightweight weighed off cars. The weaker feeling developed early last week and prices have held fairly steady at this basis. Fresh killed hogs are also a little easier in price. The only change in fresh pork is a decline of 1c on trimmed shoulders now quoted at 19c. Other lines rule steady with a fair demand. The beef market has ruled unsteady with an unsettled feeling, pending the development in the English market. At present there is no change in the prices but should some settlement be made and a bigger market offered for export the beef market is expected to strengthen up. At present the prices remain about the same.

FRESH MEATS—		
Hogs, live (selected, weighed off cars)	12 50	12 75
Fresh Killed	19 00	19 50
Fresh Pork—		
Legs of pork (foot on)	0 20	0 23
Loins (trimmed)	0 25	0 26
Trimmed shoulders	....	0 19
Untrimmed	....	0 17
Pork sausage (pure)	....	0 20

Fresh Beef—	(Cows)		(Steers)	
Hind quarters	0 10	0 13	0 12	0 16
Front quarters	0 05	0 09	0 05	0 08
Loins	0 19	0 22	0 22	0 27
Chucks	0 07	0 08	0 08	0 09

SMOKED MEATS STEADY

Montreal

SMOKED MEATS.—The market for smoked and cured meats rules steady with a fair amount of business passing for domestic consumption.

BACON—		
Breakfast, best	0 28	0 50
Smoked breakfast	**0 28**	**0 40**
Cottage rolls	....	**0 28**
Picnic hams	....	**0 19**
Wiltshire	0 25	0 28
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	0 26	0 28
Do., 14-20	0 25	0 27
Do., 20-25	0 22	0 23
Do., 25-30	0 19	0 21
Over 35 lbs.	0 17	0 19

BETTER DEMAND FOR FISH

Montreal

FISH.—The fish supply is good with an increased demand. More fish days are coming now every week and the fish merchants are preparing for a busy season. Prices are ruling steady with supplies in all lines sufficient to meet the demand. Price lists are unchanged.

FRESH FISH—	
Filets, 20 lb. boxes	0 17
Herring	0 08
Market Cod, fresh	0 07
Steak cod	0 08
Dressed B. C. Salmon	0 24
Haddock	0 06
Halibut	0 20
Flounders	0 10
Mackerel	0 16
White fish	0 18
Eels	0 13
FROZEN FISH—	
Haddock	0 06
Halibut	0 20
Chicken halibut	0 17
Market cod	0 05½
Steak cod	0 07
Doree	0 11
Qualla Salmon	0 11
Dressed B. C. Salmon	0 22
White fish	0 13
Dressed pike	0 07
Mackerel	0 13
OYSTERS—	
Herrings	0 06½
Lake trout	0 14
Shell oysters, bbl.	8 00 15 00
Standard—Per No. 1 can	2 50
Do., No. 3 can	7 50
Do., No. 6	12 25
Jars—1 doz.	4 50 5 25

STRONGER TONE TO POULTRY

Montreal

POULTRY.—The supply of fresh killed poultry reaching the market is light and the demands are being mainly filled from storage which is drawing heavily on supplies and strengthening the future of the market. Prices in the meantime are steady.

POULTRY—		
Dressed turkeys	0 50	0 52
Geese	0 28	0 30
Ducks	0 35	0 36
Chickens	0 34	0 42
Fowl	0 23	0 30
Roosters	0 18	0 23

ONTARIO MARKETS

TORONTO, February 15.—The butter market has a shade easier tendency, which is attributed to the large offerings of New Zealand and Australian butter on this market at prices lower than quoted by holders of Ontario stocks. Export business on cheese continues to show improvement and in consequence the market holds strong. Eggs have a steadier tone owing to the fact that storage supplies are nil and a larger demand for new-laid. The future, however, is uncertain as many buyers predict a drop in the market providing the weather turns mild. Lard and shortening are higher. Cooked hams and smoked hams are higher, under influence of a firmer market for hogs and an active demand. Margarine is quiet with quotations slightly easier. Beef is rather uncertain with downward tendencies rather than upward. The hog market holds firm on practically the same basis of values as last week. Poultry is firm but the market is quiet. Fish is in active demand but no change in quotations has occurred.

BUTTER SHADE EASIER

Toronto.

BUTTER.—There is little change in the butter situation except perhaps a shade easier tendency. The fact that New Zealand and Australian butter is on the market in large volume at lower prices than some of the better makes of Ontario is a factor that is causing the easier feeling. The opinion is expressed that those brands which are commanding the highest figure will have to be reduced more in line with quotations on imported article as the quality of the latter make is considered by many dealers as equally as good. Best quality creamery is quoted to the retail trade at 40c to 41c per lb. with second grades around 35c.

BUTTER—

Creamery prints, No. 1	0 40	0 41
Do., No. 2	0 34	0 36

CHEESE STRONG

Toronto.

CHEESE.—Under influence of better export conditions the cheese market continues with a strong trend. Considerable export business has transpired and in consequence quotations are more firmly held with some slight advances on export enquiry. Dealers' prices, however, to the retail are unchanged but there are few concessions to be had as compared with two or three weeks ago.

CHEESE—

Large, new	0 20	0 20
Do., June	0 23	0 26
Stilton, new	....	0 24

Twins, 1c higher than large cheese and triplets 1½ cents higher than large.

EGGS STEADIER

Toronto

EGGS.—The egg market during the past week had a steadier tone than for some time past. This, to a large extent, is due to the fact that storage supplies are exhausted and in consequence a bigger demand for new-laid. There is a feeling, however, that a spell of mild weather would cause the market to sag. At the moment quotations are steady at 50c per doz, to the retail trade.

EGGS—

New laid	0 50

LARD PRICES MOVE UP

Toronto.

LARD.—The market is in a stronger position with quotations up ½c per lb. One pound prints are quoted at 16½c to 17c and on the tierce basis at 14½c to 15c. per lb. The differential between the price of tierces and tubs is now ¼c per lb. as compared with ½c previously. Pails remain ½c over tubs.

LARD—

1-lb. prints	0 16½	0 17
Tierces, 400 lbs.	0 14½	0 15

Tubs are ½c higher than tierces and pails one cent higher than tierces.

SHORTENING HIGHER

Toronto.

SHORTENING.—Quotations are higher this week with firmer tendencies in the market. One pound prints are quoted at 16c. to 16½c. and on the tierce basis 13½c. per lb. Tubs are quoted ½c. per lb. higher than tierces and pails ½c per lb. higher than tubs.

SHORTENING—

1-lb. prints	0 16	0 16½
Tierces, 400 lbs.	0 13½	0 13½

MARGARINE QUIET

Toronto

MARGARINE.—The market continues quiet under a moderate demand. Quotations are a shade easier at 22c for No. 1 and 18c. for No. 2 grades.

MARGARINE—

Margarine, No. 1	0 22	....
Do., No. 2	....	0 18

COOKED HAMS ADVANCE

Toronto

COOKED MEATS.—There appears to be a good demand for cooked meats considering the season. Packers are also preparing for the summer trade by reserving supplies of hams. These two items combined with a firm market for hogs have resulted in higher prices again being quoted this week. Ordinary round cooked hams are advanced to 41c and 42c per lb. with square pressed at 42c to 45c per lb. Boiled shoulders are also higher at 32c.

COOKED MEATS—

Boiled hams, lb.	0 41	0 42
Do., square pressed	0 42	0 45
Boiled shoulders, lb.	....	0 32
Head cheese, 6s, lb.	....	0 10
Choice jellied ox tongue, lb.	....	0 60
Jellied pork tongue	....	0 35
Bologna	0 13	0 15

Above prices subject to daily fluctuations of the market.

SMOKED HAMS HIGHER

Toronto

PROVISIONS.—The market generally has steadier tendencies. In smoked hams quotations are advanced under the influence of a firm hog market and the fact that packers are now storing supplies for cooking purposes to fill the heavy demand during the summer months. Small and medium smoked hams are now quoted at 29c. to 31½c. per lb. with the larger sizes proportionately advanced. There is little change in quotations on smoked bacon but dry salt meats are up ½c per lb. Mess pork in barrels is advanced $1.00 making the present price $32.00. Other barrel meats are unchanged.

Hams—		
Small, 6 to 12 lbs.	0 29	0 31½
Medium, 12 to 20 lbs.	0 29	0 31½
Large, 20 to 35 lbs. ea., lb.	0 23	0 26½
Heavy, 35 lbs., and upwards	....	0 21
Backs—		
Boneless, per lb.	0 36	0 37
Rolled, per lb.	0 40	0 41
Peameal	0 33	0 34
Bacon—		
Breakfast, ordinary, per lb.	0 24	0 31
Do., special trim	0 33	0 35
Cottage rolls	....	0 26
Roll, per lb.	0 23	0 23
Wiltshire (smoked boneless) lb.	....	0 23
Do., three-quarter cut	....	0 27
Do., middle	....	0 29
Dry Salt Meats—		
Long clear bacon, av. 50 to 70 lbs.		0 18
Do., av., 80-90 lbs.	....	0 16
Clear bellies, 15-30 lbs.	0 17½	0 19½
Fat backs, 10-12 lbs.	0 14	0 16

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—	
Mess pork	32 00
Short cut backs, 200 lbs.	34 00
Picked rolls, bbl., 200 lbs.—	
Lightweight	35 00
Heavy	27 00

Above prices subject to daily fluctuations of the market.

HOG MARKET FIRM

Toronto

FRESH MEATS.—There still appears to be a certain amount of uncertainty prevailing in the cattle market at the Union Stock Yards. Light receipts at the beginning of the week had a tendency to hold prices but under heavier receipts at the end of the week, values were inclined to be easier. The demand for beef does not show any improvement and in the opinion of many buyers, heavy offerings will tend to make the market go lower. In the hog market values were inclined to be firmer on the basis of $12.00 per cwt .on the fed and watered, although some sales were made to outside sources at 25c higher.

FRESH MEAT—		
Hogs—		
Live, f.o.b. per cwt.	11 25	11 50
Live, off cars	11 75	12 00
Live, fed and watered, cwt.	12 00	12 25
Dressed, light, per cwt.	15 00	16 00
Do., heavy, per cwt.	10 00	12 00
Fresh Pork—		
Legs of pork, up to 15 lbs.	....	0 27
Loins	....	0 26
Fresh hams, lb.	....	0 28
Tenderloins, lb.	....	0 55
Picnics, lb.	....	0 17
Montreal shoulders	....	0 20
Boston butts lb.	....	0 21
New York shoulders,	....	0 19
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 14	0 18
Front quarters, lb.	0 08	0 10
Ribs, lb.	0 12	0 18
Chucks, lb.	0 07	0 08
Loins, whole, lb.	0 25	0 28
Hips, lb.	0 12	0 14

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb.	0 13	0 16
Sheep, whole, lb.	0 08	0 12
Spring lamb	0 20	0 24

Above prices subject to daily fluctuations of the market.

FISH UNCHANGED

Toronto.

FISH.—The fish market is brisk but shows no change in quotations.

FRESH SEA AND LAKE FISH

Cod steak, lb.	0 10	0 11
Do., market, lb.		0 09
Oysters, No. 1 tins	3 25	3 70
Do., No. 3 tins	9 25	11 10
Do., No. 5 tins	15 00	18 00
Do., glass jars, doz.	5 00	5 75
Do., shell, per bbl.	13 50	14 00
Smelts, No. 1, per lb.		0 14

FROZEN FISH

Halibut, medium	0 17	0 18
Do., chicken	0 14	0 15
Do., Qualla	0 09	0 10
Flounders	0 09	0 10
Pike round	0 04	0 05
Do., headless and dressed	0 07	0 08
Salmon, Cohoe	0 15	0 16
Do., Red Spring	0 21	0 22
Brill	0 10	0 11
Sea Herring	0 07½	0 08

SMOKED AND SALT FISH

Haddies, lb.	0 10	0 13
Fillets, lb.		0 16
Kippers, box	2 25	2 75
Bloaters	2 00	3 00
Ciscoes, lb.		0 12
Salmon snack, lb.		0 22
Digby chicks, 5 to bundle		1 25
Boneless Digbys, 10 lb. box		1 65
Shred cod, box 24 cart.		2 20
Cod, 1 lb. tablet, box 24s.		3 20
Quail on toast		0 14
Holland Herrings, mixed 10-lb. keg.		1 10
Do., milkers, 10 lb. keg		1 30
Labrador Herrings—		
Kegs, 100 lbs.		6 50
Do., barrels, 200 lbs.		12 00

POULTRY STEADY

Toronto.

POULTRY.— There is practically no change in the poultry market as compared with a week ago. Prices are steady under light receipts, but at the same time the demand is equally light.

Poultry—

Prices paid by dealers—

	Live.	Dressed.
Turkeys	30-35	40-50
Chickens, spring	00-25	00-32
Roosters	00-16	00-18
Fowl, 4 to 5 lbs.	00-24	00-25
Fowl, over 5 lbs.	00-26	00-26
Fowl, under 4 lbs.	00-14	00-22
Guinea hens, pair	1 25	1 50
Geese		00-26
Ducks, 4 lb. and over	00-28	00-28
Prices quoted to retail trade:		Dressed:
Ducklings	0 32	0 38
Hens, heavy	0 28	0 32
Hens, heavy	0 28	0 32
Do., light	0 20	0 28
Geese		0 30

POULTRY MARKET QUIET

Winnipeg.

POULTRY.—The poultry market is ruling quiet. Receipts are fairly light but the demand at this season is also small. Chickens are quoted at 28c. 30c. with fowl at 22c. to 24c. per lb.

POULTRY—

Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
D. P. Chickens, 3½ lbs., and under	0 28
Do., 3½ lbs., and over	0 30
D. P. fowl, 3½ lbs. and under	0 22
Do., 3 lbs. and over	0 24
No. 1 broilers	0 30
Turkeys, per lb.	0 42

FISH PRICES STEADY

Winnipeg.

FISH.—The fish market is ruling steady with some improvement in the demand. No changes in prices have occurred.

FISH—

Black cod, lb.	0 13½
Brills	0 09
Herring, Lake Superior, 100-lb. sacks	4 00
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15½
Salmon, Cohoe, in full boxes, 300 lbs.	0 16
Salmon, Cohoe, in broken cases	0 17
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08
Whitefish, dressed, case lots	0 12½
Whitefish, dressed, broken cases	0 13
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 60
Haddies, in 30-lb. cases, per lb.	0 12
Kippers, East. Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 17
Salt Fish—	
Holland Herring, milkers, 9-lb. pail, pail	0 90
Holland Herring, mixed, 9-lb. pails, pail	0 85

MANITOBA MARKETS

WINNIPEG, February 15.—There is practically very little change in the provision and fish markets this week. The butter market remains unchanged while the cheese market is showing a firmer tone. Storage eggs are practically exhausted and fresh eggs are arriving in small quantities. There has been an active demand for cooked meats with no change in quotations. Smoked meats are in a moderate demand and prices are ruling firm. There is no change in lard or shortening. Receipts of poultry are light. There is no change in fish prices. The hog market continues firm on account of the light offerings.

NO CHANGE IN BUTTER

Winnipeg

BUTTER.—There is little change in the butter situation. The market continues fairly easy. Quotations on No. 1 remain at 35c. to 38c. per lb., other grades however can be bought from 26c. to 32c. per lb.

BUTTER—

Creamery, best table grade		0 38
Margarine	0 22	0 25

CHEESE MARKETS FIRMER

Winnipeg

CHEESE.—The market has a slightly firmer undertone. This is attributed to an improved inquiry from the export trade. This condition as yet has had no effect on the local prices to the retail trade which remain on the same basis as last week.

CHEESE—

Stilton cheese, large, lb.	0 24
Ont., large, lb.	0 20
Ont., twins, lb.	0 20½
Ont., triplets, lb.	0 21

STORAGE EGGS EXHAUSTED

Winnipeg.

EGGS.—Storage stocks of eggs are practically exhausted and fresh eggs are not arriving very freely due to the cold weather and bad condition of the roads. New laid are quoted at 55c. per doz.

COOKED MEATS ACTIVE

Winnipeg.

COOKED MEATS.—There has been an active demand during the past week for all lines of cooked meats. There has been no change in quotations however.

COOKED MEATS—

Hams, best quality, skinned 8-14 lbs.	0 43
Do., 13-1 lbs.	0 41
Roast ham, lb.	0 43
Roast shoulders, lb.	0 29
Head cheese, 6-lb. tins, lb.	0 12
Pork tongues, lb.	0 28
Jellied ox tongues, lb.	0 50
Luncheon cooked meats	0 16

SMOKED MEATS STEADY

Winnipeg.

PROVISION.—There is no important change in the condition of the market for smoked meats. Prices for all lines rule steady. The demand for domestic and country accounts is somewhat limited and is chiefly for small quantities to fill actual requirements.

Hams—

8 to 16 lbs., per lb.	0 34
16 to 20 lbs., per lb.	0 34
Boneless, 8-14 lbs., per lb.	0 37
Skinned, 14-18 lbs., per lb.	0 37
Skinned, 18 to 22 lbs., per lb.	0 37
Bacon, 6 to 10 lbs., per lb.	0 44
Cottage rolls, boneless	0 24
Bellies 6 to 10 lbs., per lb.	0 43

LARD MARKET QUIET

Winnipeg.

LARD.—There are no new developments in the market for lard owing to the fact that the demand is limited with only a small trade being done. Quotations stand steady at the present basis.

LARD—

Pure lards, No. 1 quality, per lb. (in tierces, 400 lbs.)	0 16
Do., wooden pails, 20-lb. pails	3 60
Shortening, tierces of 400 lbs.	0 14
Do., per pail, 20 lbs.	3 20

HOGS AGAIN MOVE UP

Winnipeg.

FRESH MEATS.—The strong hog market continues on account of the compartively light offerings at this time of the year. Prices have shown an advance of 50c. and quotations for selected live hogs stand at $11 per cwt.

Hogs—

Selected, live, cwt.		11 00
Heavier	8 00	9 00
Light		10 00
Sows	5 00	6 00

Fresh Pork—

Legs of pork, lb.	0 19	0 25
Spare ribs		0 14
Loins of pork, lb.	0 25	0 27
Fresh homs, lb.	0 20	0 26
Shoulders	0 15	0 16½

Fresh beef—from steers and heifers—

Hind quarters, lb.	0 12	0 17
Front quarters, lb.	0 06	0 10
Whole carcass, good grade, lb.	0 09	0 13

Mutton—

Choice, lb.	0 16
Choice long hinds (leg and loin)	0 27
Choice Stews	0 10

Lambs—

Choice, 30-45 lbs.	0 25

Veal—

Good veal, 40 to 80 lbs, hind quarters	0 25

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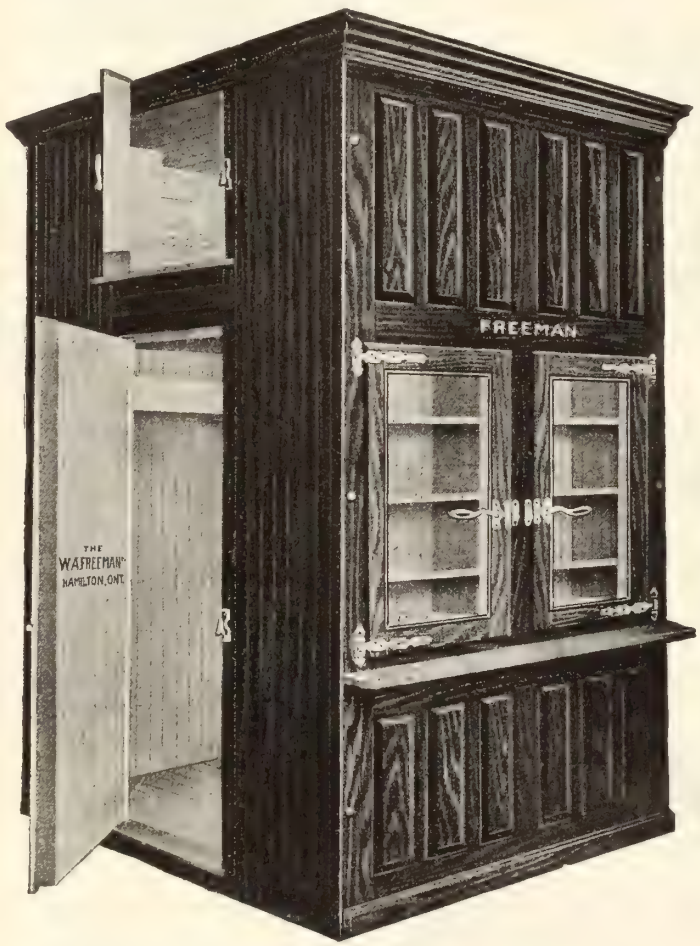

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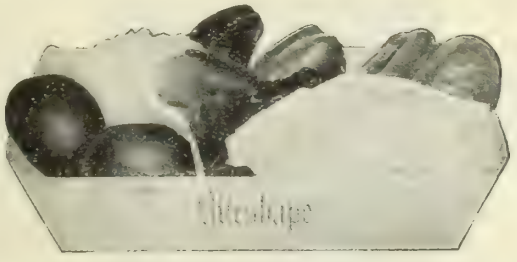

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Nucoa Sales Bring Repeat Profits

Nucoa advertising is creating orders from new customers every day. Secure your full share of the business by displaying the attractive red Nucoa cards and by familiarizing yourself and your clerks with Nucoa's excellence. The only way to do this is to eat it yourself.—We do.

Nucoa is used regularly in all households where once tried. Establish yourself as Nucoa "headquarters" and you will realize continued profits from repeat sales to the ever-increasing number of families who use Nucoa exclusively as the spread for bread.

THE NUCOA COMPANY
NUCOA BUILDING
Fourth Ave. at 23rd. St.
NEW YORK CITY

ACME PELLETS

In 5 lb. decorated glass-front tins.

Also put up in lb. paper boxes.

In 5 lb. decorated glass-front tins.

Also put up in 5 lb. paper boxes.

Everything in Licorice for the Grocer's requirements, including Lozenges in 5 lb. paper boxes, Powdered Licorice Extract and Paste.

Y & S Stick Licorice

in individual 10c. cartons; 30 cartons to box.

Price List on Request.

NATIONAL LICORICE COMPANY

MONTREAL

—WE SELL THE WHOLESALE TRADE ONLY—

Your Cake Department

is not complete unless you are selling **Vogan's Fruit Cake** and **Vogan's Alexander Cake.**

The beauty of buying these is that you buy direct from manufacturer, saving 10 per cent. of your good money and keep a fresh supply on hand all the time.

Quotations gladly furnished to grocery and confectionery merchants

Vogan's Limited

TORONTO

Maple Leaf-

PHARMACEUTICAL

Extract Malt

for making Home Brew

The Best Malt

on the Canadian Market

Made in Canada

Packed in 2½ lb. tins, 24 tins to the case. A big seller showing the Grocer a nice profit.

Send Your Orders Direct

Maple Leaf Malt Extract Co.

61 Canning Street, *Montreal*

PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Winter Trade

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. Mackenzie & Co., 95 King St. E., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED

Mr. Merchant:

Here is the Leader
of hair tonics and renewers

Glover's
Mange Medicine

A business success of over 35 years is behind this medicine.

Advertising matter bearing imprint and display cards supplied gratis.

H. Clay Glover Company, Inc.
120 West 24th Street New York City

THE TEN COMMITTMENTS

The label:

Cream of Malt

(Registered at the Patent Office, Ottawa, Ont.)

Stands for:

1st. Highest grade selected barley.
2nd. Expert Malting.
3rd. Scientific Handling.
4th. Pasteurized.
5th. Hermetically Sealed.
6th. Hygienic and Sanitary conditions, throughout entire process.
7th. Supreme Quality.
8th. Right Price.
9th. Best Results.
10th. Satisfied Customers.

Surpassed by None **Equalled by None**
Demand It **Take No Other**

Canadian Malt Extract Co.

16 Pearl St.
TORONTO, ONT.

OAKEY'S
"Wellington"
KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.I. Eng.

Agents:
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B.C.

Be Sure you Ask
Your Jobber for

Dominion Spring Clothes Pins

Manufactured by

The J. H. Hanson Co., Ltd.
MONTREAL

25% More Circulation

—*No Increase in Rates!*

BY UNDERTAKING to fill, for their unexpired terms, all paid-up subscriptions to FARMERS' MAGAZINE—which ceased publication with its issue of February 2nd—MACLEAN'S MAGAZINE has thus added to its list at one stroke approximately 20,000 paid-in-advance subscribers.

Through the general use of the automobile, the farmer has become to-day practically a suburbanite. Canadian farmers of the class who have been subscribing to FARMERS' MAGAZINE are in a position to buy automobiles, pianos, phonographs, and all other articles or conveniences that make for comfort and a higher standard of living.

Besides being consumers of the best grades of merchandise, they are to-day taking the keenest interest in politics and all public and economic questions.

FARMERS' MAGAZINE and MACLEAN'S MAGAZINE have been the outstanding mediums in Canada, serving separately the rural and urban fields. The decision to discontinue FARMERS' MAGAZINE and to fill the subscriptions with MACLEAN'S, is the result of the maturity of a conviction that the subscribers to our farm magazine are ready now to demand and appreciate a general national magazine like MACLEAN'S in order to have the information and entertainment which they desire — a magazine that will furnish them with good fiction, political articles and Canadian national news of a character not found in the farm papers or newspapers. No change is being made in the physical make-up of MACLEAN'S MAGAZINE, or in the character of its editorial contents.

95,000 Gross Circulation

Rate Based on 70,000 A.B.C.

The addition of FARMERS' MAGAZINE subscription list to MACLEAN'S circulation, after all arrears and duplications are eliminated, commencing with February 15th issue, gives MACLEAN'S MAGAZINE at once a total circulation of more than Ninety-Five Thousand copies each issue. This gives a big general covering of town and city circulation, plus a highly selected farm circulation. It provides the tremendous influence of the "leadership" families in every city, town and village right across the Dominion, together with the most prosperous and progressive farmers in each trading territory; and constitutes a service which is not equalled or even approximated by any other general publication in Canada.

95,000 National magazine circulation in Canada, on a per capita basis, is equal to at least 1,500,000 in the United States.

MACLEAN'S is the outstanding,
big, covering medium in Canada.

The line rate, for the present, remains at 70 cents

First and Fifteenth of Every Month

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

Most Talked of Publication In Canada

The MacLean Publishing Company, Limited, 143 University Avenue, Toronto, Ont.

MASTER MASON
PLUG SMOKING
"It's good Tobacco"
MASTER MASON
THE man who smokes the big plug has reasons aplenty, aside from the real pipe enjoyment he gets from Master Mason. There is no waste: there's no loss of flavor: and there's the satisfying economy. For the big Master Mason plug is high quality tobacco at the rock bottom price.
The Big Plug 20¢

MASTER MASON

PLUG SMOKING

You Couldn't Do Better

than stock up now on MASTER MASON Plug Smoking.

More and more men are realizing the ***extra value*** they get for their money in the Big Plug of MASTER MASON.

The demand created by our extensive advertising campaign is bringing thousands of dollars' worth of extra business to Canadian Retailers. Are you one of those who are benefiting from this increased demand? If not, put in a stock of MASTER MASON—display it in your store—push its sale whenever you can. There's more money for you in **Master Mason.**

ROCK CITY TOBACCO CO,. LIMITED

QUEBEC - CANADA

UPTON'S Pure Jams and Marmalades

Pure Orange Marmalade Is in great demand to-day

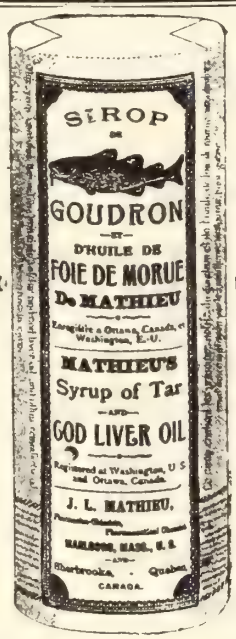
At this season of the year grocers should strongly push the sale of marmalade.
With the depletion of the housewife's stock of preserves there is now a splendid opportunity to sell marmalade for breakfasts, teas and luncheons.
Upton's have been making pure jams and marmalades for over thirty years.

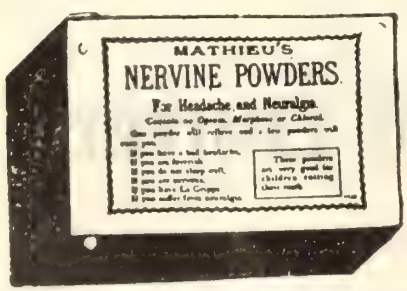
Order Today

The T. Upton Co., Limited

HAMILTON - CANADA

Two Profitable Winter Lines





MATHIEU'S NERVINE POWDERS

MATHIEU'S SYRUP OF TAR AND COD LIVER OIL

These two popular Mathieu Remedies will earn you fine profits this Winter if you properly feature and suggest them to customers.

Both are guaranteed to contain only the purest ingredients (no habit-forming or injurious drugs) and their action is natural and effective. You can recommend them with absolute assurance that they will win satisfaction.

Order a trial supply.

J. L. MATHIEU COMPANY

PROPRIETORS

SHERBROOKE, QUE.

Handle Kerosene With Absolute Safety

The explosion of kerosene creates power in thousands of farm engines daily. And yet hundreds of merchants handle this explosive oil as though it were no more hazardous than water. Some have paid the penalty by losing their businesses through fire.

Bowser Safe Storage for Kerosene is better than an insurance policy—it *prevents* such fires.

And the rapid, accurate service of Bowser Piston-Type Measuring Pumps saves more than one cent of the handling cost on every gallon of kerosene sold. This dividend soon returns the cost of the outfit. And you continue to receive the dividends and full fire protection as long as you use it.

Install a Bowser for protection.

Bowser Equipment is MADE IN CANADA by

S. F. BOWSER CO., LTD. 66-68 Fraser Ave., Toronto, Ont.

Write for
Illustrated Booklet
C-11

BOWSER
ESTABLISHED 1885
PISTON-TYPE MEASURING PUMPS

EDDY
ESTABLISHED A.D. 1851.

**Leak-proof, Rust-proof
Bulge-proof.**

Eddy Products Are Made To Give Satisfaction

AND EDDY PRODUCTS DO SATISFY

Everywhere in Canada the buying public regards the name Eddy as a guarantee of all that is best in Matches, Indurated Fibreware Utensils and Paper Specialties.

This confidence in Eddy quality is reflected every day in bigger sales and better profits for the progressive Eddy dealer.

Are you getting your share, or have you yet to learn how popular these Eddy Products are?

MADE IN CANADA FOR CANADIANS

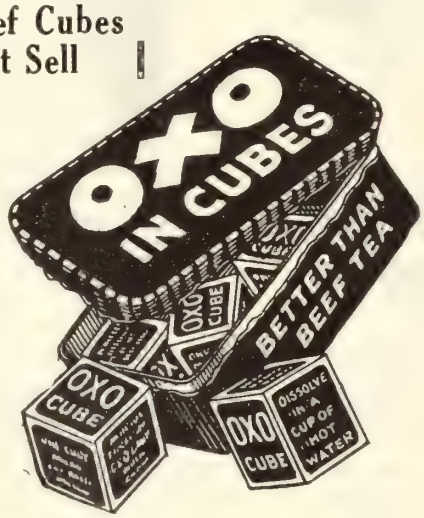
The
E. B. Eddy Co., Limited
HULL, CANADA

The Public are going strong for OXO Cubes

Get your share of the trade

Oxo Cubes are so handy and good they appeal to everyone--every man, woman and child, rich and poor. Now is the time to feature them in your window displays, and in your own advertising. Help US and you will help YOURSELF. Oxo Cubes are big and steady sellers all the year round, but more than ever NOW!

The Beef Cubes That Sell



OXO Limited

MONTREAL
TORONTO WINNIPEG

Tins of 4, 10, 50 and 100 Cubes

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BUYERS' MARKET GUIDE
Latest Editorial Market News

TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

JOHN ADAM & SON,
Collingwood, Ont.
Manufacturers of Brooms only
Our DUCHESS and PERFECT are two grades that sweep clean and wear well.
Warehouse Brooms a Specialty. If your jobber cannot supply your needs get prices from us. Satisfaction guaranteed.

J. & J. Taylor's Safes
One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.
One J. & J. Taylor safe 18 inches deep, two feet 9 inches wide. four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 108, Canadian Grocer.
153 University Ave., Toronto

Say You Saw It In Canadian Grocer, It Will Help To Identify You

RICE MARKETS ADVANCING

A recent letter from a New York rice importer has the following to say on the rice situation: "Hamburg and London both advise a higher range of prices and business has been consummated at the increased figures. Still higher figures from London and Hamburg are anticipated. The rise in sterling is also an important factor. Export inquiries have been numerous, but outside of business for South America results have been very small. New Orleans, however, reports heavy shipments going out to South America. Screenings are now very scarce as the buying for relief work was large. California reports a fairly strong market but no particular features to note."

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

NEW BRUNSWICK POTATOES
Largest shippers of Seed and Table Potatoes. DELAWARES, IRISH COBBLERS, GREEN MOUNTAINS. Loading daily. Wire for prices.
NEW BRUNSWICK POTATO EXCHANGE LTD.
WOODSTOCK, N.B.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivray 7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

BARRELS
For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

GENERAL STORE FOR SALE IN FARMING community. One of the most up-to-date in the North; fully equipped; no opposition. Reason for selling am interested in an Ice cream manufacturing plant and wish to devote all my time at this new enterprise. For particulars apply to Nap. T. Roy, Markstay, Ont.

FOR SALE — SECOND-HAND McCASKEY Register, 420 accounts, good condition. $100 cash. A. J. Arnold, Chandler, Que.

MANAGER FOR LEADING KASH AND KARry store (not a chain store) must be good buyer, able to make cash talk, also good salesman, able to compete with chain store. State experience, references, and salary expected. J. D. SHELTON, 501 Dougall, Windsor, Ont.

FOR SALE—MERCHANTS' PRICE TICKETS—$1.50 a hundred; 10 samples 25c., M. Moorby, Newmarket, Ont.

CANNING FACTORY—IN GOOD SECTION; as going concern; well established brand; orders on hand for 1922 pack; reason for selling owner leaving country. Reply Box 160 c/o Canadian Grocer, 153 University Ave., Toronto.

DETAIL WORK TO GROCERS AND BAKERS. We have had 15 years' experience selling to the bakery and grocery trades in B. C. Can give special service to one or two more manufacturers who appreciate value of detail work. Write c-o Canadian Grocer, Vancouver.

WANTED

PERMANENT POSITION WANTED BY MARried man, having 5 years successful store experience; Ontario preferred. Salary $12.00 per week. Box 162 Candian Grocer, 153 University Ave., Toronto, Ont.

WANTED—BY TRAVELLER, WITH FIVE years road experience—good grocery specialty lines, any territory, any Province. Salary or Commission. Communicate with Box No. 164, Canadian Grocer. Advertising Dept., 153 University Ave., Toronto, Ont.

Good Sellers make business easy

BAKER'S
Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.

Registered Trade Mark

Made in Canada by

Walter Baker & Co. Limited
Dorchester, Mass. Montreal, Can.
Established 1780

How To Subscribe

Those desiring to subscribe to this paper may use form below. Mail to nearest office. The offices are: 314 Carter Cotton Bldg., Vancouver; 901 Confederation Life Bldg., Winnipeg; 153 University Ave., Toronto; and Southam Bldg., 128 Bleury St., Montreal.

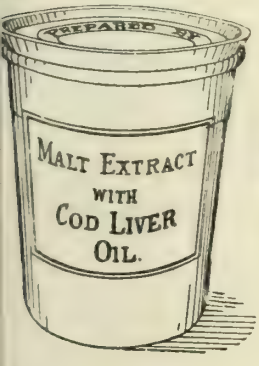
CANADIAN GROCER
MacLean Publishing Co.

Please enter my name as a subscriber to Canadian Grocer. Enclosed is Cheque / Money Order for $4 (four) dollars for 52 copies, one each week.

Name .....
(Write plainly)

Address .....
(Write plainly)

Other subscription rates are: Great Britain, South Africa and West Indies, 16s a year; United States, $4.50 a year; other countries $6 a year; single copies, 25c., in advance.



MONO SERVICE CONTAINERS

THE IDEAL, ECONOMICAL RECEPTACLE FOR PACKING ALL KINDS OF FOODSTUFFS

Mono Service Containers are light, strong, hygienic, durable, compact and economical. They are designed for successfully packing foodstuffs, confectionery, etc., for either limited periods or indefinitely. Over 7,000,000 **Mono Service Containers** are used by packers of foodstuffs, grocers, confectioners, etc. Wholesale Grocers, Retailers, etc., find them just the thing for mince meat, molasses, peanut butter, etc.

With "Mono Service" packers and manufacturers can use lighter packing cases thereby reducing carriage costs materially while they also eliminate all expensive and time-wasting re-handling of returned containers for washing, labelling, etc. Write for further details on these money-saving containers.

Sole Makers "Mono Service Containers Ltd.," Park Royal, London, N. W. 10

Agents :

BRADSHAWS LIMITED

107 Atlantic Avenue

TORONTO, CANADA

"The best investment I ever made in equipment" says Toronto retailer in referring to

JACK FROST

"REFRIGERATION WITHOUT ICE"

Toronto, Nov. 16th, 1921.

Mr. O'Brien, Dundas St. West, City.
Dear Sir:

If such a thing is possible I wish to express my admiration of the "JACK FROST" which you installed for me about a year ago.

It certainly has given good satisfaction and I consider it **the best investment I ever made in equipment.** I say this because of the fact that a year ago last summer my ice bills ran from $40.00 to $50.00 a month as compared with "JACK FROST" the operating cost of which has not yet reached $10.00 a month.

It is quite easy to keep a clean sanitary refrigerator with lots of cold, dry air freezing if desired, and will double the life of an ice box on account of it always being dry below and above.

The most important feature of all is the good condition and length of time it will keep the meat, eliminating waste.

Wishing you every success, I remain Yours truly,

(Signed) D. TRAVISS,
846 College St., Toronto.

Toronto Laundry Machine Co.

1951 Dundas Street West, Toronto

Write us to-day for further particulars

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI PUBLICATION OFFICE: TORONTO, ONT., FEBRUARY 24, 1922 No. 8

Welch's Grapelade
the pure grape jam

PERFECT, ripe Concord grapes and pure granulated sugar—nothing else. This is Grapelade, made according to the standards of Welch quality. A superior fruit spread, free from lumpiness, or acid crystals, with the full flavor of the perfect fruit. Grapelade is made from whole grapes. It is not a by-product.

When you sell Grapelade you sell a jam unequaled for delicacy of flavor, 100 per cent edible fruit. All the skins, seeds and acid crystals are removed by the Welch patented process, leaving a richly flavored smooth jam of pure grapes.

Permit Est. 272

Welch's Quality Jams
Absolutely Pure

Grapelade
Peachlade
Cherrilade
Plumlade
Grape Currantlade
Strawberilade
Marmalade

EVERY jam bearing the Welch label is made according to the Welch idea of purity and quality. No cheap base in any product. The label tells exactly what is in the jar.

The Welch Quality Jams offer your customers a wide variety of pure fruit spreads. All are packed in 15-oz. glasses and standard 4-pound tins. Your wholesaler can supply you.

The Welch Co., Limited, St. Catharines, Ontario

There's Another Grape Juice!

— AN ALL CANADIAN PRODUCT —

When you buy Grape Juice Remember that,

There is another Grape Juice and it is good Grape Juice, a none better quality Grape Juice.

For thirty-five years Marsh's have grown Concord Grapes and have manufactured Grape products. Only the choicest premium quality Concord Grapes are used for Grape Juice. No manufacturer pays a higher price or can buy better grapes than we use for the production of Marsh's.

Marsh's is prepared under the most improved processes, in a modern factory. It is perfect in color and with a better flavor. "IT IS JUST A LITTLE SWEETER."

1922 prices are low, Marsh's Concord Grape Juice can be retailed thirty-five cents per bottle for medium 16 oz. size and sixty-five cents per bottle for the large 32 oz. size. Grape Juice will sell at popular prices, don't attempt to sell Grape Juice at higher prices. Your customers do not want to pay premium prices when you can supply them with a "None better quality" at our suggested retail list.

We especially call your attention to our OFFER EXTRAORDINARY—A five case assortment with 10% FREE Grape Juice. Buying this way and selling at popular prices, earns over thirty per cent. profit on the selling value.

1922 prices

Effective all territory east from and including the City of Winnipeg.

Large, 1 dozen	$6.00 per case
Medium, 2 dozen	6.50 per case
Nips, 6 dozen	7.25 per case
Ftn., 8 bottles	7.25 per case

Both Marsh's WHITE GRAPE JUICE and RASPBERRY VINEGAR can be included to make up a five case assortment.

There is a complete window display for every buyer of Marsh's. Ask your wholesaler.

Niagara Falls Ontario **MARSH'S** Niagara Falls Ontario

Pure Country Milk

With the Cream Left In

MR. DEALER !

You want profits, of course, but you should get fast turnover and permanent business too.

You get all three when you sell Borden's "ST. CHARLES" Milk "with the cream left in," for its unvarying fine, pure quality **makes** and **keeps** customers.

Good business judgment prompts recommending it to **your** trade. You can confidently build your milk business with "ST. CHARLES."

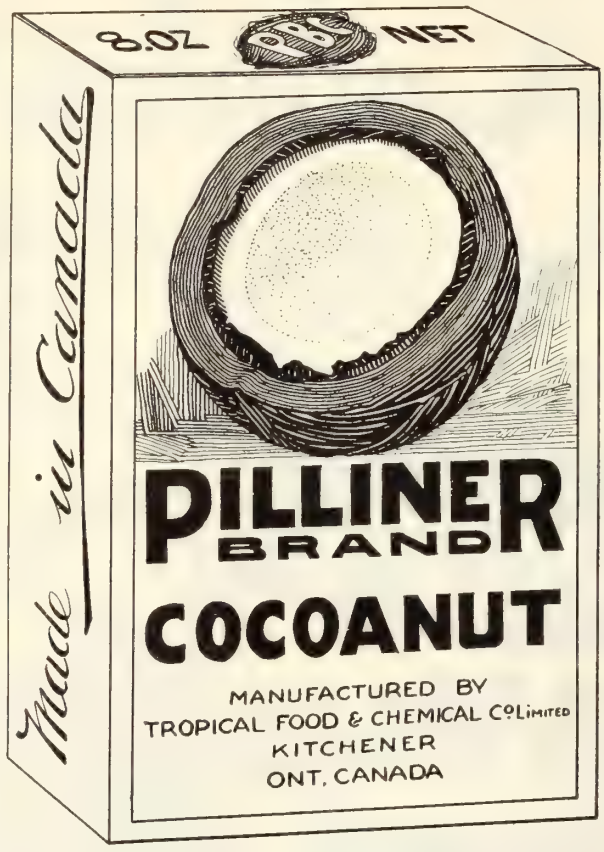
It's a **Borden** product too—that's an assurance worth remembering.

Four sizes—Hotel, Family, Tall, Small.

"A size for every need"

The Borden Co. Limited, Montreal

Sold by the Package



Made in Canada

Package Cocoanut Is the Safest for You to Handle

When you stock Pilliner Brand Cocoanut in airtight cartons, you take no chances on having the cocoanut lose flavor through evaporation or getting dirty. Your customers do not like tasteless cocoanut.

And also because it is in packages, Pilliner Brand is the least expensive cocoanut your customers can buy. You are selling them economy when you sell them Pilliner Brand.

Every shred of Pilliner Brand Cocoanut comes from selected Jamaica nuts. Every package is guaranteed full weight.

Your jobber can supply you or write us.

Tropical Food & Chemical Co., Limited

476 King St. W., Kitchener, Ont.

CLARK'S Pork & Beans

Mr. Grocer, are sold to-day in practically every Grocery store throughout the Dominion of Canada. This means that with the Canadian Public they are the most

POPULAR

The secret of this popularity is "QUALITY" which has always been the CLARK watchword. Coupled with extensive and judicious advertising and reasonable cost, this has made them easily your

BEST SELLERS

Feature Clark's and make Quick Profits.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers' Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

When Writing to Advertisers
Kindly Mention this Paper

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

CAN GIVE YOU

SERVICE

and by **service** we mean we give our principal's account **preferred attention** in every respect; **we** have a **sales organization** second to none; **exceptional warehouse accommodation** at all points, along with the **financial responsibility** which means much to the **manufacturer** who wants some guarantee of **stability** from their representatives.

THE NATIONAL BROKERS

HEAD OFFICE:
WINNIPEG, MAN.

Branches: REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER, MONTREAL.
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

WILLIAMS STORAGE LIMITED

W. R. WILLIAMS, PRESIDENT AND MANAGER

The Largest Storage, Distributing and Forwarding House in Western Canada

Concrete and Steam-Heated Warehouses - Excellent Track Facilities

LOW INSURANCE

"SERVICE" is Our Motto - WINNIPEG

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

ENGLISH GELATINE

FOR ALL TRADES

DEGA BRAND

GELATINE, SHEET
GELATINE, POWDER
GELATINE, THIN LEAF

Samples and Prices on Application.

CHAS. ZIMMERMANN & CO., LIMITED

33 St.Mary-at-Hill, London, E.C.3, Eng. *Cables:* ACIDOLAN, London

FIRST CLASS AGENTS REQUIRED—CORRESPONDENCE INVITED

The H. L. PERRY CO., Ltd.

STORAGE
DISTRIBUTING and
FORWARDING

Combined with a Commission Department and a competent Sales Staff.

WINNIPEG - CALGARY

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Personal Marketing Service

The **"House of Scott-Bathgate"** offers manufacturers who are desirous of successfully placing their products in the rich Western field a personal selling organization with an 18-year-old reputation for producing big results.

We have successfully placed such products as Christie's Biscuits, Robertson's Confectionery and Hungerford & Smith's Fountain Supplies and we can do the same for yours. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

RELIANCE WATER-GLASS

In 1 lb. and 2 lb. cans.

Castor Oil, Sewing Machine Oil, Glycerine, Carbolic Acid (10%). In 2 oz. and 4 oz. bottles.

Ink and Mucilage all Sizes.

Reliance Ink Co., Ltd. Winnipeg

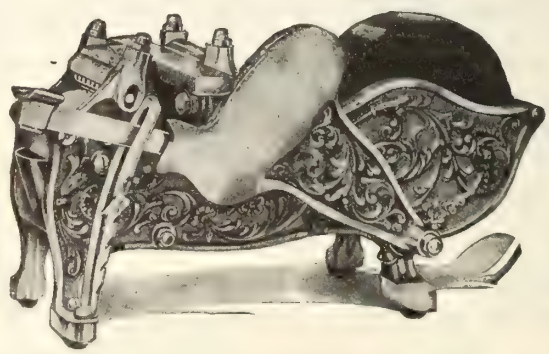
Walter Woods Limited

WILLOW
CLOTHES
BASKETS

Hamilton - and - Winnipeg

½ million buyers see an advertisement similar to this every week. Display the Tea.
The Codville Company Ltd.

5



A SEALER that Seals

A Time and Money Saver

Guaranteed for 1 year

Write for descriptive circular

CANADIAN NASHUA PAPER CO. Ltd.
PETERBORO, ONT.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West,
TORONTO.

Merchandise Brokers Manufacturers Agents
WE COVER LOGGIE, SONS & Co. CANADA
32 Front TORONTO St. West CANADA

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

D. W. Clark & Sons
248 Avenue Road
TORONTO
Grocery Brokers and Commission Agents
We invite correspondence from Domestic or Foreign manufacturers who desire to secure proper distribution.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

The Advertisers would like to know where you saw their advertisements–tell them.

Standard Goods Win Abiding Trade

Cottam Bird Seed

The Standard of Bird Keepers and Grocers Since 1881

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
ST. NICHOLAS BUILDING, MONTREAL

Italian & European Importing Co.
78 Crescent St., Montreal.
Importers of
Italian Nougat Italian Macaroons
Italian Perfumes
Agents Required

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL.
Established 1876
Telephone Main 1581.

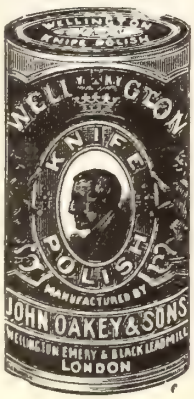
LANGLOIS LIMITEE LIMITED
Wholesale Grocers & Manufacturers' Agents
Importers Teas & Coffees
SPECIALTY: FLOUR & GRAIN
113 Rue St-Paul, Quebec
We Solicit Your Representation

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL.

WANTED
Reliable western house to represent Eastern Confectionery house. State territory covered, with references. Products that sell to confectionery and grocery stores. Address
CONFECTIONERS LTD.
203 Clark Street, Montreal.

J. Russell Murray
Importer Foreign Products
Agencies Solicited
Best References
Coristine Bldg., Montreal

When Writing to Advertisers
Kindly Mention this Paper . .



OAKEY'S
"Wellington"
KNIFE POLISH
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.
John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.I. Eng.
Agents:
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B.C.

Be Sure you Ask Your Jobber for
Dominion Spring Clothes Pins

Manufactured by
The J. H. Hanson Co., Ltd.
MONTREAL

***Now* is the Time to Buy—don't wait.**
Consult these Advertising Pages.
Our Advertisers will *save* you Money—buy now.

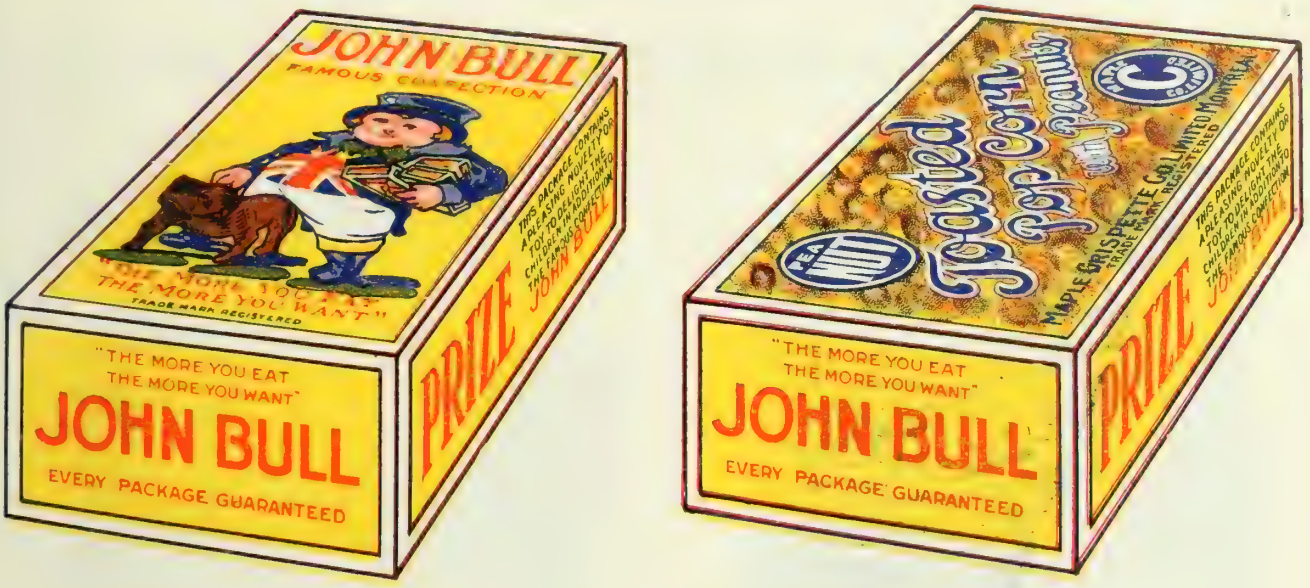
EXTRA SPECIAL ANNOUNCEMENT

"THE MORE YOU EAT — THE MORE YOU WANT"

Two new lines of Popcorn which will be, in conjunction with our new SATCHEL PRIZE POPCORN, the best sellers this season.

The new 10c line "JOHN BULL" Toasted Popcorn with Peanuts

FRONT VIEW BACK VIEW


JOHN BULL
FAMOUS CONFECTION
"THE MORE YOU EAT THE MORE YOU WANT"
TRADE MARK REGISTERED
"THE MORE YOU EAT THE MORE YOU WANT"
JOHN BULL
EVERY PACKAGE GUARANTEED
PRIZE
THIS PACKAGE CONTAINS A PLEASING NOVELTY TOY TO DELIGHT THE CHILDREN IN ADDITION TO THE FAMOUS CONFECTION
JOHN BULL
Toasted Popcorn with peanuts
MAPLE CRISPETTE CO. LIMITED MONTREAL
TRADE MARK REGISTERED
"THE MORE YOU EAT THE MORE YOU WANT"
JOHN BULL
EVERY PACKAGE GUARANTEED
PRIZE

Packed in boxes of 2 dozen: 6 boxes to the case.

Here is absolutely the best Popcorn ever put on the market. Manufactured by a new secret process, packed in absolutely airtight packages, it outclasses ANY and ALL IMPORTED and DOMESTIC 10c popcorn lines. It is a beautiful big box filled with a generous portion of delicious molasses flavored crisp Popcorn mixed with a goodly portion of crisp peanuts: a novelty in every box.

The New 5c. Line—LOG CABIN POPCORN

Here is a new 5c line which in conjunction with our Prize Satchels will be the best and most popular sellers this year, without exception. It is a bigger box filled with a generous 5c worth of sweet strawberry flavored crisp Popcorn and a surprise in every box.

The Old Log Cabin
PRIZE POPCORN
A SURPRISE IN EVERY PACKAGE
OLD LOG CABIN
PRIZE POP CORN
MANUFACTURED BY MAPLE CRISPETTE CO. LIMITED MONTREAL

Packed in 72s.

Send your order to your jobber to-day.

Sweet Popcorn with real Strawberry flavor

Remember: "The more you eat... The more you want."

MAPLE CRISPETTE CO., LIMITED

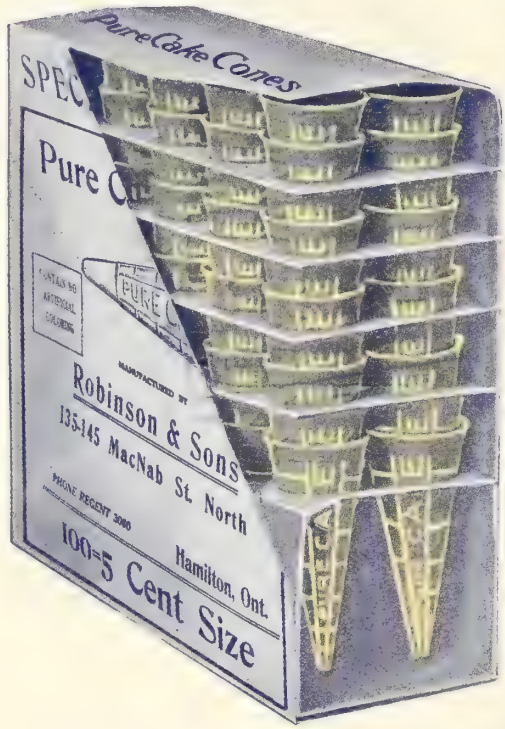
MONTREAL, QUEBEC

Western Agents: Farley Myers, Limited, Winnipeg

ROBINSON'S
PURE CAKE CONES

"With Bell Top"

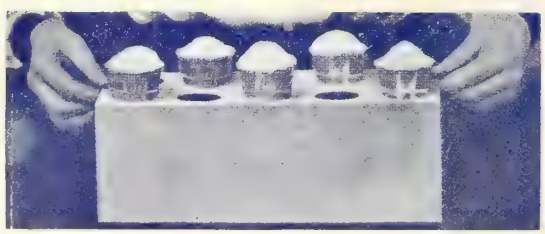
Are the only REAL PURE CAKE CONES manufactured.



Showing how Pure Cake Cones are packed

Use the trays packed in every box for cones sent out of the store.

We illustrate how the bottom trays may be used to carry filled cones.



When placing your order for the coming season, specify

PURE CAKE CONES

No Grease
No Coloring
No Preservative
No Breakage

and our prices compare favorably with those of any other manufacturer. Why not give your customers the best and save money? Samples and prices on request.

MAPLE CRISPETTE CO., Limited

Montreal

Exclusive Eastern Agents for ROBINSON & SONS famous Ice Cream Cones

"It's just a little better"

"CURLING" BRAND MARMALADE

IN FOUR POUND GLASS JARS

A pyramid display of these Four Pound Glass Jars of Curling Brand Marmalade on your counter and in your window right now will win you big extra profits. There is at the present time a demand for **good** Marmalade. Curling Brand will give your customers a new idea of the word **"good."** You'll find this 1922 Pack second to none in

QUALITY FLAVOR

Order a trial supply of these popular **four pound** glass jars. Their tempting appearance when well displayed will speed up your Marmalade sales in fine fashion. Be sure you say Curling Brand to your Wholesaler.

PACKED BY

ST. WILLIAMS FRUIT PRESERVERS

Simcoe, Ontario

Selling Agents

LANGLEY HARRIS & COMPANY Limited

MONTREAL - TORONTO - WINNIPEG

Have you tried **"CHRISTIE'S"** *new*

"LILY" BISCUIT

¶ This new biscuit confection was introduced to the trade two weeks ago and it has been enjoying such a tremendous sale, that we want every progressive grocer in Canada to become familiar with it.

¶ Merchants from all sections of the country who have introduced this tasty new line are reporting heavy demand and repeat orders. These merchants tell us it is one of the most popular and best selling biscuits ever handled and that it has met with instant approval wherever introduced.

¶ It is a delicious, sweet crispy biscuit treat, with an altogether original and particularly tasty flavor.

¶ Your line is really not complete without the "Lily Biscuit." Try it, and you will want to tell all your friends about it.

For 72 years the name "CHRISTIE" has stood for the highest standard of quality.

CHRISTIE, BROWN & CO.
LIMITED
TORONTO, CANADA

The Points of Superiority

— *are not poisonous*

— *stronger and longer stick*

— *heads do not fly off*

— *no live sparks when extinguished*

— *rats won't gnaw them*

— *light every time*

— *withstand moisture*

— *every match a perfect match*

— *better profit for the dealer*

— *cost no more to the consumer*

— *ensure satisfied customer*

PROGRESS

A new Canadian industry has been founded. A new standard for matches in Canadian homes has been established—no longer will your trade be satisfied with the old style short stick matches. They will all want the new modern Maple Leaf Matches with the **longer** stick and the **stronger** stick, and this new match means new and better profits to you and no higher cost to the consumer.

"Maple Leaf" Demonstrators are on the road, to show you just what it means—in dollars and cents—for you to sell "Maple Leaf" Matches.

And we are right behind you with a strong and complete Advertising Campaign for "Maple Leaf Matches"—the only one ever put on by a match company in Canadian newspapers and magazines.

Buy Through Your Jobber

The Canadian Match Company

LIMITED

Montreal

INCREASE THE CAPACITY OF YOUR MERCHANT

There are two kinds of business policies of the merchandising field to-day.

The first believes the goods are sold when they have been sold to the merchant. Having bought the goods it is up to him to sell them and to get rid of them the best way he can.

The other thinks of merchants in terms of their capacity to sell his goods to the ultimate consumer, and having sold them to keep them sold and keep them coming back for more. The former very often finds new competitors coming into the field, and taking away a great deal of the business he has come to expect should be his.

The second approaches his merchant on a man to man basis. He encourages him to build. He shows him clearly and carefully what he is doing to help him create a market for the products he is distributing. Through the business newspapers the merchant reads, he shows him the turnover possibilities in his line. In fact, he shows him how to make more money for himself, and incidentally make more for the wholesaler or manufacturer.

The second and most successful type of business realizes that training does not stop when he has trained and sold his own selling force on the goods he is merchandising. He realizes that this is only a beginning, that the great force of retail merchants who finally dispose of his goods to the ultimate consumer must be trained, must have knowledge, must have information, so they in turn can prove and sell the ultimate consumer.

The one great way to reach the merchants who are selling your goods is through the MacLean Trade newspapers, which merchants are reading every day and every week of the business year. They are reading them for new ideas, methods, for merchandising plans, for schemes to make more money. Now as never before they are studying the market pages and price quotations of every issue. Firms who are taking advantage of this avenue to better business are finding results far in advance of their expectations.

THE MACLEAN PUBLISHING COMPANY LIMITED

TORONTO MONTREAL WINNIPEG VANCOUVER

Publishers of the following specialized trade and technical newspapers

Trade Newspapers

Weekly

Druggists' Weekly
Hardware and Metal
Canadian Grocer

Monthly

Dry Goods Review
Men's Wear Review
Sanitary Engineer (Semi-Monthly)
Bookseller and Stationer

Financial

The Financial Post

AYLMER
Tomato Soup

The old, familiar Aylmer Label, for long years the guarantee of quality in jams, jellies and canned vegetables, now covers a new line—Aylmer Tomato Soup.

This is essentially a quality soup—no better is made—no better soup can be made—flavor, color, body, wholesome goodness, all these it has. The supply is limited, and no more can be made until the 1922 crop of tomatoes is in.

Order From Your Jobber To-day

Zero weather boosts Klim Sales

KLIM is pure pasteurized skimmed milk, powdered by our exclusive "spray" process in our own plants which are located in the heart of Canada's finest dairy farms.

KLIM
PURE SEPARATED MILK IN POWDER FORM FOR ALL USES WHERE SUCH MILK IS NEEDED
ONE POUND NET
CANADIAN MILK PRODUCTS LIMITED
TORONTO MONTREAL

There is nothing like KLIM no source of milk supply that is fresh, sweet and pure under all conditions. Never freezes, never sours. No waste. For table use or for cooking

WHEN the milkman comes too late for breakfast needs, when the milk arrives frozen hard, when guests are entertained—is the season when KLIM sales are easiest. All that's needed is a suggestion from you, and many of your customers will be giving you extra profit—profit that the milkman now gets.

Put KLIM on your memo pad now—order from your wholesaler next time he calls.

Canadian Milk Products Limited
10-12 St. Patrick St., Toronto

81 Prince William St. ST. JOHN — 319 Craig St. W., MONTREAL — 132 James Ave., E., WINNIPEG

B. C. Distributors: Kirkland & Rose, 132 Water Street, Vancouver, B. C.

Always in the Market for

Ontario Fruits and Produce

Now especially interested in

Fresh Eggs and Onion Sets

Write—Wire—Telephone

Gamble Robinson Ltd.

Sault Ste. Marie, Sudbury,
North Bay, Cobalt, Timmins

MEXICAN TOMATOES

arriving freely, quality first class.

MARMALADE ORANGES

Two cars this week, order now before supplies run out.

WHITE & CO., LTD.

Wholesale Fruit & Vegetables

TORONTO

Phone Main 6565 or Main 6699

"Grocers"

You can buy

PHARMACEUTICAL EXTRACT MALT

For making Home Brew

THE BEST MALT

on the Canadian market
Made-in-Canada

Splendid Profits

Packed in 2½ lb. tins, 24 tins to the case. A big seller showing the Grocer a nice profit.

Send Your Orders Direct

Maple Leaf Malt Extract Co.

61 Canning Street, Montreal

Can We Help You?

There may be certain articles that you would like to have information on. Do not hesitate to ask us. If we can be of any service to our readers it will be a pleasure to do so.

Canadian Grocer

is published in your interest, and we want to help you at all times.

Address:

CANADIAN GROCER
153 University Ave.
Toronto, Ont.

"Always Delicious"

"SALADA" Tea is well advertised—therefore it sells quickly. It fulfills all we claim for it—therefore it keeps on selling.

SALADA TEA COMPANY OF CANADA, LIMITED

MONTREAL TORONTO WINNIPEG

Kolacafé

REG'D.

Makes The Best Coffee

If your Wholesale grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 40 Adelaide St. West, Toronto.

DUMART
KITCHENER
BRAND
PORK PRODUCTS

You can increase your sausage sales with

"KITCHENER" BRAND SAUSAGES

If you want to give your customers sausages that are just a little better both in quality and flavor, try a sample order of "Kitchener" Brand. These temptingly flavored sausages are made from the finest selected pure pork meat. Their superb flavor never fails to make new customers and to keep the old ones buying more. **SPECIAL ATTENTION TO MAIL ORDERS.**

THE DUMART PACKING COMPANY, LIMITED
KITCHENER, ONTARIO

Eureka Refrigerators

And

Refrigeration Equipment

Are Built to Suit

Your Needs

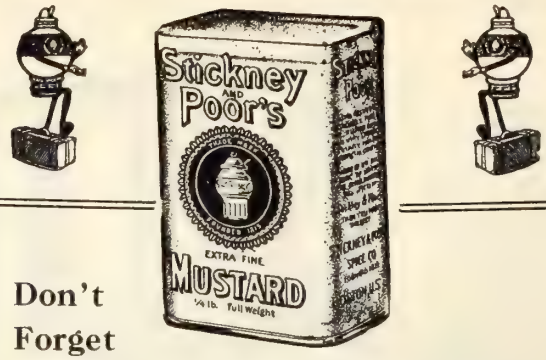
When you purchase a Eureka you purchase an article of proven merit, proven for 35 years and the most popular refrigerator in Canada.

We believe we make the best—the Eureka—and our belief is strengthened by the ever-increasing demand for our refrigerators and other refrigeration equipment.

Our Service Department is at your disposal for any information you may need in your refrigeration problems and we would welcome a line from you. You incur no obligation by writing us.

EUREKA REFRIGERATOR CO.
LIMITED

Head Office and Factories :
OWEN SOUND - ONTARIO



Don't Forget

STICKNEY & POOR'S
Extra Fine
MUSTARD

with your next order from your jobber. It is the BEST MUSTARD you can buy for your trade.

The Best Mustard is the Best Trade Builder

for this reason, say

"Stickney & Poor's Mustard" to your jobber

Your co-operating servant
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century old - Century honored 1922
HALIFAX
Mustard - Spices - Seasonings

Why Our Brooms always wear longer and retain their shape.

Because nothing but carefully selected and graded broom corn is used and every broom is made uniform throughout — short, plump with full top, well pressed into shape, and well sewed. Every operation is performed under the careful scrutiny of a broom man with 40 years' experience in making brooms of the better kind. You can always count on 100% satisfaction and a good profit.

WATERLOO BROOM & BRUSH CO.
LIMITED

Phone 286 **Waterloo, Ont.**

"Kiwi"
KEE WEE

Recommend "KIWI." It makes boots waterproof and keeps the feet dry. Again, wet boots are apt to harden and lose their shape; the use of Kiwi is a certain preventative — tell this to your customers. They will be grateful to you for the advice.

Kiwi is made in 7 varieties of shade. One size only. Trade terms will be gladly sent upon request.

The Quality Boot Polish

THE
"KIWI" POLISH CO. PTY., LTD.
LONDON, N. 3, ENG.

AGENTS

Anglo-British Columbia Corporation, Ltd.,
Riggs-Selman Buildings,
Pender Street Vancouver.

G. W. Price & Company,
Lombard Bldgs., 70 Lombard Street,
Toronto, Ontario.

Has Sold RED ROSE TEA *for* 27 Years

Store of David W. White, St. John, N. B. with Mr. White in doorway.

More than 27 years ago, Louis C. Armstrong sold the first case of Red Rose Tea to David W. White of St. John, N.B. Mr. Armstrong is the senior traveller of the T. H. Estabrooks Co., Ltd., and Mr. White is still in business, and Red Rose Tea is going as strong with him as ever.

Recently he arranged his window with an attractive display of Red Rose Tea, and just below the white enameled framed sign, he placed a card with the following written on it:—

"I have sold Red Rose Tea for more than 27 years."

"I have not had a complaint against the tea, and the T. H. Estabrooks Co. has always treated me fairly."

(Signed) David W. White.

We are glad to acknowledge this tribute from Mr. White and to reproduce a photograph of himself and his store, as we are also glad to have Mr. Armstrong with us still.

Furthermore, we feel sure grocers everywhere Red Rose Tea is sold will be interested in knowing that the city in which we started business, after 27 years of steady growth, gave us an increase in sales for January, over any one month last year.

T. H. Estabrooks Co., Limited

St. John, N.B., Montreal, Toronto, Winnipeg, Calgary

Take The Blue Out Of "Blue Monday" By Putting in a real *"Blue"*

All the women have confidence in it. Don't drive them from your store by letting your stock run out.

A substitute will disappoint them.

COLMAN-KEEN (CANADA) LTD.
520 King St. West Toronto

You'll Find It Profitable Business To Sell Every Line of---

Hand Packed Pilchards,
Sockeye Salmon,
Pink Salmon,
Kippered Salmon,
Fresh Herrings,
Kippered Herrings,
Herrings in Tomato Sauce,
Deep Sea Trout, etc., etc.

Order from your Wholesaler today.
insist on the G. M. Brand

Gosse-Millerd's
CANNED OCEAN PRODUCTS

Grocers find all G. M. lines easy to sell because the quality of one line creates the desire to purchase other members of this Brand. That is why there are so many retailers carrying a full line of **Gosse-Millerd Canned Fish.** The satisfaction your customers derive from being able to purchase their particular choice of canned fish under the label of a reliable Brand, makes it an essential point in your business to always have a generous supply of all lines of **G. M. Ocean Products** ready on your shelves.

GOSSE-MILLERD, LIMITED, Vancouver, B. C.

CANADIAN GROCER

Vol. XXXVI. TORONTO, FEBRUARY 24, 1922 No. 8

Advancing Markets Stimulate Trade

A Stronger Situation in Wheat, and an Upward Tendency In Many of the Farm Products is Having a Beneficial Influence on Business Generally—Canned Tomatoes and Peas Are Higher

THE FIRST two months of this year have been featured by upward tendencies in many of the principal food commodities. The more recent startling advances in the wheat market, with the resulting higher prices on flour, constitute perhaps the crowning feature. The wheat situation is looked upon by many as a trade barometer and certainly it can be rightly considered so in the Western Provinces. The advance in wheat which is about thirty-five cents per bushel from the low point last fall will materially increase the buying power of the farmer as ot is estimated there are nearly 80,000,000 bushels of wheat still in the hands of the producers.

The fall in price of farm products has undoubtedly been one of the reasons for dullness in business reported by many merchants.

Since the beginning of the year, however, farm products with perhaps the exception of butter and eggs have been steadily advancing. Live hogs on the fed and watered basis were quoted on the Toronto market at beginning of the year at $10.50 per cwt. As we go to press the market is strong at $14.00 on same basis, and there are indications of further advances. Although cattle is hardly as strong as hogs, the situation nevertheless shows a better tone than at turn of the New Year. Potatoes are perhaps the weakest of all farm products, but even so present prices are generally better than those during the year preceding the outbreak of the war.

* * * *

Reverse of a Year Ago

In teas, canned goods, dried fruits, beans, cereals, and cocoa beans, the situation is decidedly the reverse to that of a year ago and of a month or so ago. The present situation in the markets is significant. Merchants and manufacturers can look upon the future with more confidence, and producers of raw material will have more encouragement for greater production this coming season. Prices, no doubt, will fluctuate to a certain extent, but that phase will be governed by the law of supply and demand. There is every indication that prices, at least in many of the principal foodstuffs, have reached bottom. Buyers can always be found on an advancing market and already there is a considerably better tone to the grocery business.

* * * *

The Situation in Beans

During the past week large shippers of Ontario beans report they are having difficulty in procuring supplies. Some supplies still remain in producers hands but these are limited and consist of mostly under grades. Hand picked and No. 1 lb. picked, the grades in general demand for table consumption and by canners, are practically exhausted from first hands and stocks in holders hands are very small. Prices have been steadily advancing for the past two or three weeks and at the moment are nearly $2.00 per bushel higher than at harvest time last fall.

The same situation exists in California limas. Coast prices on limas are up 50 per cent. and holders are not anxious to sell at even the advance figure.

* * * *

Tomatoes and Peas Advancing

In the canned vegetable line, tomatoes and peas are the chief points of interest. Owing to the poor crop of peas last season, the pack was exceptionally light with greater portion running to standard grades or No. 4 sieve. The result has been that the better grades were moved rapidly out of canners' hands. Standard grades have been selling steadily at prices which have been gradually increasing since opening prices were named. Tomatoes were also a light pack and as the pack in the United States was also small due to the poor crop, considerable canned tomatoes have been finding a ready market in that country. This has tended to create a strong situation with prices steadily advancing and canners maintain the situation will continue so, right up until the new crop is available on the market next fall.

* * * *

Heavy Buying of Teas

The tea situation has been reviewed several times in these columns but it might be mentioned that as the season progresses, the tea markets of the world continue to indicate upward tendencies. A recent advice from London in referring to the situation in India says: "A number of companies have disposed of the balances of their 1921 crops, and there are rumors of the same having been done in some Ceylon and Java crops. It would seem to indicate that big blenders are making sure of their supplies during months to come. A steady increase in prices must naturally follow as all sellers are raising their valuations and the teas are being taken out of the sales. There is a very uncertain feeling with respect to the coming season, because, if troubles do break out in India, the crop will be greatly affected."

Stocks of teas in Canada are not at all large and although prices have shown advances, they are still considerably below the parity of primary markets and further advances can naturally be expected to follow to bring them more in line with the cost of replacement.

* * * *

Higher Flour Prices

Flour scored another advance of 50 cents per barrel making prices $1.00 per barrel higher than at closing of last year. Recent sharp advances in the wheat market due to information coming to hand of a world shortage in wheat, is attributed to the advance.

A cocoa bean broker points out there is an advance of from 3 to 4 cents in beans he has been importing from Granada. He states the prices will go higher.

The above and other advances have been stimulating business during the past few weeks and have created a much better feeling, at least among those who have the goods to sell.

January 40 Per Cent. Ahead of Same Month Last Year With This Manufacturer

Precautionary Methods Adopted During Heavy Buying Period Results in Retailers Not Being Loaded Up With Stock, With Consequent Buying Being Maintained at Normal Levels—Look After Customers' Stocks

DISCUSSING business conditions with a large manufacturer of prepared canned products, Canadian Grocer was informed that their business for the month of January was 40 per cent. greater than for the same period last year. February will also show a nice increase.

"How do you account for the increase?" asked Canadian Grocer.

"Work," replied the manufacturer. "No person connected with our business, from the directors down, has any outside interests, consequently all our time is concentrated in building up a larger consumption of our products. I say consumption, because we believe that our goods are not sold until they are actually eaten.

Were Not Loading Up

"It may be interesting for you to know," continued the manufacturer, "that during the latter period of the war and later when many other manufacturers were taking every advantage of the conditions then prevailing, accepting heavy orders and enlarging their factories, our firm was actually turning down business. We cut down our expenses, reduced our selling force, made two travellers cover the same territory that previously required three, etc. We even broke cases, sending customers one dozen in place of a case. The result was that when prices dropped our retail customers did not find themselves loaded up with a lot of our goods bought at high figures, and upon which they might eventually have to take a loss. They were therefore in a position to immediately place their selling price in line with replacement costs.

"This policy is now changed entirely. When some manufacturers commenced to slacken on their output, our factories continued to work at full capacity. We increased our selling force, our publicity to the trade and other forms of advertising. We are taking every possible means to increase our turnover. We even look after our customers' stock. The first duty of a salesman upon entering a store is to take notice of the condition of our products. If he finds certain goods on the shelf have been held too long, labels soiled, tins dented or something else wrong which might curtail the sale, then the salesman destroys those lines which have overrun our guarantee, relabels those lines which have become soiled, or in some other way assists the merchant to move them off as rapidly as possible. For any goods which are destroyed, the merchant is reimbursed at the invoice cost."

Going Into New Districts

Dealing with other methods for increasing business, he added: "Our salesmen are going into districts, to-day, that many other manufacturers are quite apparently overlooking. In the extreme western parts of Canada we are getting repeat business. I have recently returned from the Maritime provinces. Everyone is more or less familiar with conditions there. The mining industry is practically nil. Crops, with perhaps the exception of apples, were not at all good. In spite of these handicaps, our sales in that district are larger than ever. The Maritime provinces are sound fundamentally.

"There is no secret to our increase in business. It is simply work."

"Big Turnover Sometimes Means More Credit Losses" Says B. C. Grocer

Changing to a Cash Plan of Doing Business Results in a Smaller Turnover For Merchant In Vanderhoof, B.C., But He Declares That He Is Sure of His Money And Likes It Better

VANDERHOOF, B. C.—"It made me laugh," said Mr. Johnson, of Vanderhoof, B. C., "to see my customers flocking across the road to my competitor after I changed to cash. I advertised for four weeks in advance, to tell all the trade just exactly what I proposed to do, and why I judged the cash business to be the better kind. Then by the first of the month (several months ago) I put up a sign in the store which read, "The low prices at which my goods are marked do not allow of any bookkeeping expense."

It was at this stage that the "easy payment" crowd started wearing a path across the street.

"Here was I finding it unprofitable to carry any more credit business," said Mr. Johnson, "and yet here was a younger grocer, with quite as modest capital, taking on all and sundry, and seemingly eager to get the goods off his shelves and the accounts on his books.

"I had not gone into the cash business in name only. 'Cash' to me means 'ringing up the amount on the register at time of sale.' I was not surprised thereofre to find my turnover was dropping fast. In fact ever since I changed policies my turnover has been away lower than ever before—but look at it this way:—

How Credit Losses Work

"Let us suppose that the net profit on groceries in a well conducted store amounts to 2%. I mean clear of all charges, salaries and all. It will be obvious to anyone that only out of such net profits may losses be borne. When one figures then that a dead loss of $100 means that $5,000 worth of business has been done to no purpose whatever, the fallacy of big turnovers, and their accompaniment of credit losses becomes apparent.

"When I first started in business here, I just carried hardware although I was familiar with the grocery business as well. I was not expected to give out hardware on credit. When, later, I put in the grocery stock, the change came. It just naturally seems that the public considers the grocer in some way responsible for its 'continuity of eats.' I have had customers come to me, tell me all about their phenomenal run of hard luck, and demand of me, 'Well, what am I going to do? I've got to eat.'

Not a Privilege—A Right

"With many, credit at the grocery store is not regarded as a privilege—but a right. Maybe we got into bad habits up here during construction days—money was plentiful. Everyone made good money and spent lavishly. I for one have decided that a modest cash business will do me, rather than the more elaborate gamble that the credit grocery has come to be. My cash receipts have mounted every day since I started, my cash business increased the day I made the change to cash, and it's real money—the kind that pays bills.

"I told you that I laughed when I saw the customers going to a competitor with their credit business. I'm still laughing for now many of them are coming to me with their cash. It is a little trick people have of buying on credit to the limit—then getting very deeply wounded at the importunity of the merchant trying to collect and taking their cash to the store where only cash will buy goods. The cash merchant will not juggle such big figures when he talks turnover, etc.—but neither will he work late so many nights nor will he feel that sinking sensation when he hears the bank manager's voice on the telephone."

The Canadian Postum Cereal Company have taken over the offices and warehouse formerly occupied by the Canada Starch Company at 45 Front Street E., Toronto. R. K. McIntosh is the general manager of this company for Canada, and all their Canadian business will in future be transacted from this Toronto office.

Meat Substitutes in Lenten Season

Fish, of Course, in Its Many Varieties, is Popular in This Period, But Grocers Will Find it Worth While to Push the Sale of Such Lines as Macaroni and Baked Beans—Feature Foodstuffs That go Well With These Articles

THE PRINCIPAL factor in a good dinner is meat; it is around this basic feature that the housewife builds the balance of the meal. No matter whether dinner is served at noon or in the evening, meat is the fundamental or chief dish that is first considered when the menu for the daily dinner is being arranged.

During the Lenten season which this year commences on Tuesday next, the meat dish in many households, if not entirely eliminated, is limited to two or three days in the week. Substitutes for meats would therefore appear to be the chief worry of almost every housewife during the season of Lent. Fish of course is always a standby. But there are numerous other lines on the grocer's shelves which can be suggested to take the place of the meat course.

Macaroni a Good Substitute

Take macaroni for instance. The food value of macaroni is recognized as practically the same as meat. Certainly it will take the place of the meat part of the meal. Macaroni readily adapts itself to various methods of serving, and as it usually requires other articles to make up a dish, it is therefore a profitable line for the merchant to concentrate his selling efforts upon. It has been said that for every dollar's worth of macaroni sold, other articles to the value of about two dollars are also sold.

A merchant in Western Ontario recently put on a sale of macaroni for one week. With every order for macaroni he suggested canned tomatoes, cheese and soda biscuits. During the week, this merchant passed over the counter 432 cans of tomatoes, 450 packages of macaroni and 360 packages of soda biscuits. Besides almost every order for macaroni was accompanied by an order for cheese.

Suggested Baked Beans

Baked beans is another good line to suggest during the Lenten season. Many people prefer to bake their own beans, but for a hurry-up meal the canned variety is the line to push. One merchant filled the entire bottom of a window with beans to the depth of several inches. Piles of canned tomatoes and bottled catsup were also arranged. At the rear of the window, and forming the background were piles of canned baked beans. This window attracted a great deal of attention, and sales of these lines jumped rapidly. It might be mentioned, that in arranging this window, it is not necessary to use a great deal of material. The floor of the window is first filled in with empty boxes, of the same height, but fixed about one inch from the glass. The beans are then thrown in. The space tween the boxes and the glass is filled, so that when completed, the display has the appearance of a solid pile of beans.

Fish For Lent!

We are already planning for our supply of Fish. We can assure you that you will find here what you want—splendid quality fish, and any quantity of them. No need to wonder whether you will be able to get Fish, we're sure to have them, and we sell anything you like from a pound to a whole fish.

Fresh Flounders, 18c lb.
Fresh Halibut, sliced, 35c
Red Salmon, sliced, 35c
Pink Salmon, sliced, 23c
Extra Quality Smelts, 25c lb
Fresh Sea Herrings, 13c lb
Salt Sea Herrings, 12c lb
Boned Finnan Haddie, 23c lb

Our Lettuce supply is coming along a little better. We expect to have both Head Lettuce and Leaf Lettuce.

There is no doubt about our COFFEE—we have that, and it is always good— 52c a pound.

MALCOLMSON'S
LIMITED

Showing how Hugh Malcolmson, of Chatham, Ont., advertises for the Lenten season.

Displaying Canned Fish

In the canned fish category, the variety is almost endless. In the old days, Lent meant to many a lingering period of codfish balls, salt herrings and mackerel. Today that is all changed. The development of the canning industry is responsible and the housewife is now able to select a varied fish menu for every day of the six weeks' period of the Lenten season. Canned fish on account of the variety, will make an attractive display, whether in the window or interior, and when the suggestion is carried out over the counter and the telephone, the increase in volume of sales will be gratifying.

Although the old salt fish barrel has almost entirely disappeared from some grocery stores, it is nevertheless not to be despised as there are many people who are still fond of salt herrings, mackerel, etc. Codfish for creaming and for making codfish balls should also be in a prominent place where customers can see them. They will not sell under the counter or in the back warehouse.

In the canned line, sardines should be heavy sellers. The fact that sardines are considerably lower in price this year should be a factor to boost their sales. In salmon, it is advisable to display several grades. Some of the cheaper grade are admirable for escalloping, creaming, baking, etc. Tuna fish should not be overlooked. In recent years this fish has become a great favorite with many people. Some merchants have had wonderful success in the selling of tuna fish. They advertise it "tastes like chicken," and particularly recommend it for the making of salads, although it is equally as nice, heated, creamed and served on toast.

Then there are shrimps, lobsters, kippered herrings, herrings in tomato sauce, whale meat, pilchards and an infinite variety of other fish. So that taking one thing with another the grocer has no lack of substitutes to offer to those of his customers to whom meat is temporarily barred and the Lenten season should thus prove a source of additional business to him.

Charles J. Ciceri, of Charles Ciceri Co., Ltd., Montreal, has been appointed Italian Consul for the Dominion of Canada, with headquarters in Montreal.

Salesmanship Now Being Subjected to the Acid Test

Many men have wisdom but don't know how to apply it—Industrial Activity directly dependent upon salesmen's efficiency—No use waiting for something to "turn up."

By F. E. MUTTON
President and General Manager International Business Machines Co., Ltd.

(Continued from February 3rd, Issue)

Who supervises the District Managers? The Sales Manager.

Who supervises the Sales Manager? The General Manager.

Who supervises the General Manager? The President.

Who supervises the President? The Executive Committee.

Who supervises the Executive Committee? The Directors.

Then last, but not least, who supervises the Directors? The shareholders.

Enthusiasm Injections

One of the reasons salesmen fall down is because they are not supervised closely enough. I do not mean bossed. We do not know the meaning of "Boss" in our organization.

Supervision means, for one thing, that you get out with the salesmen occasionally, especially the men in the Provincial territory, who are meeting to-day probably the greatest resistance in the history of trade in this country. They are only human, they get lonesome, they have gone a week perhaps without an order. The greatest asset for a salesman to have is a big stout heart, not knowing the meaning of "Quit." Well, that man needs supervision, it might be termed, or Assistance, a new injection of Enthusiasm, which he can only get from an executive higher up.

I have recently returned from a trip to the Coast. I am running the manufacturing end as well as the selling end, but there is nothing else so important to my mind as going out and visiting these men, spending a day or two or three with them, getting that heart-to-heart touch that they appreciate so much—I know it because I have been there and received that treatment.

Necessity For Training

As to training. How few firms seem to realize its necessity. I have had men come to me who seem to have been given a price list and an order book, and left to grab any further knowledge they could out of the atmosphere. Those salesmen are going to run up against other men in parallel lines who have been trained, and we have got to see to it that our men are equipped to meet these trained men. If in your own judgment the new salesman is the right material for your organization, then it is worth spending time and money to give him the proper ammunition.

Peddling Troubles

It is important to train salesmen to know that it is no earthly use telling their troubles to fellow salesmen.

To salesmen I say, if you do not agree with the policy of the house, don't go to Bill Jones about it, he cannot cure it; go to the General Manager, and if he does not satisfy you, go to the President.

Get your men to have enough confidence in you and the house to know that they can do that. Many good sales organizations are wrecked by "gossip" breeding disloyalty, so have them feel that if they think they have any complaint they can come to you, and either they will "sell" you that they are right or you will "sell" them that they are wrong.

"People are only suspicious of things they do not understand." It is of primary importance in training salesmen that they should know and thoroughly understand the policy of the house. Then it will have their support.

Constructive Help

One of the chief duties of the Sales Manager is to give his men constructive help in their work. If a sales manager cannot help his salesmen make sales, what is he for? I have three sales managers in my business, one for each division. Each of them when he visits an agency helps the man there to make sales. If he could not he would not be the sales manager. I do not mean for him to go out and canvass the stores. I mean he is everlastingly gathering material and thinking, so that he has something to take out with him and say, "Put this down in your note book."

A Talk On Cards

I have a little talk on cards for our salesmen. I am a great believer in teaching through the eye. Some of these cards are:

Success is Simple. You can talk five minutes on that to a Convention.

Service. Action of one on behalf of another in the interest of both.

Add Yourself Up. Don't overlook the weak spot—we all have a lot of them.

Think In Big Figures. Teach the salesman who is selling two thousand to think of ten thousand.

We Are Only As Big As We Think. Let him look at that a minute.

Increase Health And Knowledge. The salesman can never afford to stop doing that.

Men Make The Business. You can take the biggest concern in Canada and burn down the whole institution, and they could collect insurance and build up again, but if you took my seventy-two salesmen I would have some job to get things going again. Trained men are of more value than machinery and plant. Let them know how much you value them.

Teach Salesmen Not To Guess, to know what they are talking about.

Cut Out Gossip, Fault-finding And Destructive Criticism. What is wanted is Constructive Criticism.

A Man Is Known By The Company He Keeps, And A Company Is Known By The Men It Keeps.

The Open Mind Is The Growing Mind.

Men Should Not Be Employed At Any Task Which A Machine Can Perform.

Self Analysis. Teach the Salesman to analyze himself, the most helpful thing he can do.

Better To Aim At Perfection And Miss It Than To Aim At Imperfection And Hit It.

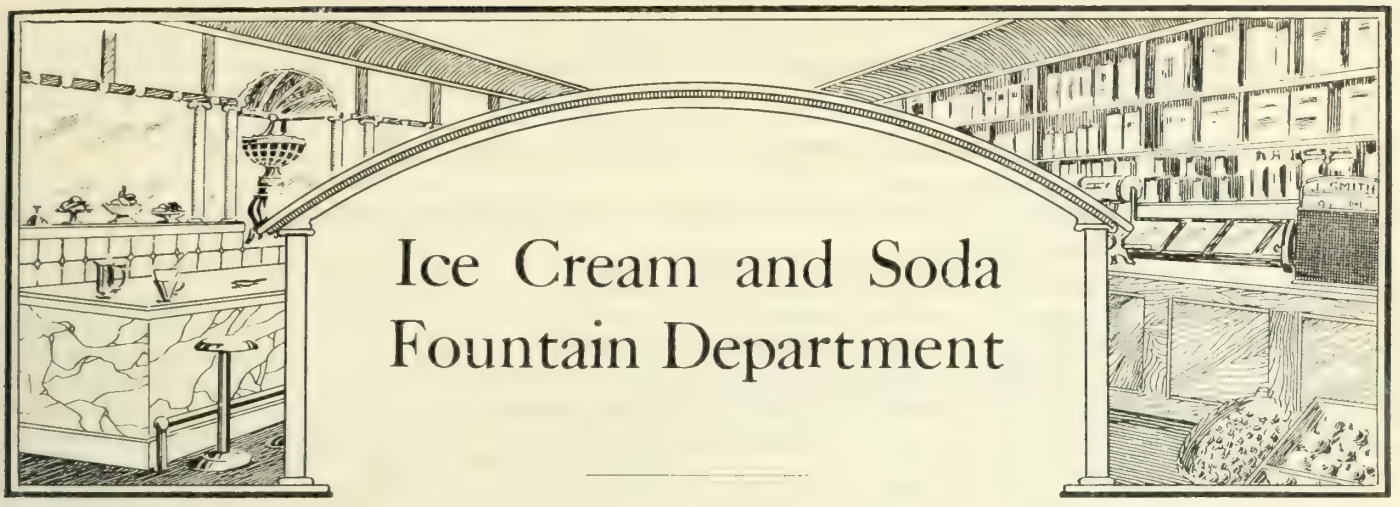
Organize The Brains of Your Organization.

Don't Make The Same Mistake Twice! But If You Never Make Any Mistakes You Are No Good.

Co-operation.

Concentration on the work you are doing.

(Continued on page 29)



Takes Weekly Inventory at Fountain

From Records of Sales Made and Stock Used it is an Easy Matter to Tell What Earnings Have Been and if the Ice Cream Department is Being Operated With The Least Amount of Waste—Taking Care of "Stock"

OUTSIDE of carelessness in regard to handling stock, one of the greatest sources of loss to the fountain occurs where free service is given to the people employed in the store. If dispensers hand out free drinks and sundaes to the employees, the employees are likely to hand out candy and cigars to the dispensers. Some owners avoid this by selling to employees a fountain ticket like a restaurant meal ticket. The dispensers are not allowed to serve anyone, not even the proprietor or department managers without their paying for what they get either by the presentation of a ticket or by cash. This is not a popular plan at the start but it is fair to all and by first carefully explaining it to all and then carrying it through impartially to all persons it soon works to the satisfaction of all employees and saves a great deal of money for the store.

Waste Must Be Prevented

To make a proper showing, men who are on the fountain must prevent waste in every possible direction. A good deal of money may run away when ice is allowed to lie out in the air and melt instead of being snugly stored in a well insulated ice box. It is a waste to buy goods merely because they are low in price and that, in using, prove unsatisfactory, drive away trade and finally have to be sacrificed. It is often a waste to buy too many different kinds of fruits, syrups and flavors of ice cream, instead of confining oneself to a reasonable number of the most popular kinds and of selling these to the trade by tactful suggestion.

It is a waste to try to get along with equipment that is faulty, with a fountain that "eats ice," with syrup pumps that do not measure accurately or with a cream cabinet that holds too little cream for the trade.

Being unduly generous in serving too much syrup or too much fruit or other materials is also waste. It pays to have a standard for every dish and every drink. Each should have the same quantity of the same quality of materials. This pleases and gives the customers confidence and assures a uniform profit all the way through. Figure the cost for materials and for doing business; then arrange the formula for each dish served so as to allow a fair profit for the price charged.

Business Side Discussed

Carelessly allowing ice cream to get too soft to use is a waste. Not keeping fruits and syrups properly stored and covered causes waste. There are an infinite number of leaks and wastes to be prevented. This is only done by each man's keeping constantly on the lookout to head them off.

Dealing with the business side of the ice cream and soda fountain department Gavin Wright, writing in Profitable Ice Cream, says he likes to have this department handled as a separate business, to have its own bank account, to have everything that is bought for it to be charged to it and also to be charged with its share of rent, light, heat and all expenses and, of course, to be credited with the proceeds of the sales. "From this I can tell," continues Mr. Wright, "whether I am making good and so can the proprietor, which means satisfaction to both of us. I look after my department by checking up everything that is bought and seeing to all that we order and pay for whether it is ice, ice cream, syrups, fruits or anything else. All supplies outside those in actual use are kept in a stock room and carried as 'stock.' When any 'stock' is required for use it is measured out and charged to the fountain. A 'running' or perpetual inventory of stock enables me to know just what amount of each item I have on hand at all times.

Takes A Weekly Inventory

"I take a weekly inventory of the fountain and from my records of sales made and stock used I learn accurately whether we are getting along with the least amount of waste and in a general way what our earnings have been for the week. I also make a daily comparison of the sales slips with the cash receipts for each day to make sure that all sales are accounted for.

"Need I refer again to the importance to every dispenser of having a good personal appearance? Clean hands and face, clean finger nails, clean, neat clothing, white coat and cap, and clean apron. Keep in a good frame of mind so that good nature shows in the face as well as in the words and service. It makes people friendly to you and the store. This attitude on the part of the dispenser is the basis of the kind of service that builds business.

"It is the first principle in this kind of service that no drink or dish is 'good enough' until it is 'just right.' Keep on experimenting until satisfied that it can't be made any better. Just as much care should be taken in dispensing ice cream right as in dispensing drugs, for instance. When the right way has been determined on, do it this way in every case.

"Each person around the fountain should know what the various dishes and drinks are composed of and be able to describe them to customers so that they can intelligently select from the menu."

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Indiscriminate "Cutting"

MANY GROCERS are finding that using "leaders" is a very satisfactory way of stimulating sales. Department stores use them to advantage, and the "chains" too, apparently find them worth while. Making a feature from week to week of some special lines, and suggesting them with every order taken, is good business, but the advantages to be gained from "cutting" prices in order to make attractive leaders are questionable. The merchant to-day must have a fair profit on his merchandise, and the continued slashing of values in order to create a greater volume of trade, cannot fail sooner or later to result disastrously for the retailer. The man who is "cutting" quotations to the very narrowest margin is not only hurting himself, but is forcing his associates in the trade to meet this competition. No merchant can hope to reduce prices to the point where there is very little profit for himself, and still hope to pay expenses, and make a fair living.

This practice is educating the housewives of the country to look for bargains, rather than for a good article at a fair price. It is a splendid idea to have leaders, to make a feature of different lines each week, and get behind them with real selling effort. A slight reduction from the regular price, for the purpose of making a "leader" is possibly justified, but the indiscriminate cutting of prices should not recommend itself to the thoughtful, business-like grocer.

Time and again Canadian Grocer has pointed out in its columns what retailers are doing every day in the way of increasing sales of certain lines. Making window displays of goods, coupled with good advertising and real selling talks, is always worth while, and in nine cases out of ten the merchant who is selling some particular thing by reason of this effort, usually turns the sale of other commodities in addition to the ones specially advertised.

Mail Order Houses Suffer

A RESUME of the 1921 sales of American mail order and chain store organizations, says The Financial Post, shows that for the most part, the year was one of decreased business for the mail order houses and increased sales for the chain stores concerns.

As Canadian Grocer has previously pointed out, mail order houses suffered because their catalogue prices were unable to keep pace with the declining markets, and the retailers in the rural communities were able to offer goods at equally as low and at even lower prices, than their mail order competitors. Retailers in the smaller towns and cities in this country, who energetically went after business, even in a generally admitted period of depression, report their volume of turnover quite satisfactory. An attempt to make people realize their loyalty to the home town, and the merchants in it, has been more or less successful. Likewise the fact that residents in the country, many of them at any rate, now possess automobiles, enables them to get about more than ever before. Consequently they are buying in the towns and villages, where they can see the goods, in preference to the mail order houses where the catalogue is their only guide.

Should Stamp Out This Evil

MERCHANTS of Brantford, Ont., have taken the lead in attempting to offset what has become a most unfair medium of reducing the volume of their business in local communities. This has to do with traveling carnival companies and carnival attractions. A campaign has been started because of some bitter experiences of that city in view of the fact that the number of these carnivals touring Canada has been gradually increasing in the past few years. There are several reasons why merchants and other representative bodies should seek to have these aggregations kept out of Canada. It is a known fact that when they visit a city they take away with them thousands of dollars which otherwise would remain in the city to be spent in its stores and in a more useful manner than it can be spent at such carnivals.

An attempt is being made to right the wrongs which have existed for some years in connection with transient traders and hawkers who visit a community and solicit business while paying little or no portion toward the expenses of that community such as the permanent merchant must do. So too the carnival is a transient affair which contributes but a small license fee and takes away a large volume of revenue which otherwise would go to enrich the inhabitants of the community who have their money and interest centered in that community.

Apart from the financial side of the question there is also the moral aspect. No one will deny that these carnival companies in most cases represent the scum of the theatrical world, who do their best to impoverish, both morally and financially, those who frequent their amusements. Steps are being taken by representative bodies in Brantford to stamp out the evil of traveling carnival companies. Already many sections of the United States have barred these traveling companies, and Canada is now looked to as a fertile field for exploitation. Merchants and other representative bodies in other cities might well join Brantford in seeking some means of restraining these companies from coming to Canada.

Lenten Season Foods

WE ARE NOW entering upon the Lenten Season. During this period, many people will deny themselves meat and food derived from meats. Naturally this means an increased demand for other varieties of foods to take the place of this deficiency.

It is, therefore, the merchant's opportunity to push the sales of canned fish, alimentary products and other non-meat foods. There is almost an endless variety of foods on the grocers' shelves, to be suggested to customers to fill the meat course of a meal, and from which attractive displays could be made. If a window is trimmed with such lines and backed with a card stating that the lines shown are suggestions for the Lenten Season, undoubtedly it would be a great assistance in keeping the cash register ringing merrily.

SOMEBODY said that the windows are the eyes of the store. They used to be. Nowadays they are the eyes through which the passers-by see what the store offers.

THE TRADE journal you never take out of its wrapper is about as useful to you as a nut you don't take out of its shell. You have to open them to get out the meat.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

ONTARIO

B. Curtis, Leamington, is retiring from the grocery business.

E. W. Gilroy recently opened a meat and grocery business in Petrolia.

James H. Martin, 114 North Front Street, Sarnia, is disposing of his grocery store.

J. W. Edwards has recently taken over the grocery business formerly owned by T. M. Davis.

S. J. Woods is managing the Bradley & Son Grocery Store at Niagara-on-the-Lake, Ont.

W. S. Greening, president of the Pure Gold Manufacturing Co., Toronto, has left on a trip to the West Indies and will be away several weeks.

A. H. Clarke & Co. are now conducting the Gordon Drake store on Adelaide St., London. This is the fifth store in the Clarke chain in London.

Teall's grocery store in Tillsonburg, Ont., was recently entered, and a quantity of goods was stolen. No clue has been found as to the guilty parties.

Thieves broke into the Walker Cash and Carry store in Fort William, Ont., the other night, but they were none the richer for their attempt at burglary. Mr. Walker had cleared out the till before leaving the store.

The assets of the insolvent Linwood Farmers' Co-operative Company have been disposed of by the assignees, Rutherford, Williamson & Company to R. Y. Fish of Linwood at 60 cents on the dollar. Mr. Fish also takes back the grain elevator which he sold to the company a year ago.

George G. Yorke, manufacturers' agent and wholesale grocery broker, who has been located at 40 Adelaide Street West, Toronto, is moving the first of the month to the Sloan, Dickson & Bone, wholesale grocery building, corner of Queen and Portland Streets. This is the building formerly occupied by Warren Bros. Mr. Yorke has leased the first floor up of this building for office and storage purposes.

Th Border Cities' Retail Merchants' Association has elected the following officers for the ensuing year:—president, Clarence A. Lanspeary, first vice-president, George H. Wilkinson, second vice-president, T. W. Nairn, third vice-president, M. M. McCormick; T. R. Marentess, fourth vice-president. The directors include, W. J. Clarke, J. R. Hewer, A. J. McLean, Alex Moir, T. C. Ray, Arthur E. Thompson and A. J. Veale. Hazen E. Bastien is the secretary-treasurer.

A number of commercial travellers put on an evening's entertainment in New Liskeard, Ont., the other evening in aid of the New Liskeard Athletic Association.

STORM SHUTS OFF POWER

Canadian Grocer regrets the lateness of this issue. The cause of it was the sleet storm of Wednesday and Thursday which broke down the power wires and stopped the presses just as the issue was ready to be printed.

Canadian Match Co. Tenders Banquet to Its Sales Force

Montreal.—The Canadian Match Co. held a banquet for the sales force in the Freeman Hotel, Montreal, on Saturday last before the different sales representatives started out for their territories. This inaugural luncheon was presided over by Fowler Manning, who has been in charge of the organization of the company. Geo. C. Cummings, who will direct the field work, J. O. Pratt of the Montreal office, and the entire sales force were the invited guests.

After the luncheon Mr. Manning addressed the company on "Sales Organization and the Product." Mr. Cummings addressed the men on the advertising that was backing up their work. Early this week the salesmen started out for their different fields to launch the campaign.

Public Should Pay For Food Examined

Halifax, (Special)—The council of the Board of Trade here criticizes the regulations of the Dominion Pure Food Department. One complaint is that inspectors may enter a store and take out foreign packed food stuffs for examination without paying for the same. The council holds that as the inspection is supposed to be for the benefit of the public, the public should pay for food examined, not the individual merchants. Another complaint is that under the present regulations it is impossible for local dealers to fill orders for cut meat from St. Pierre, Miquelon, and the West Coast of Newfoundland, which offer a good market for cut meats.

WANTS UNIFORMITY IN DAYLIGHT-SAVING MEASURES

Montreal, Feb. 21.—To those cities and towns which intend to adopt daylight-saving time this Summer, the Railway Association of Canada is appealing for uniformity. The railway time tables will have to be revised in the Spring and Autumn to meet the different needs of Summer and Winter traffic and the suggestion is therefore made to municipal authorities, that wherever they adopt daylight-saving this year, it should start on the same day and on the same day as those on which the Summer train schedule begins and ends, that is, on the first hour of Sunday nearest May 1, and the first hour of Sunday nearest October 1, respectively.

QUEBEC WANTS AMENDMENT TO THE BANKRUPTCY ACT

Quebec, (Special)—Complaint against the effect of the operation of the Federal Bankruptcy Act was recently made by a delegation of rural lawyers which waited on Premier Taschereau and suggested that the Federal Government be approached with a view to having the law amended so as not to apply to this province.

Louis Letourneau of Quebec, East, has followed this matter up by notice of motion, in which he asks the House to declare as follows:

"That this house regrets that in the province of Quebec the Bankruptcy Act does not realize the hopes of its authors, and has become a serious hindrance to commerce, to industry and credit, and that it invites the Federal Government to again study the question."

1922 Calendars

Montreal.—Laporte Martin, wholesale grocers, 584 St. Paul Street, West, Montreal, have a new calendar out for this year which they are distributing through the grocery trade. The calendar bears pictures of the five directors of the firm around the central picture of Hormidas Laporte, president of the firm. The other pictures are of J. Laporte, director and sales manager; J. Landendin, director; A. J. Ethier, vice-president; W. Impleau, treasurer and H. Delorme, secretary. There are also cuts showing the present new warehouse and office building, the provision department recently acquired by the firm, the shipping department, and the garage. The calendar is printed in both French and English and carries for each month some hints for seasonable sales for that month.

British Columbia Wants Equalization of Freight Rates as Only Fair Method

J. P. D. Malkin of W. H. Malkin & Co., Wholesale Grocers, Vancouver, Heads Delegation to Ottawa to Ask For The Elimination of Present System, Which It Is Claimed, Is Unfair Discrimination

TORONTO, Feb. 21.—J. P. D. Malkin, of the W. H. Malkin Co., wholesale grocers, Vancouver, B. C., and president of the Vancouver Board of Trade, was in Toronto for a few days at the beginning of this week. Mr. Malkin is one of a delegation of twenty, representing British Columbia business interests, before the Dominion Railway Commission at Ottawa, in its hearing on the question of the equalization of "freight rates." Other members of this delegation include W. F. McClintock, of the Kelly Douglas Co., J. W. F. Johnson, president of the B. C. Sugar refineries; F. G. Evans, managing director of Dominion Canners, Ltd., of B. C.; A. E. Mason of the Imperial Rice Milling Co.; H. Bell-Irving of the Anglo-B.C. Packing Co., all of Vancouver and J. McDonald of the McDonald Jam Co. of Nelson, B.C.

Claiming their right to equalization of freight rates, the delegation from British Columbia, waited not only on the railway commission, but also on Premier King and his cabinet. British Columbia asserts that the present territorial discrimination by the railways is affecting industry in British Columbia. Freight rates in British Columbia, it was pointed out, are 35 per cent. higher than in any part of Canada. The delegation on behalf of the people of the Pacific Coast province claim that this discrimination is not only unfair, but contrary to the conditions under which British Columbia entered confederation. It was contended that had British Columbia known that it would have been a sufferer of a rate discrimination, such as exists today, it certainly would never have entered confederation.

Do Away with Unfair Discrimination

In the course of an interview with Mr. Malkin, he declared that when the building of the Canadian Northern through British Columbia was first considered, an election was fought on the issue as to whether British Columbia should guarantee bonds or not. The deciding factor was the promise of the Government of the day that in granting this subsidy, they would bring down legislation which would enable British Columbia to control freight rates, without reference to the Railway Commission of Canada. This legislation, he stated, has been made of no effect, now that the Canadian Northern has been turned into a national undertaking, but the people of British Columbia are aroused by the injustice that has been done them in the non-fulfillment of the pledges then made. That is the reason of this delegation, to have this unfair discrimination done away with.

A Good Year in 1922

Discussing business conditions in British Columbia, Mr. Malkin was optimistic, remarking that trade and industry generally were anticipating a good year in 1922. With the settlement of the freight question, British Columbia would be greatly benefited. Lumbering is active at the present time. The salmon industry is in a healthy condition. The salmon market is pretty well cleaned up of certain grades that were hanging on and already buyers are in the market for the new supplies.

Letters To The Editor

Editor Canadian Grocer.

We were very much interested in the way in which you featured marmalade and marmalade recipes in the January 27th issue of the Grocer, and wish to compliment you on your able handling of this material.

It would seem to us that your readers must find articles of this type very interesting and very helpful. It is certainly a splendid co-operation for the grocers who read your magazine, and original ideas of this kind that help the dealer to increase his business should give him a keen appreciation of the Grocer.

In the article on page 24, describing the process of making marmalade, we note your references to apple pectin. Many people do not know that the citrus fruits contain a large amount of this pectin in the white portion of the skin. Marmalade made from these fruits and using the entire fruit including the skin, therefore, would never need the apple pectin. We merely mention this in passing as of possible interest, should you feature this matter again.

Congratulating you again on the very capable and interesting way in which you have handled this subject, I am

Sincerely yours,
W. B. Geissinger,
Assistant Advertising Manager

Proprietary List Appreciated

Editor Canadian Grocer.

The writer has been in touch with some of our customers the last few days who are prominent in the grocery business at different points, and we think it only right to tell you how much the proprietary price list in the issue of February 10 is appreciated by them. I heard different remarks that made me feel that the retail grocers viewed it as a special and live protection to their interests.

Yours truly,
T. Kenn & Co., Ltd.

Mail Order Catalogues

Editor Canadian Grocer.

Mail order houses are now sending out their spring and summer catalogues, and as all retail merchants may not be familiar with their methods for distributing same, the writer thought he would like to give them particulars through the columns of the Canadian Grocer.

A few years ago the post office department collected as much as twenty-six cents each on some of the larger mail order house catalogues, but not to-day. In order to save postage, the catalogues are today shipped by freight or express to central distributing points and delivered to the postmaster, who then mails same to all families within the 20-mile parcels post radius.

In this small town of about one thousand families, some seven hundred catalogues arrived this week, by express, addressed to our postmaster. On making inquiries, I found that this certain mail order house had sent to our local postmaster some time ago for stamps to be used on the catalogues and the latter arrived stamped and addressed and the postmaster merely had to cancel stamps and send catalogues through the mail. Why should the postmaster do this? His salary is based on the sale of stamps and he gets fifty per cent. of the money received for same, so he was handsomely rewarded with $22.50 for part of a day's work.

Why Should Post Office Help?

Those catalogues weighed 21 ozs. and would cost as many cents if mailed direct but within the 20-mile radius parcels post charges were only six cents so that the mail order house saved fifteen cents each or $105 on this shipment of 700 catalogues and the post office department were out this amount. Now, if one mail order house can save $100 in postage of one edition of their catalogue in a small town like this, what must the many mail order houses save throughout the Dominion in the run of a year?

If counties and townships cannot tax mail order houses on business done within their precincts, there is no reason under the sun why our post office department should aid them with their advertising in this way. Care is taken that all merchants are taxed to the limit, so why should this source of revenue from our large mail order houses be overlooked?

Would like to have the views of other merchants on this subject.

"Retailer"

WESTERN CANADA NEWS

WESTERN

H. E. Dansereau, formerly with Libby, McNeill and Libby at Calgary, Alta, has been transferred to the Winnipeg office.

Angus McIntosh, Canadian representative for Luden's Menthol cough drops, was a business visitor to Winnipeg during the week.

W. Murray, Winnipeg manager of W. G. Patrick & Co., Ltd., who has been on a business trip to head office, Toronto, has returned.

A fire that threatened the town of Brownlee, Sask., the other day, resulted in destroying only the grain elevator. The wind changing saved the town from destruction.

H. W. Stuart, of Stuart's Limited, Sarnia, Ont., was on a business trip to Winnipeg recently and renewed acquaintance with their western representatives, Donald H. Bain Co.

P. A. Noble of the R. E. Funsten Dried Fruit and Nut Co. of St. Louis, was a business visitor to Winnipeg and called on the firm's western representatives, the Donald H. Bain Co.

An association known as the Retail Salesmen's association of Manitoba has been organized in Winnipeg. It is the first association of its kind, and its work will be entirely educational.

W. H. Staten, traveling sales manager of Chas. E. Cromier Rice Co., Ltd., New Orleans, is on a business trip to Winnipeg and made a call on their western representatives, Donald H. Bain Co.

Tees & Persse, Ltd., manufacturers agents, Winnipeg, have been appointed western representatives for Luden's Menthol cough drops and will cover the territory from Fort William to the Rocky Mountains.

A. B. Fulmore, who has been assistant manager for Libby, McNeill and Libby, for that part of Western Canada from Fort William to Calgary and Edmonton, has been appointed manager at Toronto, succeeding H. S. Fisher, who has gone to Omaha, Neb.

CANADA IS FOLLOWING GREAT BRITAIN IN TEA DRINKING

The London Grocers' Gazette for January 8th states that the consumption of tea in Great Britain and Ireland has increased 34% since 1913. They now use about nine pounds per head per annum in the United Kingdom, and the increase in 1921 over the previous year amounted to 17 million pounds. This enormous consumption accounts for the great rise in the price of tea.

The consumption of tea in Canada only amounts to 4½ pounds per head per annum, but it is increasing.

Grocers In Calgary Prefer Wednesday As Half Holiday

Calgary, Feb. 14.—The Calgary Retail Merchants' Association passed the following resolution at a recent meeting:

"Resolved that we support Edmonton in its proposals regarding the closing of stores, but suggest that grocers and butchers have the privilege of closing at 6 o'clock each week day night all the year around with the exception of four months during the summer, when they would close at 1 o'clock Saturday afternoon, all stores have the privilege of taking inventories and dressing windows after hours if necessary."

James Kellas, provincial secretary of the provincial board of the Retail Merchants' Association, was the principal speaker, and stressed the importance of Calgary and Edmonton co-operating in regard to early closing legislation.

Some of the grocers and butchers present were in favor of 9 o'clock closing Saturday nights, particularly in view of the agitation for this custom in Lethbridge and Medicine Hat. The resolution as finally amended, however, was carried by a big majority.

It was explained during the discussion that the situation in Calgary was considerably different than in Lethbridge and Medicine Hat. In the latter two cities farmers are in the habit of doing most of their trading on Saturday night, while Calgary and Edmonton, being larger cities, conditions are altered.

Mr. Kellas said that in Edmonton the merchants were very much in favor of closing Saturday afternoon during the summer months instead of Wednesday, principally because so many Edmontonians go to the lake resorts with their families for the week-end and business is quiet Saturday afternoons. Picnics were not very practical for Wednesday afternoon because of children being at school that day.

For a time it appeared that the meeting could not come to an agreement, but appeals for the acceptance of a "give and take" policy finally won out.

It was suggested that, if necessary, a delegation representing the Calgary Retail Merchants' Association would be sent to Edmonton when the legislature is considering the early closing bylaw.

SPEAKERS ARE ANNOUNCED FOR RETAILERS' COURSE

Winnipeg, Feb. 7.—Speakers who will conduct lectures in connection with the short course for merchants at the University of Manitoba, Feb. 28, March 1 to 3, have been announced by J. H. Curle, secretary of the Winnipeg branch of the Retail Merchants' Association. They include Alex. Karr, of Fargo, N. D., lecturer and traveler; Robt. C. Line, Columbus, Montana, proprietor of a chain of stores; Herbert P. Sheets, Argos, Ind., national secretary of the United States Hardware Association; P. A. Kennedy, president of the Brandon Board of Trade; H. M. Denham, managing director of Brown's Limited, Portage la Prairie, and several local speakers. Lectures will start daily at 9.30 a.m., while classes in show card writing will be held from 3.30 to 5.30 p.m. daily.

Coffee Supply Shows No Sign of Diminishing

The world's visible supply of coffee is 9,500,000 bags at present, and therefore rather large. Of this coffee about 4,800,000 bags are in Brazil, which means that, considering the regulation of receipts from the interior by the Brazilian government, and the expected arrivals during the next six months, there remains now still almost three-fourths of a crop in the producing countries while the season is over for six months.

As to consumption, and without taking into account the possible influence of economical developments in Europe, it can be roughly estimated at 19,000,000 bags at present per year, of which 9,500,000 bags are for the United States. These figures would therefore go to show that the quantities at the disposal of consumption during the present and next season will amount to about 44,000,000 bags of coffee, while deliveries may be expected to reach 38,000,000, so that about 6,000,000 bags will be left over on July 1, 1923.

SALESMANSHIP NOW BEING SUBJECTED TO THE ACID TEST

(Continued from page 24)

Study, Learn and Teach.
Think.
Tell Your Griefs To The Man Who Can Help You.

Through The Eye

The purpose of these cards that I use at conventions, and further that I distribute around our factory and office is to educate the Organization through the eye, and at conventions you will find the salesmen copying them down in their note books, in other words, they are gathering ammunition that is going to help them at some time.

The Sales Manager who can select the proper men and train them properly will never have to look for a lucrative position. The position is looking for him.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

MARKETS AT A GLANCE

THE raw sugar market firmed up during the week under active buying at the higher figure of 2 1-8c c. & f. New York. The market continues strong and there are indications that prices will be slightly higher.

The refined situation shows little change other than a change in the differentials on package sugar.

The wheat market again advanced, resulting in a further advance on flour. Cereals generally are in a strong position with some advances on rolled oats.

Ontario beans are becoming scarce with quotations considerably higher. California limas are strongly held at a higher level at the coast, but little change is noted on spot supplies.

Tomatoes and peas continue to be the center of interest in the canned vegetable line. In some quarters prices are advanced and there are strong tendencies for further advances. There is little change in corn, but the feeling is firm with prices well maintained. Canned fruits and jams are moving satisfactorily.

Teas continue to advance at primary sources under heavy buying. Prices on spot show little change but some further advances can be expected in view of the fact that spot prices are lower than replacement costs.

Prices are announced on fruit jars for this season and show a reduction of fifteen per cent. as compared with last year.

Prunes are slightly higher while raisins are gradually moving from first hands. Currants on spot are easy but markets abroad are firmer with some advances.

QUEBEC MARKETS

MONTREAL, February 22.—A strong tone, almost throughout, features the grocery market. The firmer feeling in sugar is more pronounced with an improvement in the demand. Sugar refiners have made an adjustment in the differential on gunnies. Molasses and corn syrups are firm with no change expected. Higher prices are quoted on flour on account of the advance in wheat. The dried fruit market is quiet but an advance in currants is likely. Higher prices are expected on potatoes in the next few weeks. The supplies are limited. The strength of the tea market, with higher prices, has stimulated buying and retailers are ordering in larger quantities. Primary coffee markets are stronger. There is little new in the rice situation. Campbell's soups are reduced. Almonds and walnuts are further reduced. A better market is developing for peppers with a strong tone. Higher prices are expected for cloves. Package goods are unchanged. Canadian white beans are higher and the cereal market in general is stronger. The new price list on preserving jars for next season shows a reduction of 15%. Lemons are easier in price and oranges are steady.

STRONGER TONE TO COFFEE

Montreal

COFFEE—There is no change in the coffee market but a strong tone is evident. The future may hold an advance if the demand for coffee shows improvement. Primary markets are stronger than local markets.

CEREALS STRONGER

Montreal.

CEREALS—There is no change in cereals since the advance of one week ago. The whole market is strong with some likelihood that rolled oats will go higher. Canadian white beans are further advanced ½c, now quoted at 7½c per lb.

CEREALS—		
Rolled oats, bag	3 35	3 50
Oatmeal		3 75
Pearl Hominy		1 40
Corn meal	2 50	2 80
Graham Flour, 98 lbs.		7 65
New Buckwheat Flour		6 75
Pot Barley		4 00
Pearl Barley		4 90
Beans, Ont.		3 50
Do., Can.		3 30
Lima Beans		0 06
White beans		0 07½
Green peas, dried	0 03	0 05¾
Split Peas		0 07½

CHANGES IN CANNED GOODS

Montreal.

CANNED GOODS—The changes in canned goods this week are confined to soups and special lines. Campbell's condensed soup in 1 lb. tins, all varieties, have been reduced 10c per doz. now quoted at $1.65. The same brand of baked beans is reduced to $1.60 per doz. Puritan brand tomato catsup in the 17 oz. glass is reduced to $2.10 per doz. by local wholesalers.

CANNED VEGETABLES		
Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Do., Refugee	2 10	2 15
Cabbage, Simcoe, 2½s	1 80	
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)		1 45
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 55	1 60
Do., 2s		1 85
Do., 2½s,		1 65
Do., gallons		6 25
Parsnips, Simcoe, 2's	1 80	
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		4 50
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s		3 25
Do., Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80

CANNED FRUITS

Apricots 2½-lb. tins		4 50
Apples, 2½s, doz.	1 60	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz	4 00	4 95
Do., gals, doz.		18 50
Cherries, red, pitted, heavy syrup, doz., 1		3 20
Do., 2½		3 50
Do., 2½		3 50
Do., 2	2 75	3 10
Gooseberries, 2s, heavy syrup, doz.		2 75
California Peaches—		
1s		2 90
2s		3 25
2½s		4 40
Peaches, heavy syrup—		
2's		2 40
Pears, 1s, Keiffer		2 30
Do., 2-lb.	2 45	3 10
Yellow cling halves		2 65
Yellow cling, sliced		2 56
Bartlet Pears		3 40
Greengage Plums, heavy syrup	2 65	2 75
Lombard plums, heavy syrup, 2-lb.		2 40
JAMS—		
Strawberry, 16 oz.	3 60	3 75
Raspberry, 16-oz.	3 50	3 75
Black currant, 16-oz.		3 75
Orange Marmalade, 12 oz. glass	2 60	2 56
Orange Marmalade 4's	57	70
Plum Jam 4's		0 75
Peach Jam 4's		0 79

DRIED FRUIT MARKET QUIET

Montreal.

DRIED FRUITS—The dried fruit market is quiet with no changes in wholesale prices but the assurance of an early advance in currants following a higher price in primary markets. Prunes are firm with booking of orders on a larger scale.

DRIED FRUITS—		
Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)		0 16
Peaches (fancy)		0 28
Do., (choice)		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon		0 28
Orange		0 28
Citron		0 44
Raisins (seeded)		
Valencias	0 20	0 21
Sultana, unbleached		0 20½
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown		0 21
Fancy Seeded (bulk)	0 18	0 19
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.		0 24
Do., 16 oz.		0 26
California Seedless, in bulk		0 23
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, Excelsior (36 10s), pkg.		5 00
Fard, 12-lb. boxes		8 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 75
Loose	0 10	0 12
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼'s, lb., 7 crown		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, 5 Crown, 10 pounds	0 24	0 26
Do., 12 ounce packages		0 25
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), mats.		0 09
Do., Turkish, 3 crown, lb.		0 22
Do., 5 Crown, lb.		0 28
Do., 7 crown, lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 32
30-40s		0 21
40-50s		0 18
50-60s		0 14½
60-70s		0 14
70-80s		0 12½
80-90s		0 12
90-100s		0 11½

HEAVIER BUYING OF TEAS

Montreal.

TEA—The tea market is decidedly strong with much improved buying. Retailers locally are laying in heavier stocks. Prices in a wholesale and retail way are on the verge of another advance. Primary markets are strong with bullish reports.

TEAS—		
Pekoes	0 38	0 45
Broken Pekoes	0 45	0 60
Broken orange Pekoes	0 50	0 70
Broken orange Pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60

Above retail prices range of quotations to the retail trade.

Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

RICE REPORTS CONFLICT

Montreal

RICE—No change has occurred in the unsettled condition of the rice market. Reports on the market conflict and while Southern rice growers hold firm in their demand for higher price and the Japan market is short local prices have an easy feeling since sales of rice have not been large. If present conditions continue and buying shows any improvement the rice market will undoubtedly strengthen up.

RICE—		
Carolina, extra fancy	0 07½	0 08
Do., fancy)		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Rangoon, B, per cwt.		5 75
Texas rice		0 05½
Tapioca, per lb. (seed)	0 07½	0 08½
Do., (pearl)	0 07½	0 08½
Do., (flake)	0 07½	0 08½
Honduras		0 07
Siam		0 14½

NUT PRICES LOWER

Montreal.

NUTS—The feature of the nut market is the adjustment of wholesale prices following the reductions in values in primary markets. Bordeaux shelled walnuts are now quoted at 75c per lb., a reduction of 3c. Tarragona shelled almonds are reduced to 19c per pound, while Valencia shelled almonds are reduced to 45c per lb. The nut market in general is weak with limited demands.

NUTS—		
Almonds, Tarragona, per lb.		0 19
Do., shelled	0 46	0 48
Valencia shelled almonds		0 45
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily,) per lb.		0 16
Brazils, shelled		0 38
Do., Barcelona		0 15½
Peanuts, Jumbo		0 15½
Do., shelled, No. 1 Spanish		0 12½
Do., salted red		0 17
Do., shelled, No. 1 Virginia		0 12½
Peanuts (salted)—		
Fancy wholes, per lb.		0 34
Fancy splits, per lb.		0 29
Pecans, shelled	1 00	1 50
Walnuts Grenoble in shell		0 33
Walnuts, Marbot	0 26	0 28
Do., new Naples		0 26
Bordeau	0 70	0 73
Do., Chilean, bags, per lb.		0 40
Do., Bordeaux, shelled		0 75

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

STRONG TONE TO SPICES

Montreal.

SPICES—Reports from primary markets show that the demand for spices runs mostly in peppers which is developing a better demand. It is stated that bought stocks are below the average holdings and that stimulated buying will create some scarcity on the market with a much stronger feeling for peppers. The United States is watching with much interest the development in the new proposed tariff which has a marked bearing on the spice market, as yet nothing definite has been settled but if it should come to pass both Canada and United States would find higher prices on a number of spice lines. Some shortage is reported in nutmegs and a strong tone follows. Other spice lines are quiet with no changes in wholesale prices.

SPICES—		
Allspice	0 18	0 20
Cassia, pure	0 25	0 26
Cassia compound		0 18
Cocoanut, 20 lb. pails, per lb.		0 30
Do., sweetened, lb., packages		0 39
Chickory, (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 32
Pure, ground		0 35
Cream of Tartar (French pure)	0 44	0 60
Do., American high test	0 65	0 80
Whole cloves		0 55
Ginger (Jamaica		0 30
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs whole—		
Do., 64, lb.		0 30
Do., 80, lb.		0 28
Do., 100, lb.		0 25
Do., ground, 1-lb tins		0 30
Pepper, black		0 24
Do., white		0 32
Do., white, compound		0 18
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Do., black, compound		0 15
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00

MOLASSES UNCHANGED

Montreal.

MOLASSES—Molasses prices are unchanged and the market is steady. Corn syrup also holds firm and no immediate change is expected. The demand for both lines is fair with good supplies on hand.

MOLASSES—	
Puncheons, Island of Montreal	0 71
Barrels	0 73
Half barrels	0 74
Puncheons, outside of Montreal	0 68
Fancy molasses in tins (ginger bread)	
No. 2, 2 doz. per case	4 20
No. 3, 2 doz.	4 50
5-lb. tins	8 95
10-lb. tins, per case	8 60
CORN SYRUPS—	
Barrels, about 700 lbs.	0 05½
Half barrels, about 350 lbs.	0 05¾
Quarter barrels, about 175 lbs.	0 06¼
2 gals., 25-lb. pails, each	2 00
3 gals., 38½-lb. jails, each	2 85
5 gal. 5-lb. pails, each	4 50
5-lb. tins, per case	4 20
10-lb. tins, per case	4 00
24 2-lb. tins	3 75
WHITE CORN SYRUP—	
24 2-lb. tins	4 25
12 5-lb. tins	4 70
6 10-lb. tins	4 50

PACKAGE GOODS STEADY

Montreal.

PACKAGE GOODS—The market for package goods is in a good condition with prices holding steady and a strong tone to package rolled oats, in sympathy with the bulk market. The strength of the wheat market may have some influence on wheat cereals.

PACKAGE GOODS—		
Breakfast fod, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 78
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3 doz. case 3 40	3 55	3 75
Cornmeal, yellow, 24s.		2 85
Rolled oats, 20's		5 00
Rolled oats, 18's		2 00
Aluminum package, 20's		6 00
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s.		2 55
Hominy, pearl or gran., 2 doz.		3 00
Scotch Health Bran (20 pkgs.), case		3 50
Pancake flour, self-raising, doz.		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat 36s, case		6 40
Do., 20s case		6 50
Self-raising flour (3-lb. pkg.) doz.		2 25
Do., (6-lb. pkg.) doz.		4 40
Do., buckwheat flour, per doz.		1 80
Corn starch (prepared)		0 09
Corn starch, 1 lb. pkgs.		0 07½
Potato flour		0 14½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 35
Shredded wheat		4 45
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		0 09½
Celluloid starch, 45 pkgs., case		3 80
Malt Breakfast Food (36 pkgs.)		9 60
Macaroni		3 75
Spaghetti		3 75
Egg noodles, Quaker		2 25
Canadian cheese loaf, lb.		0 30
Swiss cheese loaf		0 42

PACKAGE SUGAR LOWER

Montreal

SUGAR—While the sugar market stands firm with its stronger tone, due to a better market for raw sugar and a better demand ofr refined, a reduction has been made in the price of gunnies and package sugar. The new differential quotes cases of 5-25 lb. packages at $7.10, 25 lb. cartons at $7.30 and 10-10 lb. cartons at $7.20. The reduction has been made by the refiners in order to stimulate the sale of package sugar and to adjust the price to the level of the bulk sugar.

SUGAR—

Granulated sugar, per cwt.	6 90
Do, barrels	6 95
Granulated, gunnies, 5/20	7 10
Do., cases, 20 5-lb. cartons	7 30
Do., gunnies, 10-10	7 20
Do., cases, 50 2-lb. cartons	7 40

PRESERVING JARS LOWER

Montreal.

FRUIT JARS—The new price list on this years fruit jars shows a reduction of approximately 15% on the prices of last year. The lower price is a result of cost of the production of glass.

FRUIT JARS—

	Per gross		
	Small	Medium	Large
Crown and Imperial Gem	11 00	12 20	16 15
Perfect Seal	12 25	14 15	20 45
	Pints	Quarts	½ Gal.
Imperial Measure (Crown style only)	12 55	15 30	20 45

Subject to further notice these prices are guaranteed on all orders received for shipment up to June 1st, 1922. Net 30 days from June 1st.

LEMON PRICES LOWER

FRUIT—An easier trend to lemons features the fruit market. Prices have dropped 50c with a better supply. Quotations on fancy fruit run about $5.50 per case. Oranges are steady in price except for a lower price on Seville bitter oranges which are in better supply and quoted at $6.50 for 200's. Apples are strengthening in price with Greenings quoted at $10.50 and Spys advanced to $12.00. The supplies are limited and the market is stronger with a likelyhood of a further advance.

FRUIT—

Apples, Greenings	10 00	10 50
Spys	10 00	12 00
Baldwins	9 50	10 00
Boxes, 175s, 210s	3 75	4 50
Bananas (as to grade) bunch	6 00	7 25
Lemons, 300-360s	....	5 50
Grape Fruit, Porto Rico	....	4 25
Spys	10 00	12 00
Domestic	....	6 00
Russetts	8 00	9 00
California navels	....	6 50
Porto Rico Oranges	....	5 00
Seville bitter oranges, 200s	....	6 50
Do., Blood Oranges, half boxes	....	3 75
Malaga grapes, kegs	9 50	9 00
Tokay grapes, per crate	....	4 50
Blue and green grapes, per bas.	0 40	0 50
California Pears, per case	....	5 75
Cranberries, barrel	....	30 00

FLOUR MARKET HIGHER

Montreal.

FLOUR—Higher prices are quoted on flour as a result of the advance in the price of wheat. The advance is expected to hold and millers are recommending bigger orders to buyers on the strength of the present price. Five Roses 98's are advanced to $4.40 while Quaker is advanced to $4.35.

LIKELY ADVANCE IN POTATOES

Montreal

VEGETABLES—The potato market is the center of interest in vegetables. The market is dull at present but the prospects are for an early advance. The supply in the United States is limited and Maine is taxed to meet the demand. New Brunswick is shipping across the border and Quebec is called on not only to meet its own requirements but to ship to Ontario. At that the keeping quality is not extra and farmers are anxious to unload in spite of the prospect of an advance in the near future. Onions hold firm with a higher price on yellow varieties. Celery is easier in price.

VEGETABLES—

Cabbage, local, per bbl.	2 50	3 00
Cabbages, new	..	4 00
Carrots, new, per bag	0 75	1 00
Celery, imported, crate	....	6 50
Horseradish lb.	....	0 60
Mint	....	1 00
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Parsnips, bag	....	1 00
Peppers, green, doz.	....	0 50
New potatoes, Mont. (90-lb. bag)	1 50	1 60
Do., sweet hamper	....	4 00
Spanish onions, per case	....	12 00
Turnips, per bag	0 75	1 00
Red Onions, per crate	7 50	8 00
Do., per 100 lbs.	....	14 00
Texas Onions, per crate	....	3 50
Yellow onions, per cwt.	....	9 00

ONTARIO MARKETS

TORONTO, February 22.—Ontario beans are becoming scarce and it is estimated that practically the entire crop is now out of growers' hands. Brokers and other holders have few to offer and in consequence prices are advanced. California limas are also higher at the coast, but prices on spot are unchanged. Cereals are in a strong position with rolled oats quoted slightly higher. Under influence of a higher market for wheat, flour is again advanced. In canned vegetables, tomatoes and peas continue to be a feature. Standard peas are advanced with other grades in small compass and firmly held. Honey is firmer, as supplies are estimated to be practically cleaned up from producer's hands. Prunes are slightly higher while raisins are steadily cleaning up at the coast. Currants on spot are easier but abroad the situation appears firm. There is little change in spot conditions on shelled walnuts but primary markets have developed a stronger tone. Teas continue with upward tendencies. The potato market is easier.

BEANS ADVANCE

Toronto

BEANS.—A strong situation prevails in the market for beans. It is estimated that supplies are practically out of growers hands. Brokers and large shippers of Ontario beans are finding i more difficult to pick up car lots. Some heavy shipments have recently left Toronto for Eastern and Western points but brokers now claim that offerings are becoming limited. Wholesalers' qoutations to the retail trade are advanced to $4.10 per bushel for hand picked and $3.65 to $3.90 for No. 1 lb. pickers. In smaller quantities the above quotations are 10c per bushel higher. California limas continue in a strong position. Quotations at the coast have advanced to 8c per lb. which means slightly over 10c laid down here in car lots. Wholesalers continue to quote limas at 10c to the trade but higher prices can be expected in view of the situation at the coast.

BEANS—

Ontario hand picked, per bushel	4 10	4 20
Do., No. 1 lb. pickers, per bushel	3 65	3 90
Cal. Limas, per lb.	0 10	0 10½

CANNED PEAS ADVANCE

Toronto.

CANNED GOODS.—The strong position of canned tomatoes and peas continue to be a feature in the vegetable line. Tomatoes are strongly held with indications for advances. Standard peas are generally advanced to $1.85 per doz., but in some quarters $1.75 is still quoted. One brand of sifted peas is offered at $2.90 per doz., but the supplies are limited and the majority of wholesalers are holding their stocks at $3.00 per doz. Canned fruits and jams are commencing to move satisfactorily with the situation continuing steady to firm. Marmalade is also moving better at the lower basis.

CANNED GOODS—

Shrimps		2 90
Sockeye 1s, doz.		5 60
Do., ½s, doz.		3 25
Alaska red, 1s		4 25
Cohoe 1s, doz.		2 90
Do., ½s, doz.		1 90
Pinks, 1s doz.		1 45
Lobster, ½-lb. doz.,	3 75	4 15
Do., 1-8-lb. tins	2 50	2 75
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	....

Canned Vegetables—

Tomatoes, 2½s, doz.	....	1 75
Do., Gal. No. 10 tins, doz.	5 95	6 25
Peas, standard, doz.	1 75	1 85
Do., Early June	....	2 25
Do., Sweet Wrinkle	....	2 40
Do., Extra Sifted	....	3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.	....	2 15
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.	....	6 60
Canadian corn	1 40	1 50
Pumpkins, 2½s, doz.	1 50	1 60
Do. gal., No. 10 tins, doz.	1 50	1 60
Spinach, 2s, doz.	....	1 60
Pineapples, sliced, 2s doz.	3 40	4 25
Do., shredded, 2s, doz.	4 75	5 25
Do., sliced, 2½s, doz.	....	4 25
Apples, gal., doz.	....	5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.	....	3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Do., Green Gage	3 25	3 40
Cherries, pitted H.S.	....	4 25
Blueberries 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00

JAMS—		
Black currants, 12 oz., doz...	3 00	3 75
Do., 16 oz. doz.	3 50	4 65
Do., 4s, each	0 85	1 07
Strawberry, 12 oz., doz.	3 25	3 75
Do., 16 oz., doz.	3 25	4 65
Do., 4s, tins	0 95	1 04
Raspberry, 12 oz., doz.	2 40	3 75
Do., 16 oz., doz.	3 25	4 65
Do., 4s, tins	0 85	0 97
Marmalade —		
12 oz. glas, doz.	2 25	2 45
16 oz., glass, doz.	2 75	2 90
No. 4 tins, each	0 58	0 65

CEREALS HOLD STRONG

Toronto.

CEREALS.—The market generally is maintaining a strong tone. In rolled oats this is particularly marked. The majority of manufacturers have advanced quotations to $3.00 per bag in a jobbing way and from $3.10 to $3.20 in single bag lots. Wholesalers quotations however, appear somewhat irregular, ranging from $2.90 to $3.10 per bag.

CEREALS—	
Barley, pearl, 98s	5 00
Buckwheat flour, 98s	3 75
Barley, pot, 98s	3 90
Barley Flour, 98s	6 25
Cornmeal, golden, 98s	2 40
Oatmeal, 98s	4 30
Corn flour, 98s	2 75
Rye flour	3 25
Rolled oats, 90s	3 10
Rolled wheat, barrel	6 00
Cracked wheat, bag	5 25
Breakfast food, 98s	4 50
Rice flour, 100 lbs.	10 00
Flaxseed, 98s	7 00
Peas, split, per bag	6 50
Marrowfat Green peas, Ont.	7 75 8 50
Do., English, per lb.	0.11
Graham flour, 98s	3 25
Whole wheat flour	3 65
Wheat kernels, 98s	5 00
Farina, 98s	5 35
Lentils, Red, lb.	0 13½ 0 19¾

HONEY FIRMER

Toronto.

HONEY.—The market has a firmer tone as supplies in producers hands are now fairly well cleaned up. Quotations on 5 lb. tins are advanced one cent per lb. bringing the price to 17½ cents: 10 lb. tins are quoted at 15½ cents and 60 lb. tins at 15 cents per lb.

HONEY—		
5-pound tins, per lb.		0 17½
10-lb. tins, per lb.		0 15½
60-lb. tins, per lb.		0 15
Comb, per doz	5 75	4 50

PRUNES SLIGHTLY HIGHER

Toronto

DRIED FRUITS.—There appears to be a good demand for prunes. Markets at the coast have been strong with upward tendencies for sometime past. This condition is reflected in the local situation and prices in most quarters are advanced ½c per lb. California raisins are showing signs of an early clean up from first hands with the result that prices are strongly held. Currants on spot are slightly weaker but the markets abroad appear in a strong position. Evaporated apples have a stronger tone and some manufacturers have advanced quotations one cent per pound. Wholesalers quotations, however, to the retail trade are unchanged.

DRIED FRUITS:	
Citron caps, 12-lb. boxes, lb.	0 06
Lemon caps, 12 lb. boxes, lb.	0 29
Orange caps, 12 lb. boxes, lb.	0 31
Mixed containing 4½ lb. lemon per lb.	0 35
Drained Peel, mixed, cut ready for use, in No. 1s cartons. 3 4½ lb. orange 3 lb. citron caps, 3 dozen per case, per dozen.	4 50
Currants—	
Greek Filliatras, cases	0 14 0 14½
Do., Patras	0 15 $ 15½
Do., Vostizza	
Dates—	
Excelsior, pkgs., 3 doz., in case	2 65 2 85
Dromedary, 3 doz. to case	7 50
Fard, per lb.	0 25
Hallowee dates, per lb.	0 12½
Do., Sair	0 07¾
Prunes—	
30-40s, 25s	0 20
40-50s, 25s	0 17
50-60s, 25s	0 15
60-70s, 25s	0 13½
70-80s, 25s	0 12½
80-90s, 25s	0 12
Raisins—	
California, Sultanas, lb.	0 21
Do., 15 oz. pkts.	0 22½
Seeded, 15-oz. packets	0 26
Do., 11-oz. packets	0 21
Seeded, 15-oz. packets	0 20½ 0 21
Thompsons, seedless	0 22½
Valencia, Spanish	0 22½ 0 28½
Clusters, boxes, 20 1-lb. pkg.	6 65
Smyrna Sultanas	0 23½
Muscat, 25 lb. box	0 19
Evaporated apples	0 16 0 17½
Figs—	
Smyrna, bags, approx. 28 lbs.	0 14½
Do., 60-lb. bag	0 12½
Layer, 4 Crown	0 30
Layer, 7 Crown	0 28 0 35
Pulled, 10 lb. box, per lb.	0 34
Pulled, 1-lb. box, each	0 20
Do., 2-lb. box, each	0 36
Mats	0 09 0 09½
Peaches—	
Choice	0 20
Standard	0 18½
Apricots—	
Choice	0 32
Standard	0 28

WALNUTS LOOK FIRMER

Toronto

NUTS.—In the local situation there is little change but a good demand is noted for shelled walnuts since the lower prices became effective. Recent advices from abroad indicate a firmer tone and a heavier demand for shelled walnuts. Markets abroad for shelled almonds which for sometime past have been weak have taken a sudden upward turn. Although the nut markets have been weak indications are not wanting for a stronger market prevailing later on.

NUTS—		
Almonds, Tarragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian		0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sac k	6 00	7 50
Do., unsweetened, strip, lb.		0 22
Do., sweetened, lb.		0 22
Do., shred		20
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 18	0 20
Do., medium	0 14	0 18
Mixed nuts, bags 50 lbs.	0 20	0 25
Pecans		0 30
Shelled —		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 28	0 37
Walnuts Bordeaux, lb.	0 75	0 80
Do., Manchurian, lb.	0 55	0 70
Do., Broken	0 43	0 48
Jordan almonds	0 70	0 75
Peanuts, Spanish, lb.	0 09	0 10
Pecans, lb.	0 85	0 90
Brazils, lb.		0 60

REFINED SUGAR STEADY

Toronto

SUGAR.—There are no new developments in the refined sugar situation. Refiners continue to quote $6.90 Montreal basis which figures $7.24 delivered Toronto. The raw market is slightly firmer since our last report.

SUGAR—	
St. Lawrence, extra gran., cwt.	7 24
Atlantic, extra gran.	7 24
Acadia Sugar Refinery, ex gran.	7 24
Dom. Sugar Refinery, ex. gran.	7 05
Canada Refinery, gran.	7 24

Differentials: Granulated, advance over basis 50 lb. sacks 25c; barrels, 5c; gunnies, 5-20, 40c; gunnies, 10-10s, 50s; cartons, 20-5s, 60c

SYRUPS UNCHANGED

Toronto

SYRUPS.—The market for syrups and molasses is steady under a moderate demand which is regulated by the consumption. Penick syrup, 2½s, is offered at $2.35 per doz.

SYRUPS—	
Corn Syrup—	
Barrels, about 700 lbs., yellow	0 05½
Half barrels, ¼c over bbls; ¼ bbls. ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 50
Cases, 2-lb. tins, yellow 2 doz. in case	3 75
Cases, 5-lb. tins, yello , 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz.	4 00
Sugar Syrup—	
Cases, No. 2 tins 24 t ocase	4 25
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 00
No. 3 tins, 2-doz. case	5 20
No. 5 tins, 1-doz. case	4 40
No. 10 tins, ½-doz. case	4 05
Pails—No. 1	1 15
Pails, No. 2	1 70
Pails No. 5	8 35
Molasses, table grade—	
No. 2 tins, 2-doz. case	6 25
No. 3tins, 2 doz. to case	8 70
No. 5 tins, 1-doz. case	7 20
No. 10 tins, 1-doz. case	6 85
Pails—No. 1	1 60
Pails—No. 2	2 65
Pails -No. 5	6 70

1922 PRICES ON GEM JARS

Toronto.

FRUIT JARS—Prices for fruit jars for the season of 1922 is announced as follows: Crown, small, $11.00 per gross; Crown, medium, $12.20 per gross; Crown large, $16.15 per gross; imperial pints, $12.55 per gross; Imperial quarts, $15.30 per gross; Imperial half gal., $20.45 per gross; Perfect Seal small, $12.55 per gross; Perfect Seal medium $14.15 per gross and large $20.45 per gross.

SPICES UNCHANGED

Toronto.

SPICES.—The situation is unchanged as compared with a week ago. Quotations are strongly held mainly on account of the light stocks and firm primary markets. This condition is especially noted on peppers, cloves and nutmegs.

SPICES—		
Allspice	0 18	0 21
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 60	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 45
Mustard, pure	0 35	0 40
Pastry		0 32
Mace		0 18
Pickling spices		0 65
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.	0 60	0 70
Do., 80s		0 35
Chillies, lb.		0 50
Nutmegs, selects, whole	0 26	0 40
Do., ground		0 28
Mustard seed, whole		0 20
Celery seed, whole		0 40
Coriander seed		0 18
Caraway seed, whole		0 30
Curry Powder		0 35
Cream of Tartar—		
French, pure		0 40
4-oz. packages, doz.		1 75
2 oz. pkgs., doz.		0 90

The above quotations are for the best quality

HEAVY BUYING OF TEAS

Toronto.

TEAS.—A large tea importer, who has representatives in the principal tea centers of the world, sums up the tea situation as follows: "Interest has centered around Ceylon, India and Java teas which have continued to advance in the producing countries. London also reports a strong market and a good demand." Our Java representative refers to the high cost of food which has led the government to bring pressure on natives to plant food-products and this has reduced the available labor for tea cultivation. The Java market is of course controlled by the tendency in Calcutta and Colombo, but there has been strong buying for London account and a stronger tendency for Orange Pekoe and Pekoe. Orange Pekoe with tip and quality is exceedingly scarce. Our London representative says: "A number of companies have disposed of the balances of their 1921 crops, and there are rumors of the same having been done in some Ceylon and Java crops. It would seem to indicate that big blenders are making sure of their supplies during the months to come. A steady increase in prices must naturally follow as all sellers are raising their valuations and the teas are being taken out of sales. There is a very uncertain feeling with respect to the coming season, because, if troubles do break out in India, the crop will be greatly affected."

TEAS—

Pekoe Souchongs	0 34	0 38
Pekoes	0 36	0 58
Broken Pekoes	0 39	0 68
Broken Orange Pekoes	0 50	0 65
Japans and Chinas—		
Early pickings, Japans	....	0 58
Do., seconds	....	0 50
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 60

Above prices give range of quotations to the retail trade.

LITTLE CHANGE IN FRUIT

Toronto.

FRUITS.—Quotations show little change as compared with a week ago. Navel oranges are fairly steady at $5.50 to $6.50 per case, while Floridas are bringing $5.00 to $6.25 per case. Messina lemons are a little lower in price now quoted at $6.50 per case. Bananas are in good demand at 7½c per lb.

FRUITS—

Oranges Navels, 100s	....	5 50
Do, 126s	....	5 75
Do., 150s 176s 200s	6 25	6 50
Do., Florida	5 00	6 25
Do., bitter Messina.	....	5 00
Tangerines, per case	4 00	5 50
Lemons, Messina	....	6 50
Bananas, per lb.		0 07½
Apples—Barrel.		
Baldwins, No. 1	....	8 00
Baldwins No. 2	....	7 00
Grapes, Malaga, bbls.	15 00	15 00
Apples, B.C., boxed	3 25	4 50
Grapefruit, Florida	5 75	6 00
Rhubarb, per doz.	1 25	1 50

POTATO MARKET EASY

Toronto.

VEGETABLES.—The potato market continues with easy tendencies. Supplies are arriving in good volume and there appear to be heavy stocks in storage. Ontario potatoes are selling on track at $1.00 per bag car lots. Quotations to the retail trade range from $1.25 to $1.35. New southern vegetables are meeting with a good demand but quotations show no change. Onions remain firm at 10.00 per sack and $11.00 per large case for Spanish.

VEGETABLES—

Cabbage, per barrel	4 50	5 00
Potatoes, Delaware, per bag	1 65	1 75
Do., Ontario	1 25	1 35
Beets, per bag	....	1 50
Carrots, per bag	1 00	1 25
Turnips, per bag	0 75	0 85
Parsnips, per bag	1 00	1 25
Onions, Spanish, crate	....	11 00
Do., sack, 100lbs.	....	10 00
Celery, Florida	5 50	6 00
Cauliflower, Cal., case	....	6 00
Head Lettuce, iceberg, case		6 75
Sweet potatoes, per hamper	2 75	3 00
Mushrooms, per bkt.	....	2 50
Shallotts, per doz.		1 00
New Carrots, hamper		2 50
New beets, hamper	....	2 25
New parsley, hamper	....	2 25
New cabbage, case		7 00
Endive, per hamper		2 00
Radish, per doz.		0 85
Green peppers, per doz.	....	1 00
Tomatoes, Mexican lugs	....	7 50

PACKAGE CEREALS STEADY

Toronto.

PACKAGE GOODS—Under influence of stronger grain markets, package cereals are firmly held at unchanged quotations.

FIRMER RICE MARKET

Toronto

RICE—An improved condition exists in primary rice markets. The demand is more active and southern millers are more inclined to pay the higher prices as demanded by the growers and even at that price growers are not selling freely apparently waiting for higher prices. In the local market there is no change.

FLOUR AGAIN HIGHER

Toronto

FLOUR—Following the continued strength in the wheat market, flour is again advanced. First patents in cotton bags is quoted at $8.70 per barrel and second patents in jute bags $8.00 per barrel.

FLOUR—

First Patents, in cotton bags, bbl.	8 70
Second Patents, in jute bags, bbl.	8 00

MILLFEEDS SCARCE

Toronto

MILLFEEDS — Supplies continue scarce under a keen demand. The market is strong but quotations are unchanged.

MANITOBA MARKETS

WINNIPEG, February 22.—Primary markets, generally, are showing firmer tone, and many lines have advanced. This is causing greater confidence on the part of buyers and business is reported by both wholesalers and retailers as showing a slight improvement. In canned goods the primary market is firmer and higher and it is estimated that the supply of tomatoes and peas will not be sufficient to meet the demand before the new pack is ready. Coffee and tea market continues firm. All dried fruits are ruling firm and prunes continue to show an advance. The tone of the cereal market is ruling firm particularly on wheat, rolled oats and barley. The flour market is higher. Jams, while firm, are showing a slight improvement in the demand. French walnuts are easier. Sugar is ruling steady. Spices maintain their firm tone and spot stocks are reported light. There is a fair demand for all lines of fruits with vegetables showing upward tendencies.

CANNED PEAS STRONGER

Winnipeg.

CANNED GOODS—A steadily growing strength prevails in the market for canned peas and tomatoes. These lines are offered at 30c a case higher than quotations in January and indications are for further advances as the balance of the 1921 pack moves out and it is thought that a little later on prices will be 10 per cent. higher than quotations by the wholesale trade at the present time. Canned fruits are showing a slight improvement in the demand and prices are holding firm with very little chance of any future decline. Sockeye salmon is ruling firm caused by foreign interests bidding on the new pack. Unless local conditions change salmon sales will not be very large in this district and will run more especially to the cheaper lines, such as Cohoes and Pinks. Sardines are slightly easier and with reliable lines offered at low figures there is no doubt heavy sales will be made during the Lenten season.

COFFEE MARKET FIRM

Winnipeg

COFFEE—The primary market is ruling very firm and during the week the market has advanced ½c per lb. and it will not be surprising if prices go higher. Locally there is a good demand.

COFFEE—

Rio, roasted, best grade, per lb.	0 19½	0 20½
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica, roasted, best grade, lb.	0 28	0 30
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

PRUNES ADVANCING

Winnipeg.

DRIED FRUITS—Prunes continue to advance and the local market will likely respond to ½c per lb. advance before the first of March. Prunes in California are practically sold out and local stocks are becoming quite light. Indications point that the 1921 crops will be cleaned up before the 1922 crop is packed. Apricots and peaches are fully maintained

and are in fair demand. Evaporated apples are in fair demand with wholesalers stocks becoming depleted; an advance is expected. Seedless and seeded raisins in packages are becoming scarce and prices continue upward.

CEREAL MARKET FIRM

Winnipeg

CEREALS—The tone of the cereal market is ruling firm on practically all lines. Wheat taking the lead with oats and barley following closely. Rolled oats are specially firm and lines which were quoted at $2.15 per 80 lb. bag are now quoted at $2.34 and some brands as high as $2.60. Local millers are endeavoring to arrange a price on oats which will permit of a small margin of profit and are holding oats firm at $2.60. Some jobbers are offering rolled oats at lower prices but just temporarily as all will eventually be forced to maintain the miller prices.

PACKAGE CEREALS—	
Rolled Oats, 20s, round cartons	3 75 to 4 00
Do., 36s, case square pkts.	3 50
Do., 18s, case	2 10
Corn Flakes, 36s, case	3 50 3 80
Cornmeal, 2 doz. case, per case	3 40
Puffed wheat, 4 doz. case, per case	4 40
Puffed rice, 3 doz. case, per case	5 70
Cream of Wheat, 3 doz. case per case	7 50
Grape Nuts, 2 doz. case, per case	3 80
Package Peas, 3 doz. case, per case	3 00
BULK CEREALS—	
Rolled oats, 80s, per bag	2 45
Do., 40s, per bag	1 30
Do., 20s, per bag	0 70
Do., 10-18s, per bale	3 25
Do., 15-6s per bale	3 85
Oatmeal, 98s, gran. or stand. bag	3 50
Wheat granules, 98s, per bag	4 10
Do., 16-6s, per bale	4 65
Peas, whole, green, 100-lb. bag per bushel	3 85
Do., split, yellow, 98s, per bag	7 50
Do., split, yellow, 49s, per bag	3 80
Beans, fancy, hand picked, 100-lb. bag, per bush	3 55 to 4 25
Do., Lima, 100 lb. bag, per lb.	0 12½ to 0 13
Barley, pot, 98s, per bag	3 15
Do., pot, 49s, per bag	1 60
Do., pot, 24s per bag	0 85
Barley, pearl, 98s, per bag	3 15
Do., barley, 49s, per bag	2 20
Do., pearl, 24s, per bag	1 15
Cornmeal, 98s, per bag	2 50
Do., 49s, per bag	1 30
Do., 24s, per bag	0 68
Do., 10-lbs., per bale	3 20
Buckwheat Gritz, 98s, whole, per bag	6 25

FLOUR ADVANCES

Winnipeg

FLOUR—The flour market has displayed a strong undertone owing to the strength in the wheat position and advanced 25c per bag. Best quality flour in 98 pound sacks is quoted at $4.00.

FLOUR—	
98-lb. sacks	4 00
Tow 49-lb. sacks	4 07½
Four 24-lb. sacks	4 17½

JAM BECOMING ACTIVE

Winnipeg

JAMS—Some lines of pure jam are becoming scarce and the market is ruling firm, with the exception of a few lines which are on the market at depressed prices. There is a good demand for blended jams and a slightly improved demand for pure jams. New seasons pack of imported marmalade is in good demand at the attractive price of 81c for 4s.

JAMS

Strawberry, 4s, per tin	0 89
Black Currants, 4s, per tin	0 89
Raspberry, 4s, per tin	0 89
Apricots, 4s, per tin	0 83
Cherry, 4s, per tin	0 83
Peach, 4s, per tin	0 83
Compound (all flavors). 4s, tin	0 55

WALNUTS DECLINE

Winnipeg.

Nuts—There has been a sharp decline of from 10c to 14c on French walnuts. This decline is thought to be due to the fact that the French banks have brought pressure to bear on walnut shippers thereby causing them to unload walnuts at a lower figure. The shelled almond market remains steady witth a slightly firmer tendency. Shelled pecans are slightly firmer and have advanced 5c. per lb. in primary market.

NUTS, SHELLED—	
Almonds, per lb.	0 44½
Spanish Peanuts, No. 1, lb.	0 12
Pecans, per lb.	0 90
Walnuts, per lb.	0 72
Brazils, per lb.	0 62
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 23½
Walnuts, per lb.	0 23
Almonds, per lb.	0 20¼
Brazils, per lb	0 18
Pecans, per lb.	0 30
Filberts, per lb.	0 16

RICE MARKET STEADY

Winnipeg.

RICE.—The southern market is showing easier undertone and buyers are of the opinion that to-day's prices are as high as they possibly can go.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08⅛
Do., 50-lb. sacks, lb.	0 08⅝
Siam, 100-lb. bags, lb.	0 05¾
Do., 50-lb. bags, lb.	0 06
Sago, sack lots, 130 to 150 lbs., per lb.	0 07¾
Sago, in less quantities, lb.	0 08¼
Tapioca, Pearl, per lb.	0 07½

SUGAR MARKET STEADY

Winnipeg

SUGAR.—The New York market recovered and is quoted at ⅛c. below the high point reached the last of January. Any further recovery on the part of raw sugar will likely be followed by an advance on Canadian refined. There is a good demand caused no doubt by the activity of the market.

CORN SYRUP STEADY

Winnipeg.

SYRUP.—No new features have appeared this week. The trade being entirely of a routine character but of fair proportions for this season of the year. From latest report the tendency is for higher prices. The molasses market is showing a fair activity with a strong tendency towards buying in moderate quantities.

STARCH MARKET STEADY

Winnipeg.

STARCH.—The market is ruling steady. The trade is showing more activity as merchants are beginning to buy in larger quantities.

STARCH—	
Corn starch, 1-lb. pkg., per lb.	0 08
Do., No. 1 quality, 1-lb. pkgs.	0 09½
Gloss, 1-lb. pkg., per lb.	0 09¾
Celluloid, 1-lb. pkg., per case	4 00

SPICES HOLD FIRM

Winnipeg.

SPICES.—The market continues with a strong position with spot stocks in light supply. Very little goods are coming forward to meet grinders requirements as spot stocks in the United States are low. Sterling exchange which is advancing is also having its effect on prices.

TEAS CONTINUE STRONG

Winnipeg

TEAS.—Primary markets continue high and in a strong position. It is apparent that light stocks are being carried in many instances and buyers are more anxious now to replenish. Teas can be bought below the import parity. but this situation seems to indicate higher level later on.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 35	0 40
Do., second quality	0 32	0 35
Pekoe, first quality	0 40	0 42
Do., second quality	0 35	0 40
Broken Pekoe, first quality	0 42	0 48
Broken orange Pekoe 1st qual.	0 50	0 60
Japan, first quality	0 42	0 60
JAVAS—		
Pekoe Souchongs	0 30	0 32
Pekoe	0 32	0 40

ORANGES HOLD STEADY

Winnipeg.

FRUITS.—California oranges continue in a strong position at prices ranging from $7.00 to $7.50 according to size. California lemons are meeting with a good demand at $8.00 to $8.50 per case. Best quality grape fruit is offered at $7.00 per case. Grapes show no change at $16.00 per case. Bananas are in a fair demand at 9c. per pound. Apples show no change and are in good demand.

FRUITS

Oranges, navels, 126s, per case	7 50
Do., navels, 150s, per case	7 50
Do., navels, 176s, 200s, 216s, 250s, per case	7 50
Do., navels, 288s, per case	7 00
Do., navels, 324s, per case	7 00
Lemons, Cal., fancy, per case	8 50
Do., Cal. choice, per case	8 00
Grapefruit, finest Florida, all sizes, per case	7 00
Bananas, per lb.	0 09
APPLES—	
B. C. Delicous ,No. 1, per box	3 75
B.C., Delicious No 2, per box	3 25
B.C. Wagners, No. 1, per box	3 25
B. C. Jonathans, No. 1 per box	3 00
B. C. Snows, No. 1, per box	3 00
B. C. McIntosh Reds, No. 1, per box	3 25
B. C. Wagners, Domestic, unwrapped per box	2 50
B. C. Jonathans, Domestic, unwrapped, per box	2 50
Grapes, Malaga, per keg	16 00

VEGETABLES HIGHER

Winnipeg

VEGETABLES.—Buying in the vegetable market has been fairly active and prices on many lines are moving upwards. California lettuce has advanced and is quoted at $6.00 per case. Very little celery is arriving and it is quoted at $13.00 per case. Tomatoes in 30-lb. lugs are quoted at $7.00. Onions are moving upwards and B. C. are quoted at $9.00 per sack with repacked Valencia's quoted at $11.00. Hot house tomatoes are quoted at 25c. per. pound.

VEGETABLES

Cabbage, per lb.	0 02½
Head lettuce, per case	6 00
Head lettuce, per doz.	2 00
Green Onions, per doz.	0 35
Cucumbers, per doz.	6 50
Tomatoes, per case	7 00
Potatoes, per bushel (Carload lots)	0 40
Do., per bushel (smaller lots)	0 50
Celery, per case	13 00
Onions, per sack (B. C.)	9 00
Do., per case (Valencie)	11 00
Cauliflower, per doz.	4 00
Mint, per doz.	1 00
Parsley, per dozen	0 75
Carrots, per lb.	0 02
Beets, per lb.	0 02
Parsnips, per lb.	0 02
Brussels sprouts, per lb.	0 30
Chinese cabbage, per lb.	0 30
Green peppers, per lb.	0 30
Leeks, per doz.	0 75

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Feby. 21.—Lard advanced another cent per pound making the price on threes, $11.10. Kraft pimento cheese advanced one cent per pound. Rolled oats have advanced, 80s now quoted at $2.60. Quaker brand pork and beans are slightly lower while stocks of canned spinach are getting very low. Advanced prices are expected on evaporated apples and prunes. The larger sizes of California prunes are very scarce. Cheese market is strong while starches and corn syrups look like good buying.

Beans, Kotenashi, per cwt	5 35	5 90
Rolled oats, 80s		2 60
Rice, Siam	6 00	6 50
Japan, No. 1	7 65	8 00
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.		7 45
Sugar, pure cane, gran., cwt.		8 19
Cheese, No. 1, Ont., large	0 22½	0 23
Alberta cheese, twins		0 20
Do., large		0 22
Butter, creamery, lb.	0 31	0 35
Do., dairy, lb.		0 22
Lard, pure, 3s		11 10
Eggs, new laid, local, case		15 00
Do,. No. 1 storage, case		9 50
Tomatoes, 2½s	4 15	4 35
Pumpkin, 2½s, case	4 20	4 50
Lemons, case		7 75
Corn, 2s, standard case	2 80	3 60
Peas, 2s, standard case	3 95	4 20
New early June peas, case		4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye, ½s		21 55
Strawberries, 2s, Ont. ,case	7 95	10 00
Raspberries, 2s, Ont., case	7 60	9 25
Cherries, 2s, red. pitted		8 50
Peaches, 2s, halves		5 85
Do., 2s, sliced		6 25
Apples, evaporated, lb.		0 18
Do., 25s, lb.		0 18½
Pineapples, Hawaiian, sliced 2's	6 30	7 25
Do., canned, 2s	7 45	7 90
Potatoes, local, ton	20 00	30 00

British Columbia

FROM VANCOUVER, BY WIRE

Vancouver, B. C., Feby. 21.—Severe weather has somewhat strengthened market conditions but business is fairly brisk. Fresh eggs are slightly lower at 38c while block hogs are higher at $19.00 Rhubarb is quoted at 22c; leaf lettuce, $1.50; green onions, 90 per doz.; sweet potatoes, $3.25 per hamper; lug tomatoes, $7.00; and cabbage 5c per lb. Bananas are temporarily scarce while splendid winesaps are selling at $3.75.

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., Feby. 21.—Rolled oats are higher at $3.65 per bag. Prunes have advanced to 11¾c for 90-100s in 25 lb. boxes. Onions are firm at $14.00 per bag.. Lard is higher at 17½c. per lb. in pails and 17c in tubs. Shortening is firm at 16c in pails and 15½c in tubs.

Rolled oats, bag	3 65
Do., bbls.	8 30
Cornmeal, gran., bags	3 00
Rice, Siam, per cwt.	7 00
Tapioca, per 100 lbs.	9 50
Molasses, gal.	0 60
Tomatoes, cans	2 00
Do., bags	6 00
Raisins, Valencia layers	0 24 0 30
Currants, cleaned	0 20
Prunes, 90-100, 25-lb. boxes	0 11¾
Lemon peel	0 34
Orange peel	0 34
Citron peel	0 46
Walnuts	0 28
Almonds	0 22
Brazils	0 20
Peanuts	0 17
Filberts	0 16
Cocoanuts, bag	6 00
Potatoes, per bbl.	3 00
Onions, bag	14 00
Do., crate	5 00
Pork, clear, blbs.	32 50
Pigs, feet, per 20-lb. pail	2 25
Hams, shoulder, per lb.	0 22
Bacon, side, per lb.	0 32
Bacon roll, per lb.	0 62
Lard, pure, in pails, lb.	0 17½
Lard, pure, in tubs, lb.	0 17
Shortening, in pails, lb.	0 16
Shortening, in tubs, lb.	0 15½
Butter, creamery, prints	0 40
Butter creamery, solids	0 27
Oleomargarine	0 24
Cheese, whole, lb.	0 19 0 21
Cheese, twins, lb.	0 21
Eggs, doz.	0 43
Sugar, cut loaf, cwt.	8 70
Sugar, stan., gran., cwt.	7 10
Do., Messina	6 00
Grapefruit, Florida, case	7 00
Bananas, lb.	0 13
Cornmeal, Gran. bags	3 25
Oranges, per case	7 00

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S., Feby. 21.—Storage eggs are off the market this week while fresh eggs remain unchanged at 50c per doz. Lard, both pure and compound shows an increase of one cent per pound; pure now quoted at 19c and compound 15c per lb. American clear pork advanced to $32.00. Creamery butter advanced 2c making the price 37c while dairy dropped to 30c per lb. Evaporated apples have been showing an upward trend for some time and are now quoted higher at 17c per lb.

Flour, No. 1 patents, bbl.		11 00
Cornmeal, bags		2 50
Rolled oats, per bag		3 75
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.		7 70
Sugar, standard, gran.		7 10
Do., No. 1 yellow		6 60
Molasses, gal.		0 63
Cheese, Ont., twins		0 23
Eggs, fresh, doz.		0 50
Lard, compound		0 15
Do., pure, lb.		0 19
American clear pork, bbl.		32 00
Tomatoes, 2½s., stan., doz.		2 00
Hams, aver., 12-18 lbs.		0 27
Do., aver., 18-25 lbs.		0 20
Hams, aver., 12-18 lbs.		0 26
Roll bacon		0 20
Butter, creamery, lb.		0 37
Do., dairy		0 30
Raspberries, 2s Ont., doz.		4 00
Peaches, 2s, standard, doz.		3 32½
Corn, 2s, standard, doz.		1 62½
Peas, standard, doz.		1 97½
Strawberries, 2s, Ont., doz.		4 00
Salmon, Red Spring, flats, cases		
Do., pinks		7 00
Do., Cohoes		14 00
Do., Chums		6 00
Evaporated apples, per lb.		0 17
Dried peaches, per lb.		0 22
Potatoes, Nat., 90-lb. bag.		1 35
Corned beef	3 00	3 55
Onions, Spanish, lb.		0 10
Do., American, bag 10 lbs.		13 50
Oranges, per case	7 00	7 50
Bananas, per lb.		0 10
Apples—		
Northern Spys, per bbl., No. 1		6 50
Do., No. 2		6 00
Do., No. 3		3 50

Trade in These Products In Old Land is Better

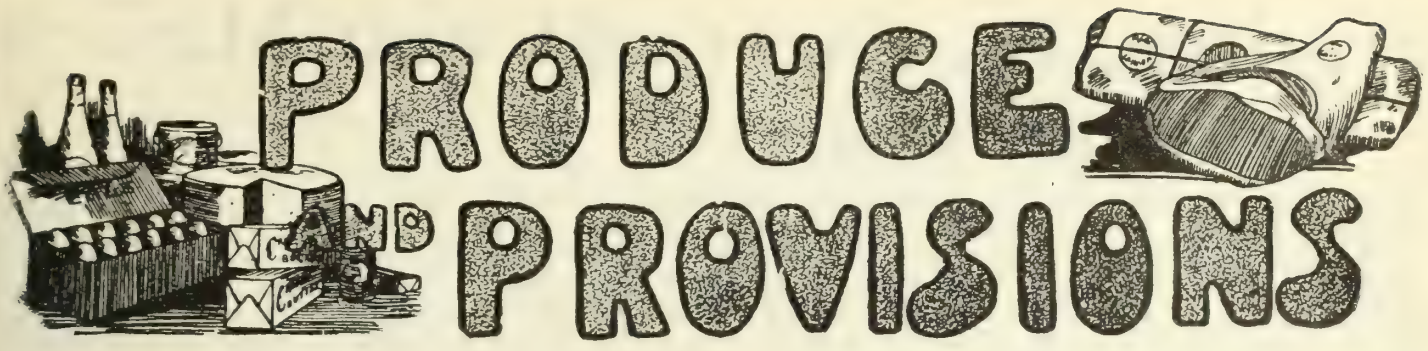
In an interview with H. M. Trade Commissioner at Toronto, the following information was given on the confectionery, biscuit and marmalade markets in the Old Country:

"In the confectionery section many firms have recently introduced new lines and, with a reduction in prices, the demand has improved. Prices of biscuits have also been reduced and new varieties placed on the market.

"In the preserves section of the trade good business is being done in new season's marmalade."

A foolish attempt was made recently to rob the vault of the office of the Dominion Canners Ltd., at Hamilton. The vault door had been drilled just above the combination, but evidently the burglars got scared and got away before they finished the job. No moneys are kept in the vault, only books of the company.

R. H. White has purchased the grocery business of Mr. Parker at 778 Dundas Street, East, London, Ont.



Higher Price Must Rule for Pink Salmon

Packers Declare That The Price That They Have Received For Good Pink Salmon Has Been in The Neighborhood of $5 Per Case, While it is Generally Conceded That Pink Salmon in 1921, Cost $6.50 Per Case to Pack

VANCOUVER, B. C., Feb. 13.—It seems to be the general opinion of salmon canners and operators that unless the price of pink salmon is raised all round there will be no incentive to a packer to pack this variety this season. The prices that the packers have received for good pink salmon have been in the neighborhood of $5 per case. Earlier in the season some sold for $5.25 and latterly some have sold at $4.75 with some odd lots of course being offered still lower on account of less fancy quality. It is generally conceded that the pink salmon packed in 1921 cost at least $6.50 per case to pack.

Pack May Be Small

One packer permitted the writer to see the packers' own statistical estimates, and as far as that packer could foresee, it is going to involve a layout of a cent or two less than six dollars to pack pink salmon in 1922. Unless there is a disposition to pay a price bearing some satisfactory relation to costs, it can conceivably happen that the pack of pink salmon in 1922 will be very small.

There is at the present time little speculative interest in packing salmon. General conditions have done to the salmon industry what they have already done to the canned fruit and dried fruit industry of California—cut out the speculative packs. The packs of fruit put up last year were largely based on the actual orders in hand. The salmon packers seem to favor that policy this year in making their provision for packing. With pink salmon selling below the actual and prospective costs of canning, he would be a bold canner indeed who would contract now for cans and equipment sufficient to put up an average pack.

Has Had Broad "Sampling"

Pink salmon has had some wonderfully broad "sampling" in the past year. If it had been done deliberately, which it was not, the low price at which good pink salmon has been sold throughout the Dominion and other markets would have been an excellent piece of merchandising. Thousands who had never tasted pink salmon before know now that pink salmon is an excellent fish, a canned food of high economic value.

If they are permitted to forget it, or allowed to ask the dealers in vain, the one redeeming feature of an unprofitable year's salmon canning will have been deliberately lost. Pink salmon was good value at $5 a case to the packer. It will be good value at $6.75 or $7 to the packer. The wholesaler knows that the packer must sell at a profit to continue in business. The retailer knows that the wholesaler must recover his cost and a fair margin to stay in business. The consumer knows that pink salmon, when packed right, is splendid food.

It now remains for the salmon packers to tell the consumers what good food they pack—and why a fair price is justified. As one packer stated recently, "we packers will, from now on, have to sell our goods like every other manufacturer must do. We will have to sell our salmon, not wait for it to be bought as we have hitherto done. It will not be feasible to pack pink salmon this year at present ruling prices, but we will have to immediately set in and raise the price of pink salmon to its justifiable level, or we will have no orders against which to pack pink salmon this year."

A window display making a feature of fish such as the above is timely in the approaching season of Lent, when increased sales of fish should be the aim of all dealers.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, February 22.—The feature of the provision market is the advance in the price paid for live hogs and the result on smoked and cured meats. Lighter supplies of hogs with a keener demand is attributed to the advance. Smoked meats are a shade higher and may be expected to further advance should the demand keep up. Fresh pork is also higher. The butter market shows a stronger tone with higher prices quoted on the finest grades of creamery. The second grades are easy with heavier supplies on hand. The cheese market is quiet but has a firm tone. Lard shows improvement with an advance, in sympathy with the hog market and as a result of a better movement. Egg prices have dropped with an easier market across the border and a better production in eastern Ontario and Quebec. Poultry prices are steady with only a fair demand. The fish market has no feature of note but the coming Lenten season promises a better demand and a firmer market.

NEW CREAMERY ADVANCED

Montreal

BUTTER—The butter market shows a firmer tone with more inquiry from outside buyers and a better domestic demand, all of which has lent strength to the market with an advance of one cent in some cases. Second grades are unchanged in price with a keener competition on account of imported lots.

BUTTER—

Solids, creamery finest	0 35	0 36
Prints, creamery	0 37	0 38
Second grade creamery	0 31	0 33
Dairy solids	0 30	0 31

CHEESE MARKET QUIET

Montreal

CHEESE—The cheese market is more quiet than it was a week ago, insofar as the export trade is concerned and prices stand steady. The receipts of cheese locally show a decrease over those of the previous week and the market holds a firm tone.

CHEESE—

Large, per lb.	0 19	0 20
Twins, per lb.	0 19	0 20
Do., white		0 27
Triplets, per lb.		0 20
Fancy old cheese, per lb.	0 28	0 30
Stilton, per lb.		0 30
Quebec	0 19	0 20

EGG PRICES DROP

Montreal.

EGGS—The egg market is easier, due to a weaker market in the United States and a better production in Canada. Prices show a decline of two cents with a weak tone on account of the milder weather.

EGGS—

New Laid	0 48
No. 1 storage	0 46

REACTION IN HOGS

Montreal.

FRESH MEATS—Another reaction has occurred in the hog market and prices advanced after a slump, as a result of smaller offerings at the lower prices. The advance amounts to 75 per cwt. on light weights, weighed off cars. The price now stands at from $13.25 to $13.50. Trimmed loins of fresh pork are advanced one cent and are quoted at from 26c to 27c. The market is strong at the present basis with a keener demand for supplies.

FRESH MEATS—

Hogs, live (selected, weighed off cars)	13 25	13 50
Fresh Killed	19 00	19 50
Fresh Pork—		
Legs of pork (foot on)	0 20	0 23
Loins (trimmed)	0 26	0 29
Trimmed shoulders		0 19
Untrimmed		0 17
Pork sausage (pure)		0 20

Fresh Beef—

	(Cows)		(Steers)	
Hind quarters	0 10	0 13	0 12	0 16
Front quarters	0 05	0 09	0 05	0 08
Loins	0 19	0 22	0 22	0 27
Chucks	0 07	0 08	0 08	0 09

SMOKED MEATS STRONGER

Montreal

SMOKED MEATS—In sympathy with the hog market and as a result of a better demand for smoked meats, the market shows a stronger tone with some advances in breakfast grades and a likelihood of further advances.

BACON—

Breakfast, best	0 28	0 50
Smoked breakfast	0 28	0 40
Cottage rolls		0 28
Picnic hams		0 19
Wiltshire	0 25	0 28
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	0 26	0 28
Do., 14-20	0 25	0 27
Do., 20-25	0 22	0 23
Do., 25-30	0 19	0 21
Over 35 lbs.	0 17	0 19

LARD PRICES ADVANCE

Montreal

LARD—The lard market shows more activity with a better demand and a stronger market. The prices on Canadian refined grades show an advance of ½c per lb., making the price on pure lard in wooden pails from 15½c to 16c higher. The lard market promises a still stronger tone with the stronger and higher market for hogs.

LARD—

Tierces, 60 lbs.	0 14	0 15
Pails, 20 lbs.	0 15	0 16
Tubs, 20 lbs.	0 14½	0 15½
Bricks	0 16½	0 18

POULTRY PRICES UNCHANGED

Montreal.

POULTRY—The poultry market shows little change with a fair demand for storage supplies and a small offering of fresh killed. The supplies are limited but the demand is not as large as it has been and the prices remain unchanged.

FISH PRICES STEADY

Montreal.

FISH—The milder weather has cut down the demand for fish to some extent and the market is quiet. The approach of Lent brings the prospect of a better demand and prices are steady with supplies on hand sufficient to meet requirements. No decided change in fish prices is expected as far as can be seen.

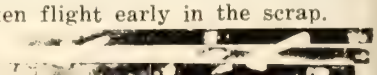
FRESH FISH—	
Filets, 20 lb. boxes	0 17
Herring	0 08
Market Cod, fresh	0 07
Steak cod	0 08
Dressed B. C. Salmon	0 24
Haddock	0 06
Halibut	0 20
Flounders	0 10
Mackerel	0 16
White fish	0 18
Eels	0 13
FROZEN FISH—	
Haddock	0 06
Halibut	0 20
Chicken halibut	0 17
Market cod	0 05 — 0 05½
Steak cod	0 6½ — 0 07
Doree	0 11
Qualla Salmon	0 11
Dressed B. C. Salmon	0 22
White fish	0 13
Dressed pike	0 07
Mackerel	0 13
OYSTERS—	
Herrings	0 06½
Lake trout	0 14
Shell oysters, bbl.	8 00 — 15 00
Standard—Per No. 1 can	2 50
Do., No. 3 can	7 50
Do., No. 5	12 25
Jars—1 doz.	4 50 — 5 25

ANOTHER HOLD-UP

Montreal.—Shortly after J. E. Montpetit had opened his store last Monday at 64 St. Augustine Street, two men entered the store and asked if he could supply them with good grease. Mr. Montpetit affirmed he could and as he proceeded towards the back of the store to get it one of the men followed closely after him.

As the grocer picked up the grease and turned around he found two revolvers pointed at his head, and heard the man demand that he put his hands up. This command the merchant obeyed, but the second order, to back up in a small room in the rear of the store and allow himself to be locked up, he refused. The robber then put one of the revolvers in his pocket, but as he did so Mr. Montpetit jumped at him, knocking over a case of bottles. The robber fired. Then as the men grappled the robber fired a second shot and broke away. The shot knocked a box of flour from one of the shelves. As the gun-man fired a third shot, the grocer grabbed an axe and charged. The burglars fled and Mr. Montpetit followed as far as the G.T.R. tracks.

It was not till then that the grocer found that he had been hit twice by the bullets, one in the hand and another in the arm, and both were bleeding freely. The bullets were removed at the hospital and Mr. Montpetit is back in his store. The police obtained a good description of both men, although only one featured in the fight, the other having taken flight early in the scrap.



ONTARIO MARKETS

TORONTO, February 22.—The produce and provision markets are again featured by soaring prices in the hog market. Throughout the week under review, live hogs at the Union Stock Yards maintained a strong tone and under light receipts and a keen demand, both from local packers and outside sources, prices advanced considerably. The strong tone in the hog market is also reflected in lard, bacon and other hog products. Lard and shortening are quoted higher. Cooked meats, smoked and barrel meats, although showing little change in quotations are in a strong position and the tendency is decidedly upward. Butter is steady, while cheese, under influence of a strong export demand, is strong with a likelihood of some advances. Following the easier condition on the Chicago market, eggs are easier with lower prices quoted to the retail trade. Margarine is very quiet. Fish quotations are steady under a brisk demand. In the poultry market there is little change: receipts are light but the demand is likewise limited.

BUTTER MARKET STEADY

Toronto.

BUTTER—The butter situation shows little change, remaining steady to firm. The best grades of creamery are quoted at 40c to 41c but there appears to be a wide range in prices on second grades.

BUTTER—		
Creamery prints, No. 1	0 40	0 41
Do., No. 2	0 34	0 36

STRONG CHEESE MARKET.

Toronto.

CHEESE—Continued activity in an export way, maintains a strong market. Some good export business to England transpired during the week, which is attributed to the receipts of cheese in England from the Antipodes falling off. Quotations to the retail trade are firmly held with a tendency for some slight advances.

CHEESE—		
Large, new (fodder)		0 19
Do., Sept	0 20	0 21
Do., June	0 23	0 26
Stilton, new		0 24

Twins, 1c higher than large cheese and triplets 1½ cents higher than large.

EASIER EGG MARKET

Toronto

EGGS—This market is more or less under the influence of the Chicago market, and as a large portion of supplies come from that quarter, prices naturally follow conditions across the border. Chicago prices dropped during the week and in consequence dealers are quoting to the retail trade at a reduction of 5c per dozen, making new laids 45c. Local receipts continue to increase but some dealers prefer to handle the American variety, claiming that the packing is done more carefully than by our own country packers, hence less loss by cracks.

EGGS—	
New laid	0 45

LARD PRICES ADVANCE

Toronto.

LARD—The market continues strong, with some packers quoting a higher price. In some quarters quotations on lb. prints are as high as 19c. Others, however, are quoting lower, making the range 17c to 19c on 1lb. prints and on the tierce basis 15¼c to 16½c per lb.

LARD—		
1-lb. prints	0 17	0 19
Tierces, 400 lbs.	0 15¼	0 16½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

SHORTENING HIGHER

Toronto.

SHORTENING—The market is in a strong position with quotations advanced ½c per lb. One pound prints are quoted at 17c and on the tierce basis 14c to 14½c per lb.

SHORTENING—		
1-lb. prints		0 17
Tierces, 400 lbs.	0 14	0 14½

MARGARINE UNCHANGED

Toronto

MARGARINE—The market is quiet under a moderate demand. Quotations are unchanged at 22c for the best grades and 18c for second grade.

MARGARINE—		
Margarine, No. 1	0 22	
Do., No. 2		0 18

COOKED MEATS STEADIER

Toronto

COOKED MEATS—The demand continues good and following the higher tendency in the market for hogs, the tone of the market is firm under the recent advances.

COOKED MEATS—		
Boiled hams, lb.	0 41	0 42
Do., square pressed	0 42	0 45
Boiled shoulders, lb.		0 32
Head cheese 6s, lb.		0 10
Choice jellied ox tongue, lb.		0 60
Jellied pork tongue		0 35
Bologna	0 13	0 15

Above prices subject to daily fluctuations of the market.

SMOKED MEATS STRONG

Toronto

PROVISIONS—The strength in the hog market is reflected in the market for smoked, salt and barrel meats. Smoked hams and bacon are unchanged in price but the tendency is decidedly upward. Salt meats also show little change in quotations but some barrel meats are slightly advanced.

Hams—		
Small, 6 to 12 lbs.	0 29	0 31½
Medium, 12 to 20 lbs.	0 29	0 31½
Lareg, 20 to 35 lbs. ea., lb.	0 23	0 27
Heavy, 35 lbs., and upwards		0 21
Backs—		
Boneless, per lb.	0 36	0 37
Rolled, per lb.	0 40	0 41
Peameal	0 33	0 34
Bacon—		
Breakfast, ordinary, per lb.	0 24	0 31
Do., special trim	0 33	0 35
Cottage rolls		0 27
Roll, per lb.		0 24
Wiltshire (smoked boneless) lb.		0 24
Do., three-quarter cut		0 28
Do., middle		0 30
Dry Salt Meats—		
Long clear bacon, av. 50 to 70 lbs.		0 18
Do., av. 80-90 lbs.		0 16½
Clear bellies, 15-30 lbs.	0 17½	0 19½
Fat backs, 10-12 lbs.	0 14	0 16

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—	
Mess pork	33 00
Short cut backs, 200 lbs.	34 00
Picked rolls, bbl., 200 lbs.—	
Lightweight	38 00
Heavy	27 00

Above prices subject to daily fluctuations of the market.

HOGS AGAIN MOVE UPWARD

Toronto

FRESH MEATS—Light receipts and a keen demand for hogs at the Union Stock Yards again resulted in prices soaring upward. Throughout the week prices continued strong and at the close of last week prices on the fed and watered basis advanced to $13 to $13.50 per cwt. The opening market on Monday of this week was again strong under light receipts. Competition was brisk and prices advanced to $14.00, at which figure, as we go to press, the market stands. Bidding was also keen in the market for cattle, calves and veal and a strong market prevailed throughout the week. Dressed hogs also advanced around $2.00 per cwt., making lightweight $17 to $18 and heavy $12 to $14.

FRESH MEAT—		
Hogs—		
Live, f.o.b. per cwt.	13 00	13 25
Live, off cars	13 50	13 75
Live, fed and watered, cwt.	13 75	14 00
Dressed, light, per cwt.	17 00	18 00
Do., heavy, per cwt.	12 00	14 00
Fresh Pork—		
Legs of pork, up to 15 lbs.		0 27
Loins		0 27
Fresh hams, lb.		0 28
Tenderloins, lb.		0 56
Picnics, lb.		0 17½
Montreal shoulders		0 20
Boston butts, lb.		0 24
New York shoulders		0 20
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 14	0 18
Front quarters, lb.	0 08	0 10
Ribs, lb.	0 12	0 18
Chucks, lb.	0 08	0 09
Loins, whole, lb.	0 25	0 28
Hips, lb.	0 12	0 14

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb.	0 13	0 16
Sheep, whole lb	0 08	0 12
Spring lamb	0 20	0 26

Above prices subject to daily fluctuations of the market.

ACTIVE MARKET FOR FISH

Toronto

FISH—There is a brisk demand for all varieties of fish. All lines are well represented but prices are steady and unchanged as compared with last week.

FRESH SEA AND LAKE FISH		
Cod steak, lb.	0 10	0 11
Do., market, lb.		0 09
Oysters, No. 1 tins	3 25	3 70
Do., No. 3 tins	9 25	11 [illegible]
Do., No. 5 tins	15 00	18 00
Do., glass jars, doz.	5 00	5 75
Do., shell, per bbl.	13 50	14 00
Smelts, No. 1, per lb.		0 14
FROZEN FISH		
Halibut, medium	0 17	0 18
Do., chicken	0 14	0 15
Do., Qualla	0 09	0 10
Flounders	0 09	0 10
Pike round	0 04	0 05
Do., headless and dressed	0 07	0 08
Salmon, Cohoe	0 15	0 16
Do., Red Spring	0 21	0 22
Brill	0 10	0 11
Sea Herring	0 07½	0 08
SMOKED AND SALT FISH		
Haddies, lb.	0 10	0 13
Fillets, lb.		0 16
Kippers, box	2 25	2 75
Bloaters	2 00	3 00
Ciscoes, lb.		0 13
Salmon snack, lb.		0 22
Digby chicks, 5 to bundle		1 25
Boneless Digbys, 10 lb. box		1 65

Shred cod, box 24 cart.	2 20
Cod, 1 lb. tablet, box 24s.	3 20
Quail on toast	0 14
Holland Herrings, mixed 10-lb. keg.	1 10
Do., milkers, 10 lb. keg	1 20
Labrador Herrings—	
Kegs, 100 lbs.	6 50
Do., barrels, 200 lbs.	12 00

POULTRY PRICES STEADY

Toronto.

POULTRY—The market is quiet but prices hold steady. Receipts of fresh killed and live stuff are light and some movement from the coolers has commenced. The demand, however, is limited which tends to hold the market steady.

Poultry—

Prices paid by dealers—

	Live.	Dressed.
Turkeys	30-35	40-50
Chickens, spring	00-25	00-32
Roosters	00-16	00-18
Fowl, 4 to 5 lbs.	00-24	00-25
Fowl, over 5 lbs.	00-26	00-26
Fowl, under 4 lbs.	00-14	00-22
Guinea hens, pair	1 25	1 50
Geese		00-26
Ducks, 4 lb. and over	00-23	00 30
Prices quoted to retail trade:		Dressed:
Ducklings	0 32	0 38
Hens, heavy	0 28	0 32
Hens, heavy	0 28	0 32
Do., light	0 20	0 28
Geese		0 30

MANITOBA MARKETS

WINNIPEG, February 22.—The hog market continues to show strength and another advance has been registered. Smoked ham and bacon are showing a firmer tone. There is no change in cooked meats. Butter is steady while cheese has developed a firmer tone. Storage eggs are cleaned up in as far as Winnipeg stocks are concerned and very few new laids are arriving. The lard market has advanced and it is expected that shortening will follow. The poultry market continues firm under light receipts. There is no change in fish prices, but some lines are reported scarce.

BUTTER MARKET QUIET

Winnipeg

BUTTER.—The butter market is unchanged in price with no feature of note. The market in general is quiet with only a demand for immediate requirements. Best creamery prints are quoted at 38c. per lb. and solids at 35c.

BUTTER—

Creamery, best table grade	0 38
Best table grade solids	0 35
Margarine	0 22 0 25

CHEESE MARKET FIRMER

Winnipeg.

CHEESE.—The cheese market is ruling firmer and quotations from the best have shown an advance of 1c. per lb. with a better demand for export reported. The demand locally also shows a slight improvement and while there are no changes in wholesale prices the tendency is firmer.

CHEESE—

Stilton cheese, large, lb.	0 24
Ont., large, lb.	0 20
Ont., twins, lb.	0 20½
Ont., triplets, lb.	0 21

EGGS REPORTED SCARCE

Winnipeg.

EGGS.—Eggs are reported scarce and what few are arriving are from the States. Storage eggs are practically cleaned up. New laid eggs are offered at 54c. per doz.

COOKED MEATS STEADY

Winnipeg.

COOKED MEATS.—Cooked meats are steady in price with only a limited demand on account of the season of the year. Quotations remain unchanged.

COOKED MEATS—

Hams, best quality, skinned 8-14 lbs.	0 43
Do., 13-1 lbs.	0 41
Roast ham, lb.	0 43
Roast shoulders, lb.	0 29
Head cheese, 6-lb. tins, lb.	0 12
Pork tongues, lb.	0 28
Jellied ox tongues, lb.	0 50
Luncheon cooked meats	0 16

NO CHANGE IN HAMS

Winnipeg.

PROVISIONS.—There is no change in quotations in ham or bacon. The demand for export is reported to show an improvement and with the hog market firmer, indications point to an advance in the near future. Locally there is a firmer demand for ham and bacon.

Hams—

8 to 16 lbs., per lb.	0 34
16 to 20 lbs., per lb.	0 34
Boneless, 8-14 lbs., per lb.	0 37
Skinned, 14-18 lbs., per lb.	0 37
Skinned, 18 to 22 lbs., per lb.	0 37
Bacon, 6 to 10 lbs., per lb.	0 44
Cottage rolls, boneless	**0 24**
Bellies 6 to 10 lbs., per lb.	0 43

LARD ADVANCES

Winnipeg.

LARD.—The lard market which has shown a firm tone for some weeks past, continues strong. Quotations are up 1c. per lb. Tierces of 400 pounds are quoted at 16c. per pound. Quotations on shortening remain unchanged but the tendency is for higher prices.

LARD—

Pure lards, No. 1 quality, per lb.	
(in tierces 400 lbs.)	0 16
Do., wooden pails, 20 lb. pail	3 80
Shortening, tierces of 400 lbs.	**0 14**
Do., per pail, 20 lbs.	**3 20**

POULTRY UNCHANGED

Winnipeg.

POULTRY.—The poultry market continues firm under light receipts. There are no changes in quotations.

POULTRY—

Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
Do., 3½ lbs., and over	0 30
D. P. fowl, 3½ lbs. and under	0 22
Do., 3 lbs. and over	0 24
No. 1 broilers	0 30
Turkeys, per lb.	0 42
Turkeys, young, per lb.	0 42
Geese, per lb.	0 33

FISH REPORTED SCARCE

Winnipeg

FISH.—Some lines of fish are reported scarce such as pickerel, jack fish and halibut. Good quantities of salmon are arriving and is in good demand. With the approach of the Lenten season improvement in the demand is expected by fish dealers. Prices, however, show no change this week.

FISH—

Brills	0 08
Herring, Lake Superior, 100-lb. sacks	4 00
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15½
Salmon, Cohoe, in full boxes, 300 lbs.	0 16
Salmon, Cohoe, in broken cases	0 17
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08
Whitefish, dressed, case lots	0 12½
Whitefish, dressed, broken cases	0 13
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Haddies, in 30-lb. cases, per lb.	0 12
Kippers, East. Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 17
Salt Fish—	
Holland Herring, milkers, 9 lb. pail, pail	0 95
Holland Herring, mixed, 9-lb. pails, pail	**0 85**

HOG MARKET ADVANCING

Winnipeg.

HOGS.—The hog market is showing considerable strength. Selected live hogs are quoted at $12.50 per cwt. Receipts are light and with the firm tone of the hog market fresh cuts of pork show every indication of advance in prices. The cattle market is also firmer, due to the limited supply. Butcher heifer are quoted $6.50.

Selected, live, cwt.	12 50
Heavier	10 50 to 11 50
Light	11 50
Sows	8 00

Fresh Pork—

Legs of pork, lb.	0 25 0 27
Spare Ribs	0 14
Legs of pork, lb.	0 19 to 0 25
Fresh hams, lb.	0 20 0 26
Shoulders	0 15 to 0 16½

Fresh beef—from steers and heifers—

Hind quarters	0 12 to 0 17
Front quarters	0 06 to 0 10
Whole carcass, good grade, lb	0 09 to 0 13

Mutton—

Choice, lb.	0 18
Choice long hinds (leg and loin)	0 27
Choice Stews	0 10

Lambs—

Choice, 30-45 lbs.	0 25

Veal—

Good veal, 40 to 80 lbs, hind quarters	0 25

BRAZIL IS DEVELOPING THE SOAP INDUSTRY

Montreal.—Brazil is now manufacturing all the laundry and cheap house soap required by that country and is using as a basis the fats and greases obtained in the immediate neighborhood where cattle raising is one of the big occupations. A great many types of toilet soaps are also being produced and, although it is said that Brazil is independent of outside sources for goods of this nature, yet it is admitted that the foreign products are superior to the native goods. The greater part of the soap manufactured is made in a very simple manner but each year brings improvement and more efficiency in the manufacture, so that Brazil may in the near future not only supply all her own needs in laundry and toilet soaps but may be an exporter of fine soaps to other countries. This is not only possible but probable since nearly all the ingredients for the manufacture of soap are found near at hand.

W. T. Harris & Co., wholesale grocers, Owen Sound, Ont., suffered heavy loss the other day when a disastrous fire visited the block, in which they are situated. The Kilburn building which was almost totally destroyed was located in the heart of the business centre. Estimated loss is placed at $240,000.

CLEARING SALE

AFTER STOCK TAKING

Our **Grocery Department** is offering a large stock of high grade goods. It would be to your interest to buy right now because we are in a position to quote advantageous prices. Lay in your supplies of

CANADIAN AND IMPORTED CANNED GOODS

Vegetables, Fruits, Dried Fruits, Flavors, Spices, Extracts, Jams, Pickles, Rice, Peas, Beans, Flour, Molasses, Syrups, Sugar, etc.

TEAS AND COFFEES

Diminishing supplies point to an advance in the market. We have a wide range of fine brands and would advise you to order now while our stock is large and before prices go up.

Japans 1921, Chinas, blacks and greens, Pure and Blended Ceylons, Pure Indians

BLUE BIRD TEA

Ask for a sample of this new tea. We recommend it because its quality is unusually high. In fact, it is the best package Tea on the market. Still it does not cost you more. We are sole distributors in the Province of Quebec.

"VICTORIA" BRAND

We especially call your attention to our "Victoria" brand teas (Black or Green) and Coffees. Known for years in Canadian homes. With a ready sale, and it repeats too!

Our **Provision Department** (173 St. Paul St. East) is at your disposal for

BUTTER EGGS CHEESE

Ask for our calendar. Gladly sent on request.

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Maple Leaf Pork Sausages will keep indefinitely in the tin and can be served either hot or cold. They appeal strongly to the housewife because they can be kept on hand to meet any emergency call that may arise. The convenience of the tin and the delicious flavor of this sausage will make the Maple Leaf Brand a quick, easy seller, bringing you quick, easy profits.

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With Cheese and Tomato Sauce

because the skillful blending and seasoning of red ripe tomatoes and imported cheese makes a sauce which proves irresistible when combined with the spaghetti made in the Heinz sanitary kitchens. It is a delicious, nourishing meal, ready to heat and serve; always seasonable.

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Balloons Balloons Balloons

Millions of Balloons

of all sizes and descriptions and other beautiful toys and novelties will be put into the new "JOHN BULL" (Toasted Popcorn with Peanuts) boxes.

The more you eat - The more you want

In order to make "JOHN BULL" Toasted Popcorn with Peanuts - not only the best Popcorn ever manufactured, but also to give every buyer of a box of this famous confection a pleasing surprise, we will put millions of balloons of every size and description into these boxes and we sincerely believe that these pleasing novelties will create such a large demand for "JOHN BULL" Toasted Popcorn with Peanuts - that the increased sales will make up for the enormous cost of the prizes.

The demand will be enormous - everybody will buy "John Bull" - Toasted Popcorn with Peanuts

Send your order to your nearest Jobber NOW!

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Maple Crispette Co., Limited

MONTREAL CANADA

Western Agents: Farley Myers, Limited, Winnipeg

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The Tobacco with a heart

The Tobacco With a Heart of Gold

The retailer who stocks Macdonald's finds gold at the heart of his tobacco business. More money in Macdonald's is not only a phrase but a fact.

Extra profits and a rapid turnover make Macdonald's the best-paying line in this country to-day. Did you know that more Macdonald's is being sold than any other tobacco in Canada? And the demand is growing every day. It's worth-while to give a little prominence to "the tobacco with a heart."

Why sell your Customers Inferior Maple Syrup

when you can make more profit and establish a more permanent business by selling the best?

OLD COLONY PURE MAPLE SYRUP

is the highest grade you can buy. None but the first run of sap (always the best) is used in its production. In spite of last year's shortage which affected the quality of many brands, we have maintained our original high standard, having secured sufficient of the best that Quebec produced, to fill all orders.

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Try a jar yourself and you'll vote it the most delicious Marmalade you ever tasted. Then you won't hesitate a second, in recommending it to your customers.

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Orange Marmalade

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TORONTO - CANADA

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"I am well pleased with my Kleer Vue All Glass Show Case, both for its handsome appearance and its selling qualities. We had it first dressed with dried fruits. Our sales in these lines took an immediate jump. This week we have been showing cooked ham, pressed beef, bologna and bacon, and have found this display bringing extra sales."

JOHN DIPROSE
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If you wish to add anything in the way of show cases or silent salesmen to your equipment our representative will be glad to advise you without obligation. He will show you the profitable advantages of the Kleer Vue System at the same time. Get in touch with us at once.

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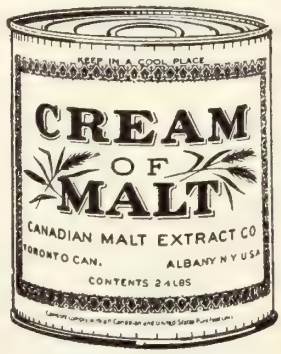
(Registered at the Patent Office, Ottawa, Ont.)

Stands for:



1st. Highest grade selected barley.
2nd. Expert Malting.
3rd. Scientific Handling.
4th. Pasteurized.
5th. Hermetically Sealed.
6th. Hygienic and Sanitary conditions, throughout entire process.
7th. Supreme Quality.
8th. Right Price.
9th. Best Results.
10th. Satisfied Customers.

Surpassed by None
Demand It

Equalled by None
Take No Other

Canadian Malt Extract Co.

16 Pearl St.
TORONTO, ONT.

LAKE SUPERIOR HERRING

In kegs, half kegs, and pails

British Columbia Cohoe,
Qualla, and Halibut.

Georgian Bay frozen, also pickled trout,

Manitoba Whitefish.

LEMON BROS.

Owen Sound, Ontario

Fruit, Produce & Commission Merchants

Interlake Profitable Products

Interlake Toilet Papers will prove to be very profitable to you. You can sell them with confidence—your customers are assured of unusual value.
Why not carry INTERLAKE Standard Brands? They will help you build up a permanent trade.
Ask us about any or all of these standard brands. We will gladly send you full roll samples and prices.

"Interlake"—700 sheet roll—just like linen.
"White Cross"—8 ounce—white, soft, genuine crepe.
"Blue Bird"—6 ounce—manilla, soft, genuine crepe.
"Old Dutch"—11 ounce—plain, duplex, manilla tissue.

Made in Canada by

Interlake Tissue Mills Co.
MERRITTON Limited CANADA

Head Office: 54 University Ave., Toronto, Canada.
Sales Branch: McGill Building, Montreal, Quebec.

EDDY

ESTABLISHED A.D. 1851.

Leak-proof, Rust-proof Bulge-proof.

Eddy Products Are Made To Give Satisfaction

AND EDDY PRODUCTS DO SATISFY

Everywhere in Canada the buying public regards the name Eddy as a guarantee of all that is best in Matches, Indurated Fibreware Utensils and Paper Specialties.

This confidence in Eddy quality is reflected every day in bigger sales and better profits for the progressive Eddy dealer.

Are you getting your share, or have you yet to learn how popular these Eddy Products are?

MADE IN CANADA FOR CANADIANS

The
E. B. Eddy Co., Limited
HULL, CANADA

In Handy 2½ lb. Cartons

Why waste time and money weighing and wrapping bulk Sal Soda when you can sell Arm and Hammer Brand—the highest quality made—in handy 2½ lb. cartons? These convenient containers protect the great strength and purity of this superior Sal Soda until it reaches your customers. They're packed 36 to the case. Your wholesaler can supply you.

SAL SODA

CHURCH & DWIGHT, LIMITED,
MONTREAL

7 Direct Lines Out of Stratford

Make It the Quickest Shipping Centre

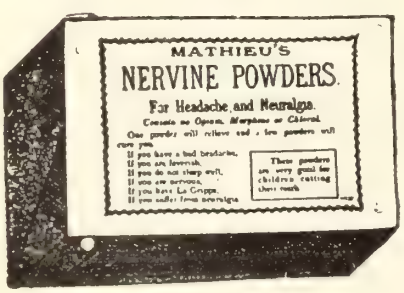
We carry full lines of Staple Groceries, Foreign and Domestic Fruits in Season.

"Buy your fruits where you buy your groceries and your groceries where you buy your fruits" — ***saving double freight and double cartage.***

Phones—Office 297 and 298, Residence 310, Shipping Room 256, Night Call 897.

James Lloyd & Son **Box No. 266** **Stratford, Ont.**

Mathieu's Remedies Have Proven Their Efficiency

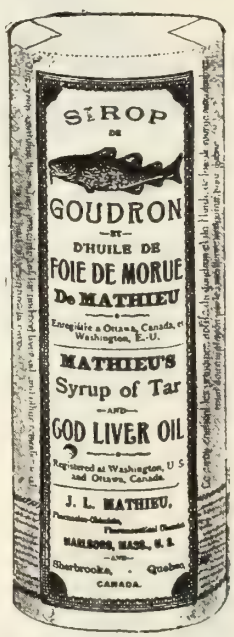


Mathieu's Syrup of Tar and Cod Liver Oil should be recommended to your customers during the Spring Season for coughs, colds, etc. It is a ready and constant relief for Influenza, La Grippe, etc., and at the same time has an excellent tonic effect on the system.

Mathieu's Nervine Powders are excellent for Nervousness, Fevers, Neuralgia, Headaches, etc., and should not be missing from your stock.

Try selling them once and you will always keep them in stock.

Order a supply to-day.



J. L. MATHIEU COMPANY

PROPRIETORS

SHERBROOKE, QUE.

BE IT EVER SO HUMBLE
THERE'S NO BREW LIKE HOME

Sell your customers the most scientifically correct

"SYMO" MALT SYRUP

to make their Home Brew. Simple complete directions with each can. Each can will make from 5 to 12 gallons of very nourishing and refreshing Home Brew.

We can ship you in the following packages:—
Cases containing 24 cans of 2 lbs. 5 oz. net each.

Barrels	containing about	600 lbs.	net.
Half Barrels	"	300 lbs.	"
Kegs	"	130 lbs.	"
Tins	"	60 lbs.	net each.

(two tins to a crate)

You can buy "Symo" in bulk and sell it by the pound, or in quantities to suit all users, at a big reduction under the cost, in cans, and have a larger margin on the transaction.

We are direct distributors for the manufacture of this product, and can offer very attractive prices to the trade. No middleman's profit.

Sections 199, 202, 204, of the Dominion Inland Revenue Act, contain regulations regarding the home brewing of beer, to the effect that:—

Any person without a license may brew beer for the use of his family or himself.

The utensils used solely for the purpose of beer brewing for his own use or for his family, are exempt from the provisions of the act.

Therefore you can stock and offer "Symo" with confidence.

Write for Prices **CANADA FOOD PRODUCTS CO.** 239 THIRD AVENUE MAISONNEUVE, MONTREAL

LENT IS COMING

Are you ready for it?

Send in your orders now to the old and reliable headquarters where you get the most Fish for your Money.

All kinds: Frozen, Salted, Pickled, Smoked, Cured, Boneless, and Canned.

D. HATTON COMPANY

MONTREAL

LENT

Commencing with March 1st your customers will be looking to you for suggestions for the Lenten Season.

This is **your** chance to push sales of Norwegian Sardines.

Your Wholesaler can supply you.

Canadian Agents:

John W. Bickle & Greening

Hamilton, Ontario

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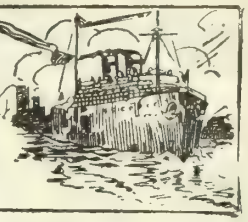


TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

JOHN ADAM & SON,
Collingwood, Ont.
Manufacturers of Brooms only
Our DUCHESS and PERFECT are two grades that sweep clean and wear well.

Warehouse Brooms a Specialty. If your jobber cannot supply your needs get prices from us. Satisfaction guaranteed.

J. & J. Taylor's Safes

One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. **Price $250.00.**
One J. & J. Taylor safe 18 inches deep, two feet 9 inches wide. four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. **Price $200.00.** Box 108, Canadian Grocer.
153 University Ave., Toronto

Say You Saw It In Canadian Grocer, It Will Help To Identify You

BAKED BEANS MAY BE HIGHER

It has been intimated that an advance in prices on pork and beans can shortly be expected. This strength is attributed to the difficulty canners are having in procuring supplies of hand picked beans. The last crop is estimated to be practically out of growers' hands and prices have advanced considerably.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

Say you saw it in
CANADIAN GROCER
it will help to identify you

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank Street

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

BARRELS
For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000- are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

GENERAL STORE FOR SALE IN FARMING community. One of the most up-to-date in the North; fully equipped; no opposition. Reason for selling am interested in an Ice cream manufacturing plant and wish to devote all my time at this new enterprise. For particulars apply to Nap. T. Roy, Markstay, Ont.

FOR SALE—MERCHANTS' PRICE TICKETS—$1.50 a hundred; 10 samples 25c., M. Moorby, Newmarket, Ont.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto

FOR SALE—BRICK STORE 25 x 60 TWO story. An excellent opening for business. Situated in Melbourne, Ont., on the provincial highway. Also the M. C. Railway. Apply to Anderson Co., 12 Market Lane, London, Ont.

WANTED

PERMANENT POSITION WANTED BY MARried man, having 5 years successful store experience; Ontario preferred. Salary $12.00 per week. Box 162 Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—BY TRAVELLER, WITH FIVE years road experience—good grocery specialty lines, any territory, any Province. Salary or Commission. Communicate with Box No. 164, Canadian Grocer. Advertising Dept., 153 University Ave., Toronto, Ont.

FRENCH SHIPPER DESIRES AGENTS IN various provinces of Canada for the sale of walnuts (shelled and in the shell). Bigarreaux cherries, crystallised fruit, blackcurrant pulp, olives, olive oil, cream of tartar. Write: Charles Bremaud, 89, Fleet Street, London, E.C., 4, England.

DETAIL WORK TO GROCERS AND BAKERS. We have had 15 years' experience selling to the bakery and grocery trades in B. C. Can give special service to one or two more manufacturers who appreciate value of detail work. Write c-o Canadian Grocer, Vancouver.

When Writing to Advertisers Kindly Mention This Paper.

WHEN answering advertisements, kindly mention having seen them in this paper.

How To Subscribe

Those desiring to subscribe to this paper may use form below. Mail to nearest office. The offices are: 314 Carter Cotton Bldg., Vancouver; 901 Confederation Life Bldg., Winnipeg; 153 University Ave., Toronto; and Southam Bldg., 128 Bleury St., Montreal.

CANADIAN GROCER,
MacLean Publishing Co.

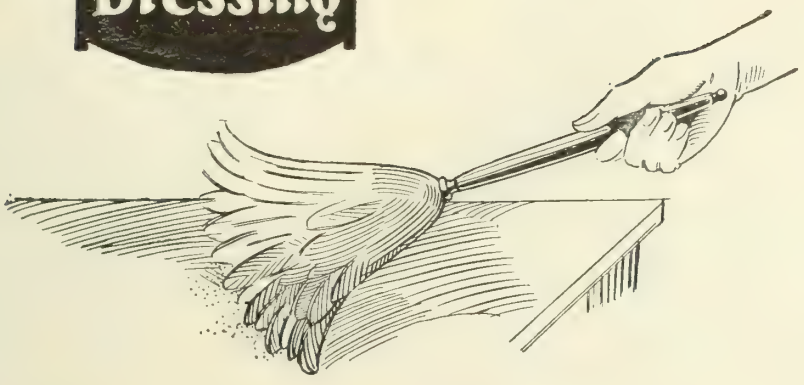
Please enter my name as a subscriber to Canadian Grocer. Enclosed is Cheque / Money Order for $4 (four dollars) for 52 copies, one each week.

Name.....
(Write plainly)

Address.....
(Write plainly)

Other subscription rates are: Great Britain, South Africa and West Indies, 16s a year; United States, $4.50 a year; other countries $6 a year; single copies, 25c., in advance.

IMPERIAL
Floor
Dressing

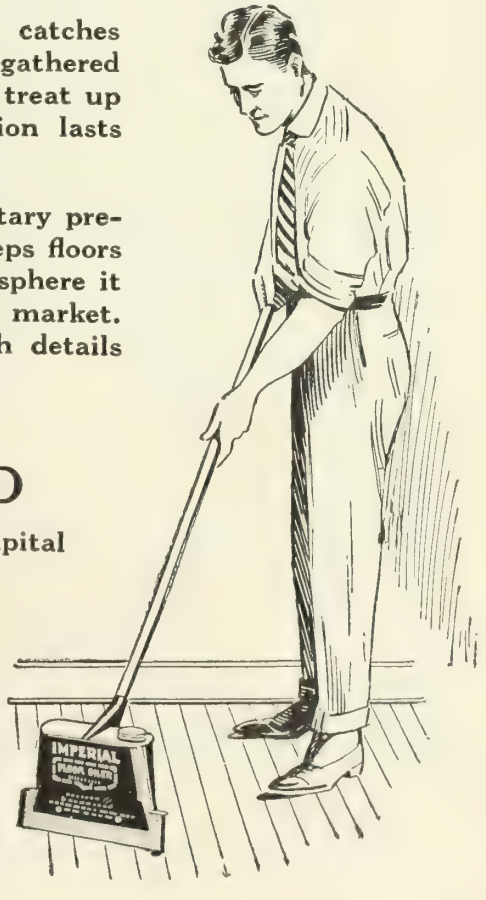


Does away with dusting -

There is no time for dusting in busy stores—no necessity for it, either, if you use Imperial Floor Dressing. It eliminates practically 90% of the atmospheric dust which would otherwise settle on your goods, show cases and fixtures, and detract from their appearance.

The reason is simple. Imperial Floor Dressing catches and holds dust on the floor, where it is easily gathered up and removed by sweeping. One gallon will treat up to 700 square feet of surface, and one application lasts for weeks.

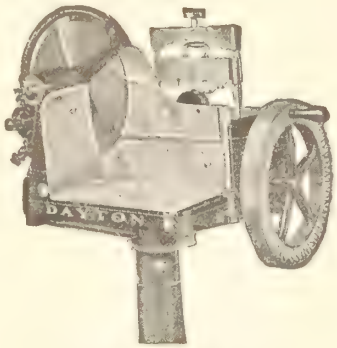
Imperial Floor Dressing is an economical, sanitary preservative for wood, linoleum or oil cloth. It keeps floors looking like new, and the spick and span atmosphere it creates in your store helps to sell it to its wide market. Let the Imperial Oil Salesman furnish you with details and prices.



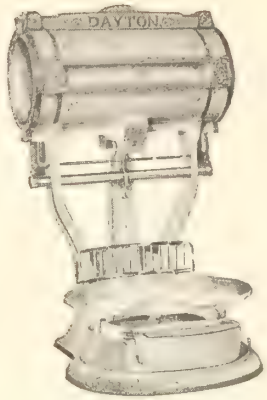
IMPERIAL OIL LIMITED

Canadian Company Canadian Capital
Canadian Workmen

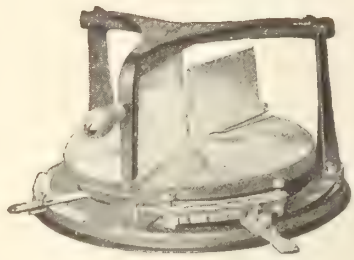
To insure even distribution of Imperial Floor Dressing, use the Imperial Floor Oiler. It does the work quickly, easily and most economically.



Dayton Meat Slicer



Dayton Computing Scale



Dayton Cheese Cutter

WHAT'S IN A NAME?

THIRTY-FIVE years of scientific and painstaking effort are built into the "DAYTON."

When you think of Computing Scales, Meat Slicers or Cheese Cutters, if you appreciate precision and quality service, you must think of "DAYTON."

Dayton Computing Scales

were pioneers in the Canadian market. The "DAYTON" Company was the first to establish a computing scale factory in Canada.

Daytons today are built for every line of business, from the smallest country or corner store to the plant of the manufacturer weighing annually goods worth millions of dollars.

There is a Dayton to meet YOUR needs. Let us demonstrate how we can help you to improve your service and increase your profits.

"IF IT'S A DAYTON IT'S RIGHT"

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

Frank E. Mutton, Vice-Pres. and General Manager. HEAD OFFICE and FACTORY: 300 Campbell Ave., Toronto

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. Johns, Newfoundland.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

FEATURING MADE-IN-HAMILTON WEEK.

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI PUBLICATION OFFICE: TORONTO, ONT., MARCH 3, 1922 No. 9

Welch's

Quality Jams

Permit Est. 272B

One standard of excellence applies equally to every jam bearing a Welch label. It must be a quality product. Welch quality is based on a rigid selection of choicest fruits and a patented process of preserving their full flavor with all waste and undesirable matter eliminated.

Welch quality is a standard of purity. To distinguish Welch products from ordinary jams they have been called "the Welch Lades."

If you sell Welch Quality Jams your customers will remember that fact with pleasure. They will be able to secure a variety of the best jams if you stock the full line of Welch products.

Grapelade, Peachlade, Cherrilade, Plumlade, Grape Currantlade, Strawberrilade and Orange Marmalade are all packed in 15 oz. jars and standard four-pound tins. Your wholesaler can supply you.

Also keep a stock of Welch's Grape Juice in quart, pint and 4-oz. bottles.

The Welch Co., Limited, St. Catharines, Ontario

The Grocer who handles first quality Flakes knows

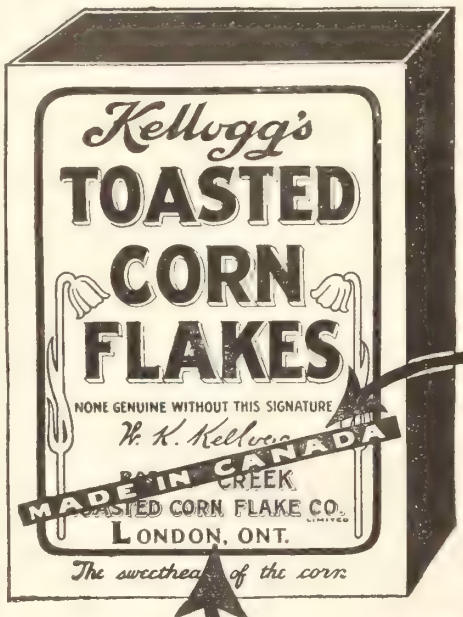
THERE'S A DIFFERENCE

and this is the reason why he features

Kellogg's TOASTED CORN FLAKES

QUALITY FLAKES
LONDON FLAKED AND KELLOGG BAKED

Put up only in the red, white and green package with these distinguishing marks of superiority



and "Made in Canada" "London Ont." *printed in red on the face of every package that contains the genuine original Canadian Kellogg's.*

Insist and demand—get the London-made Brand and refuse substitutes of the "Just as good," the "Cheaper" and the "Try 'em" variety.

Behind these quality Flakes is the prestige of the premier Canadian Toasted Corn Flake makers with their up-to-date Plant and Ovens—the best in America—with a capacity to supply the trade with fresh flakes. No necessity to "load up". Order often as required.

THE BATTLE CREEK TOASTED CORN FLAKE CO., LIMITED

LONDON, Ont.

40

When You Buy Grape Juice

Consider carefully the price you pay. The consumer will expect to purchase grape juice at thirty-five cents for "medium" size and sixty-five cents for "large" size. It will be difficult to retail grape juice at higher prices.

Be certain that your costs permit you to sell at these popular prices and at a worth while profit.

$6.00 per case for Large size, One Dozen.
$6.50 per case for Medium size, Two Dozen.

Do not buy at a higher list. An increased cost per case means that your grape juice cannot be retailed at popular prices at a profit. You now can buy good grape juice at this low cost per case and if you buy in five case lots, receive ten per cent. free grape juice. Buying on the free deal basis, freight prepaid, and selling at popular prices will pay over thirty per cent. profit on the selling price.

OUR GUARANTEE:—Marsh's Grape Juice is the Pure Juice of choicest Concord grapes. No manufacturer uses better grapes, in fact Grape Juice of a better quality cannot be made. Every bottle guaranteed to please your trade. It is just a little sweeter, and with a better flavor.

There's Another Grape Juice!

Niagara Falls Ontario **MARSH'S** Niagara Falls Ontario

Be sure you have a good supply of these "Quality" Sardines for LENT

"NORSE CROWN"

Show handsome returns, they cost less and sell for more–You'll find them fast, profitable sellers. We are working on the principle "Quality Will Tell."

NORWAY:

The Norwegian Oversea Trading Co., Ltd.

SELLING AGENTS:

Stewart Menzies & Company

32 FRONT ST. W. - TORONTO

DOMINION BUILDING - VANCOUVER.

Leading The Race for Popularity

"TRUE FRUIT"

is the maker of attractive Frappes and Sundaes—The secret of good Soda Fountain Trade. Take this opportunity of increasing your supply of

"TRUE FRUIT"

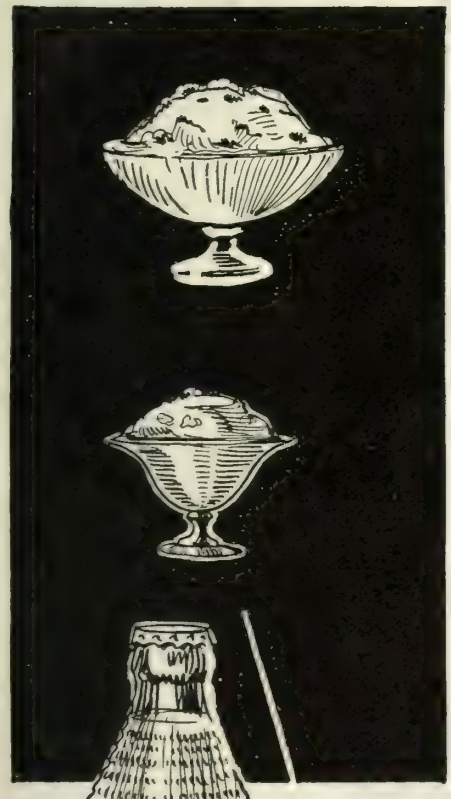
CRUSHED FRUITS and CONCENTRATED SYRUPS

Perfectly Made—Delicious—Satisfying

Write for New Prices

J. Hungerford-Smith Co.

19-23 Alice St. - Toronto



SPRING TIME is SALAD TIME—and that means Big Sales for these Two Nationally Popular Salad Dressings

Royal Salad Dressing

For 37 years this "Royal" Dressing has graced the tables of Canada's finest homes and has proven its leadership to thousands of Canadian grocers. Its rich piquant flavor turns the simplest salad into an unusual treat. Put a good display of this live seller in your windows along with your spring vegetables and make double profits.

ROYAL MAYONNAISE

A milder dressing than "Royal" Salad Dressing especially delightful for making delicious fruit salads. Recommend it to customers who want a real good mayonnaise dressing. Get up frequent "Royal" window displays during the spring months. They'll bring you excellent results. Your wholesaler can supply you.

THE HORTON - CATO MANUFACTURING CO.

WINDSOR - CANADA

"The New LIQUID VENEER MOP POLISH Is Far Outselling All Others"

Write George H. Gilmore & Son, housefurnishing dealers of Canton, N. Y., and they add: "Users find it superior in quality, covers more space and lasts longer than any other."

The answer is QUALITY! Liquid Veneer Mop Polish is as fine for floors as Liquid Veneer is for the most expensive furniture. You know that it will satisfy and that it will

Sell Rapidly and Turn Fast at a Splendid Profit!

NATIONALLY ADVERTISED

in the leading Canadian magazines, month after month. **Made in Canada** at Bridgeburg, Ontario.

Your jobber can supply or write direct to

Buffalo Specialty Co., Buffalo, N. Y.

Bridgeburg, Ont. -:- London, Eng.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers' Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

Now is the Time to Buy—don't wait.
Consult these Advertising Pages.
Our Advertisers will *save* you Money—buy now.

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

CAN GIVE YOU

SERVICE

and by **service** we mean we give our principal's account **preferred attention** in every respect; **we** have a **sales organization** second to none; **exceptional warehouse accommodation** at all points, along with the **financial responsibility** which means much to the **manufacturer** who wants some guarantee of **stability** from their representatives.

THE NATIONAL BROKERS

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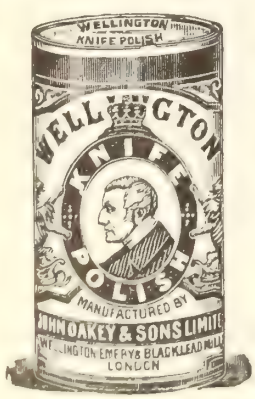

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Then watch how fast they repeat.

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CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXVI. Toronto, March 3, 1922 No. 9

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Freight prepaid on orders of 60 lbs. or more.

"SALADA"

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Your order will receive our prompt, careful attention.

Kolacafé

REG'D.

Is Real Good Coffee

If your Wholesale grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.

PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Winter Trade

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MAPLE TREE PRODUCERS ASSOCIATION LIMITED

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Is Just Around the Corner

Are you prepared for warm weather this season by having bought your

Eureka Refrigerator?

If you have no refrigerator yet or if your old one didn't give you satisfaction last year—then you need to replace it with the Eureka to look after this year's business.

Place your order early and have your refrigerator in your store ready for the first warm days so that you may have all the advantages of proper, efficient and economical refrigeration from the first day.

All popular sizes and designs in stock. Write for free catalogues.

Eureka Refrigerator Co.
Limited

Head Office & Factories :

OWEN SOUND ONTARIO

The Big Seller—

with Every Grocer

STICKNEY & POOR'S PREPARED MUSTARD

Now is the time to stock this favorite mustard. It is the "Big Seller" in the prepared mustard line. Its fetching flavor and bright appearance brings in the repeat sales.

Get your share of this profitable repeat business. Stock S. & P. Mustard to-day.

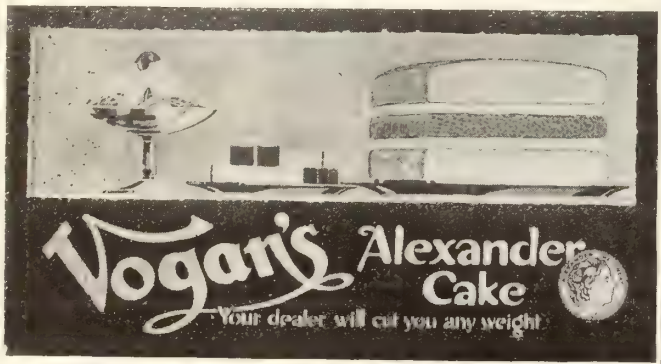
Your co-operating servant,

"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century old - Century honored 1922
HALIFAX
Mustard - Spices - Seasonings

Your Cake Department

is not complete unless you are selling **Vogan's Fruit Cake** and **Vogan's Alexander Cake.**



The beauty of buying these is that you buy direct from manufacturer, saving 10 per cent. of your good money and keep a fresh supply on hand all the time.

Quotations gladly furnished to grocery and confectionery merchants

Vogan's Limited

TORONTO

NONSUCH LINES
FOR QUALITY
OVER 30 YEARS THE
--FAVORITES--

LIQUIDS
—AND—
PASTES

Also Manufacturers of
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Stroyan, Dunwoody Co., Confederation Life Bldg., Winnipeg

Agents for British Columbia:
QUELCH & STERLING, Vancouver, B.C.

"Made in Canada"

By

The Nonsuch Mfg. Co.
Limited
TORONTO

DETACH AND USE WITH YOUR DISPLAY

"There are Others but Nothing Equal"

Six Weeks of Lent means Six Weeks of Brisk Sales for this National Favorite

The superior quality of **Bee Hive Corn Syrup** is your authority for not only displaying it for sale, but your recommendation and advice to every one of your customers to use it on their tables daily.

The most eminent authorities have declared that corn syrup prepared under the perfect sanitary conditions which prevail in our plant is not only **pure and wholesome** but is most readily absorbed by the system, being the normal blood sugar and the cheapest food fuel known for both young and old. It always pays to feature this popular line in your Lenten displays.

St. Lawrence Starch Co., Limited

PORT CREDIT, ONT.

Business is better

You find it so, don't you? Especially in Red Rose Tea, the sales of which with many grocers were larger in January than in any one month last year. February prospect for still bigger sales.

There is a better tone to business everywhere. The wheat market is again active; there is more lumbering in the Eastern Provinces than was expected; exports have picked up, and industrial conditions have improved.

Help make business better still by pushing well advertised lines. If you're low in Red Rose Tea, don't wait for a traveller, mail your order.

T. H. Estabrooks Company, Limited.

St. John, N. B., Montreal, Toronto, Winnipeg, Calgary.

Is It a Good Man You Want?

Wishing and wanting won't get him for you. Advertising probably will. You ask what paper to use? Well, you can waste a lot of good money using wrong papers. The best one to use is CANADIAN GROCER.

This newspaper is probably read by the man you will engage. At any rate, if you want a man trained, the chances are that he sees and reads CANADIAN GROCER. If your advertisement tastes good to him, the chances are he'll answer it. Then it's up to you to land him.

But look for him where he's likely to be—behind some counter or desk in a retail or wholesale grocery house.

You never can tell what's in the mind of men to make them willing to change. Perhaps it's money; perhaps a cranky boss; perhaps climate; perhaps a girl. But it will be something or other.

Sometimes the first insertion of an advertisement finds the man. Sometimes you will have to keep on advertising.

Our part is not to guarantee you answers, or to promise any. We have no control over such things. But we can put your advertisement—and do—into about 6,500 grocery stores, wholesale and retail, all over Canada. This is our part. And surely 6,500 is enough.

Rate is 3 cents a word first insertion and 2 cents per word each subsequent insertion. Numbers count as words. Use a Box Number if you prefer. Five cents per insertion extra for Box Number. Make advertisements brief as a telegram.

Payable Strictly in Advance

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CANADIAN GROCER Want Ads.

153 University Ave. **Toronto, Ontario**

Recommend these two "Quality"

Mustards for making Spring Salads

COLMAN'S

and

KEEN'S

For **Strength, Flavor** and **Quality** you can't recommend two better mustards than these two popular brands. Your women customers have long known them as the most economical to buy since their greater strength makes them last longer. Your wholesaler can supply you.

COLMAN-KEEN (Canada) Ltd.

520 KING STREET W., TORONTO

LANKA TEA

You Can't Say You Keep the Best

Unless You Offer Your Customers

LANKA TEA

Sold through Wholesale Grocers only

BONUS COUPONS SUPPLIED FOR RETAILERS' PRESENT STOCK ON HAND.

Write, giving quantities of 1 lb. and ½ lb. packages

S.H. MOORE & COMPANY
51 Wellington Street East
TORONTO

Handsomest Package
Finest Tea

CANADIAN GROCER

Vol. XXXVI. TORONTO, MARCH 3, 1922 No. 9

Shall Margarine be Banned in Canada?

Will the Manufacture of This Food Product be Prohibited After September Next?—General Experience of Grocers is That Margarine Does Not Displace Butter, But is in Demand by a Certain Class of People.

A GOOD palatable food is endangered. It was announced officially last week that the present permissive laws on oleomargarine will not be renewed when they automatically expire on September 1st, next. Perhaps a more unfortunate time could not be chosen for such a step. For three years oleomargarine has been proved, not by the mere hearsay of consumers in other countries, but by actual test within the Dominion, to be a food in growing demand because of its cheapness and nutritiveness.

The main argument against it, that oleomargarine displaces butter, is disproved both by the statistics of consumption and by the general experience of grocers. With a consumption amounting to only about one and a half pounds per head of the Canadian population—an amount that does not even represent the fluctuation of retail demand from one season to another—it is preposterous to imagine that oleomargarine enters into serious competition with butter. Grocers know with irrefutable, first-hand knowledge that oleomargarine is bought, not by the upper or middle grades of wage-earners who can afford and will continue to buy butter, but by those who today cannot buy butter at all.

For The Small Wage-Earners

Butter prices unquestionably are down at a low point at present, the dairy farmer might urge. But, unhappily, there is still in every city in Canada a large number of men who are unemployed and who cannot buy butter even at today's prices. In a less acute way these same facts apply to the "under dog" every year, for farmers themselves know how employment fluctuates from season to season. It is in these circumstances that oleomargarine plays its most useful role. Unemployment and reduced purchasing power are relative and like the poor are always with us. Oleomargarine is taken chiefly by the hundreds of thousands of small wage earners in the cities, especially by women who have to set the daily table for growing children to whom fat-content is a prime necessity.

If they are unable to get it in a desirable form, properly inspected and hygienically prepared, they will be obliged to get their fats in some grosser form such as dripping or, like Germany under the blockade, go without fats, with dire results to the nourishment and growth of the young.

In plainest language and in briefest form the argument against oleomargarine resolves itself into this:—Shall we deprive hundreds of thousands of the lower paid city workers of a good food in order to protect in blunt legislative form, the high-priced dairy products?

Can Canada Afford to do it?

Can we in Canada afford to take the grave step of prohibiting the consumption of oleomargarine? That is the present threat if permission lapses. It must not be forgotten that about fifty per cent. of our population is found in cites and towns. Conditions in our food supply have changed radically within the last thirty years. It is not now possible for the housewife to obtain her butter and eggs and meat and potatoes direct, brought to her door by the farmer who was often as well known as her next door neighbor. An elaborate and vital system of distribution has grown up. The growth of our industrial population has been so rapid that it may well be questioned whether all farm organizations have really kept pace with the market demand. This matter of competition with dairy products may be simply one of economics into which the higher cost of farm production and labor must enter. But one thing is certain—the real competition which butter makers in Canada have had to face recently has come from cheaper butter placed upon the world markets from Denmark, New Zealand, and Argentina. If oleomargarine is prohibited will that stop the importation of butter which can, as proved by recent experience, be put down here three or four cents a pound below domestic price? If not, what relief can the Canadian dairyman obtain? The sole difference of the change will be that any benefit to Canadian industry, which at present uses nearly seventy-five per cent. of Canadian farm products in making oleomargarine, will be transferred to the dairy producer in New Zealand or Argentina. The prohibition of oleomargarine will at once add to the cost of living of our poorest people or deprive them of a needed nourishment in tasty form.

OLEOMARGARINE IN CANADA

	Quality Manufactured lbs.	Quantity Imports lbs.	Value Imports
1918...	10,483,179	2,262,514	$607,302
1919...	8,450,902	4,217,916	$1,180,656
1920...	6,224,422	6,497,031	$1,872,104
1921...	.....	4,630,747	$1,206,351
1921 (a)	1,237,385	946,844	.....

(a) April 1 to November 30, 1921.

All Canadian imports were from the United States.

Thus for 1920, the last complete year for which statistics are available, the consumption in the Dominion was about 1½ lbs per head of the population.

Present Regulations on Margarine

Existing legislation on oleomargarine is really summed up in one short clause. It is dated May 26, 1921 and reads:—

"Notwithstanding anything contained in 'The Dairy Industry Act, 1914,' or in any other statute or law, the manufacture in and importation of oleomargarine into Canada shall be permitted until August 31, 1922, and the offering for sale, sale and the having in possession for sale of oleomargarine shall be permitted until March 1, 1923."

The course of events which led up to this, originally a war measure, may be stated concisely as follows:— On October 14, 1919, a short Act of Parliament was passed permitting the importation and manufacture until March 1, 1921. In that Act oleomargarine is described inclusively as oleomargarine, margarine, butterine or any other substitute for butter manufactured wholly or in part from any fat or oil other than milk and cream containing no foreign coloring matter. On November 10, 1919, this Act was amended in certain particulars. On February 5, 1920, an Order-in-Council provided regulations and these were amended by a

second Order-in-Council on August 30, 1920. It set out twenty-nine clauses controlling oleomargarine from the factory to the consumer. The most important of these may be summarized as follows:

1. Importers and manufacturers must be licensed.
2. Manufacture must be free from the chance of contamination.
3. Manufacture must not be associated with the making or reworking of butter.
4. All ingredients, as well as manufacturing premises, must be approved by Government inspectors and any oleo oil must come from Government inspected packing plants.
5. Milk used must be from attested tuberculin-free cows or be pasteurized.
6. No preservative but salt and no coloring matter must be used.
7. The words "butter," "creamery," "dairy," and such like must not be used in connection with oleomargarine.
8. Any oleomargarine made from vegetable oils must be clearly so marked.
9. The article must be sold conspicuously marked in the original one pound and half-pound packages.
10. Where oleomargarine is served in a public eating place the fact must be plainly placarded.

Careful Safeguards

Surely no food was ever more carefully hedged in with safeguards to the consuming public. Yet because of its purity it has bravely stood the test and is now in steady demand. Canada, however, has been tardy in recognizing the value of oleomargarine as a food. In fact, it may at once be confessed that the Dominion is the last of progressive countries to make its use permissive. For consider the remarkable fact—oleomargarine is today a regular article of food in practically every civilized country in the world and the greatest per capita consumption is in the most important dairy countries! Denmark, which leads Europe in butter production, before the war used forty-four pounds per head a year. Holland, the second dairy country in Europe, not only consumed almost as much but at the same time manufactured oleomargarine and exported it to Denmark. The product is also freely used in Great Britain, Australia, New Zealand and the United States.

Composition of Oleomargarine

Oleomargarine—which by the way is not pronounced as though spelled with a "j" but has the "g" hard as in "Margaret"—is a distinct product, whose consumption is too little known often enough to the men who retail it. It contains:—

1. Oleo oil, separated from the crude edible beef fats of the abattoir so as to produce a soft fat. This has resulted in increasing the value of all beef fats and in consequence the value of the live beef animal is materially increased.
2. Neutral lard, separated in such a manner as to eliminate the objectionable taste of ordinary lard. This increases the general value of lard.
3. Butter, the finest creamery, containing no artificial color.
4. Milk—the above fats are churned with milk under rigid inspection.
5. Vegetable oils such as peanut, cocoanut and cottonseed oils. These are refined to salad quality under Government inspection.
6. Salt.

A Pure and Wholesome Product

These products are mixed and churned so that a distinct product is obtained. It is not butter, but an article which, by the excellence of the process of extraction and manufacture, has made palatable fats, which although quite wholesome, could not otherwise be used as a spread or bread. At every step its manufacture is under rigid government inspection and it is a perfectly pure and wholesome product. By thus converting them into profitable food form the manufacturer of oleomargarine has avoided waste and by making them available has increased the value of ingredients from which it is made. Only by this economical process has an article of food been obtained within the reach of those who cannot buy butter.

A glance will show that the first four ingredients are, in the case of oleomargarine manufactured in Canada, obtained from farm products, three of them actually from within the business field of the dairyman in whose interest the proposed prohibition is to be renewed! It looks not so much like robbing Peter to pay Paul as picking the dairyman's own right-hand pocket to put rather less into his left.

Margarine Really Not Competitive With Butter

Montreal, (Special).—Montreal produce merchants are peculiarly silent on the question as to whether the Government will renew the margarine license in September or not. The managers of three local produce firms refused to make any comment on the situation when approached by a Canadian Grocer representative, although they all admit an interest in Mr. Motherwell's imitation. Harper Gray, manager of Gunn & Langlois Limited, stated that he thought that the question would be dealt with officially by the Dairy Conference which is to be held in Ottawa on the 7th, 8th and 9th of March. Mr. Gray would say nothing more than that there was a fair demand for margarine at present, which went to the poorer sections of the city.

Not Competitive With Butter

A. A. McKergow, president of the Montreal Produce Exchange, was equally reticent in commenting upon the matter, only admitting that margarine on the present market was not really competitive with butter, and that for the most part it was used by the poorer classes. He, too, intimated that the matter would be considered by the Canadian Dairy trade at the convention in the near future.

Non-Advertising is Cause of Present Meat Depression

Chicago, February 28.—The American live stock industry needs advertising more than lowered freight rates, Charles Dillon, assistant to the chairman of the Association of Railway Executives, said today. The cattle-growing business feels a depression engendered by advertising during the war-time in which meatless days were set and during which the National Dairy Association spent literally hundreds of thousands of dollars advertising the comparative nutritive value of milk, cream, and cheese and butter and ice cream, his statement said.

"What was the result?" the statement asked. "The per capita consumption of meat and lard in the United States was 181½ pounds in 1900. In 1920 it had fallen to 154.3 pounds, a decrease in two decades of 27.2 pounds per capita annually.

"Railroad rates had nothing to do with this situation. As the demand for meat decreased very naturally the prices fell. Throughout this entire period of decreasing prices and lessening demand, the live stock industry did not spend a dollar to overcome the depression. The people have been educated away from meat. In the absence of the patriotic appeal they can be trained in only one way to use it again, and that is by advertising."

Companies Incorporated Recently in Ontario

The Dunlop Candy Co., has been incorporated under the Ontario Companies Act, for the purpose of manufacturing chocolates and candies in the City of Toronto. The new company is capitalized at $40,000.

The Stevenson Fruit Co., has been incorporated for the purpose of dealing in all kinds of fresh and dried fruits, fresh, dried and canned vegetables, condiments, pickles, jams, jellies and preserves. The head office of the concern is in the City of Hamilton, and the capitalization is $100,000.

Stocks Bread, Limited, has been incorporated for the purpose of buying, selling and manufacturing bread, cakes, pastry and confectionery, with a capital of $250,000. The plant and offices of the concern are situated at Peterborough, Ont.

Sidestepping Facts Does Not Pay

Analysis of Quebec Merchant's Statement Indicates That His Stock Should at Once be Reduced—Pay Every Expense Out of Salary Allowance—Buy Things for Cash From the Store, Paying For Them as Regular Customer Would do

By HENRY JOHNSON, Jr.

THIS Quebec merchant's letters and figures show that facts cannot be disputed:

December 11, 1922.

Canadian Grocer,

Gentlemen,—I would be very grateful for some information on the manner of calculating my expenses so that I can include them in my inventory. I am enclosing a copy of my last inventory for your criticism, for I know there is something that is not quite clear. I keep a general store: provisions, groceries, men's wear, hats and caps for men. I do not keep any women's ready-to-wear. I work in the store with my wife and young daughter as clerk. I do not pay any salary to my wife or myself. I am the proprietor and do not charge any rent for the store. I have always made my inventories without more detail than the copy enclosed. I shall reply with pleasure to all questions.

Yours gratefully, ——— ———.

Copy of Inventory:

Assets.	
Stock on hand	$12,914.28
Accounts receivable	4,764.77
Mortgage on property	3,559.39
Money in bank	350.50
Fixtures	219.00
	$21,807.94
Liabilities.	
Current accounts due	$136.08
Bills out	11,528.62
Surplus from preceding year	7.822.69
Profits, 1920-21	2,320.65
	$21,808.04

The additions given by my friend show the two columns balancing. The ten cents difference indicated may mean much or little, but I had to ask several questions to handle the problem intelligently, as follows:

What stock period beginning 1919-20? What were total sales periods ending with this statement? What is total investment in business? When was building bought and what paid for it? What is its fair value now? What actual expenses have you now, that is what money is paid out that you call expenses? Please give complete details of what you consider expenses, that is write out the items and not merely state the total.

Further Details Reveal Blindness.

For answer I have the following:

I thank you for interest shown in asking for fuller information which I forward with pleasure:

Stock on hand Jan., 1920	$13,705.65
Stock on hand, Jan., 1921	12,914.28
Sales, Jan. 1920 to 1921	31,005.43

I bought property consisting of store and dwelling house in 1916, paying $3,500, $600 cash, balance due at rate of $300 a year. To-day this is worth $7,000. I keep no account of expenses. I pay what family needs for food, clothing, upkeep of house, light, heat, taxes and insurance, freight, with money from store without any account of details. I pay roughly, per annum:

$60.00 for light.
225.00 for heat.
80.00 for taxes.
280.00 for insurance (fire and life).

I do all of the work of the store with my wife and one clerk. I don't pay myself or wife anything. I pay clerk $360 per annum.

Yours very truly, ——— ———.

It seems a little difficult to analyze that business from the figures given, but let us start with a few rather obvious things and see where we arrive.

We have sales of $31,000. Profits for previous year are stated to have been $2,320. Add all expenses listed, and assume that this man's family has cost him a minimum of $1,000 during the year, and we have a ratio of close to 14½ per cent. on sales to cover expenses. A mixed business like that should yield a gross average margin of around 22 or 23 per cent., speaking conservatively, but it is plain that at least during the past period of readjustment no such margin has been realized. So let us assume 16 2-3 per cent., or one-sixth of the sales, as margin. That figures $5,167.58 which, when deducted from sales of $31,005.43, leaves $25,837.90 for cost of goods sold. With stock which averages close to $12,500.00, this shows two turns a year.

This appears to be the first weakness, and it is very serious. I qualify my statement, because I do not know whether this man's location is remote from cities and wholesalers. Maybe it is impossible for him to make more than two turns. But if that is the case—if his location is remote from supplies—his margin should be widened to an average of at least 25 per cent. Maybe it could be more, though 25 per cent. would fix him in fine shape.

Release Capital Now Owed For

In almost any location the aim should be for three turns a year on that kind of stock. On the inside margin I have assumed, that would mean the carrying of around $8,000 stock. That should be the maximum. Often it could be less. That would release $4,500 capital now lying idle in surplus stock—"eating its heart out!"

But there is a reason more pressingly insistent why stock should be reduced: that is what it is all owed for! The bills outstanding against it are $11,664.70—practically not a dollar of equity rests in the owner of the business. That is a condition of intolerable danger that must be got rid of at once at any cost or sacrifice.

My friend has not indicated what his total investment is. If we take his figures showing surplus from year 1919 and earnings for 1920, we shall have a total of $10,143.34. Then if we take his tangible assets, other than stock, counting bills receivable, the mortgage he holds, money in bank and fixtures all at par, we have a total of $8,893.66. That will yield a deficit of close to $1,250 for the year 1921. Probably there is no immediate danger of disaster, for there is the increase in value in the real estate, but he must be up and doing to win back by right practice, or disaster may overtake him.

This looks like a case not only of dodging expenses "because it is all in the family," but of holding high values on merchandise after it had declined, thus missing sales and stopping turnover. Such dodging gets men in bad everywhere, for in fact they do not succeed in dodging. The hard facts of conditions catch them later. They are caught harder and more disastrously when they try to dodge than when they face the music of depreciation (which mistakenly they call "loss") the minute it occurs.

The first remedy is to stop dodging!

Get All Facts Out.

How much does it cost you to live? Maybe you will say, as one recent correspondent did, that you "can't" live on less than $35 per week. If you do, then I shall have to let the logic of facts convince you that you can live on almost whatever you can get—if necessary. Let us try to make it unnecessary. So I have set the following schedule of expenses for you:

Your salary, $20 per week, per year	$1,040.00
Wife's salary, $6 per week, per year	362.00
Clerk (is this the daughter?) per year	360.00
Items of expense given in second letter	645.00
Depreciation	150.00
Bad accounts	150.00
Interest on $10,000 capital,	

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Want Substantial Reduction in Freight in Regard to Fruits and Vegetables

New Canadian Horticultural Council is Founded as Result of Dominion Fruit Conference in Ottawa —James Wagstaffe, Hamilton, is Provisional Representative of Jam Manufacturers

OTTAWA, Feb. 28. (Special.)—James Wagstaffe, of Wagstaffe's Ltd., Hamilton, Ont., jam manufacturers, was appointed a provisional representative on the new Canadian Horticultural Council, founded by the Dominion Fruit Conference in session here, at the close of last week. This council includes two representatives of the producers in British Columbia and the Prairie Provinces, two representatives of the fruit growers of Ontario, one being for the small and tender fruit growers, and the other for the apple growers, one representative of the fruit growers of Quebec, two representing the fruitgrowers of the Maritime provinces, one representative of the vegetable growers, one representative of the Canadian Florists' and Gardeners' Association, one representative of the canners and jam manufacturers, one representative of the nurserymen, one representative of the package manufacturers, one representative of the wholesale vegetable and garden seed merchants and two representatives of the wholesale fruit dealers (one to represent British Columbia and the Prairie Provinces, and one to represent Ontario and the other Eastern Provinces.)

Provisional representatives appointed include Ontario: producers, Lieut.-Col. H. L. Roberts, Grimsby; small and tender fruits, J. E. Johnston, Simcoe; apples, British Columbia, W. J. Manson, Mission; small fruits, C. E. Barnes, Vernon; tree fruits, Quebec, Peter Reid, Chateauguay Basin; Maritime Provinces, F. W. Bishop, Paradise, N.S.; and A. G. Turner, Fredericton, N. B.; wholesale dealer, R. R. Scott, Winnipeg; package manufacturers, W. A. Fraser, Trenton; nurserymen, S. E. Luke, Montreal; jam and canning interests, James Wagstaffe, Hamilton.

Oppose Any Increase

A number of recommendations were made at this conference in regard to transportation, the gathering going on record as opposed to any increase in the classification of fruits and vegetables by the railway companies, but looked for a readjustment and reduction. A substantial reduction in freight rates for fruits and vegetables was asked in a resolution that pointed out that the present high rates were working a serious hardship to these industries.

A tariff resolution requested of the Federal Government that, in the event of any material change in the customs regulations pertaining to the entrance into Canada of foreign fruits and vegetables, no change be made in the regulations until the various producing interests have had an opportunity of presenting their views to the Government in connection therewith.

Do Away With These Grades

A recommendation will be made to the Government to forbid in future the use of such terms as "orchard run" or "straight pack" in addition to the grade mark number 3, for apples packed in closed packages. Grades for tender fruits in open packages were recommended and made permissible, but not to be legalized at present.

After considerable discussion on boxes for berries, in which British Columbia and the Maritime Provinces desired to retain the present standards, and Ontario wanted a change, that would enable the berry men of this province to take advantage of the United States markets, a resolution was carried recommending that the American quart and pint boxes be adopted as the standards effective this season, with the proviso that growers may have two seasons in which to use up their supply of present standard boxes.

The Dominion Government will be urged to restore the aid previously granted toward the erection of cold storage plants under the Cold Storage Act of 1907, which was rescinded by Order-in-Council in May, 1919, except as it applied to municipal cold storage. A resolution to provide for inspection of apples at points of shipment and that such inspection be accepted as final, was lost.

Assist Jam Industries

The Government was urged to take every opportunity to assist the canning and jam industries in placing their products on the markets in the most advantageous and attractive manner to merit the confidence of the buying public, as this would be of direct benefit to the fruit and vegetable growing industries.

SIDESTEPPING FACTS DOES NOT PAY

Continued from page 23

7 per cent.	700.00
Rent for store, $40 per month	480.00
	$3,887.00

On sales of $30,000, that is just under 13 per cent., so is a very moderate expense account.

Out of your salary pay every expense —that is, out of your and your wife's salaries. Buy things for cash from your store, drawing the money for your two wages every week. Pay regular prices except where you take things at a discount to save spoilage. Pay rent for your home out of your salaries, say $10 per month. In short, get every tub onto its own bottom so you may be able to trace out weak spots in future.

Open an account with your building as with any landlord, charging against it all direct expenses and crediting it with the rent you get from it. The two sums I have indicated are suitable from both standpoints. They figure just over 1½ per cent. on sales for the store and $10 seems about the minimum for anybody to pay for house space. Together, these sums run to $600, or 10 per cent. gross income on a valuation of $6,000, so this is right all round.

These suggestions are made to get you onto a business basis. To meet these items of outgo, get enough for your goods, figuring on present values, I mean. If you have old stuff that cost more than it is worth now, clean it out. Get your money working again. And quit buying. That means, buy not a thing until you have to have it for immediate sales, and buy minimum quantities. Cut out future buying—take chances on having supplies. Get down to the quick.

Devote yourself to selling things—buying will take care of itself. Get out things where they can be seen. Keep them clean and bright. Call attention to them. Sell them! But do not cut prices to sell. Get enough for your goods. You can advance where necessary gradually —one cent added to 15c on an article represents a difference of over 6 per cent. It will not be noticed by the buyer while it means salvation to you.

Lastly: Freight is NOT expense. That is a direct charge against the goods as received and must be figured right into cost before you make your prices. This may be the source of serious loss to you if you fail to appreciate its true character.

Write again. Tell me what I have failed to cover. Answer my comments and let me be as helpful to you as I can. I am at your service any time.

High Freight Rates Prevent Selling at Distant Points

The higher freight rates go, the harder it is for manufacturers to do business with firms located at a distance. A manufacturer of pot barley in Ontario points out that it is impossible for him to sell pot barley in Vancouver. "Freight," he says, "on a 98 pound bag is $1.97. We have not done any business in pot barley or pearl barley in Vancouver for the past five years. The freight rates have practically shut off this business in Winnipeg too. We cannot ship any west so we depend entirely on the east and overseas market."

Grocery Department Must Show Profits

Why Should the Grocery Section of a Departmental Store be Operated at a Loss, Merely to Get Crowds Into the Store?—Never Sells Any Line at a Loss, in Order to Make it a Leader—Gives Public Advantage of Wise Buying.

IS THE grocery section in a departmental store expected to make a profit? This is the question that was discussed in a recent issue of Canadian Grocer, by a man who was at one time the manager of a department store in Western Canada. It will be recalled, that he declared that the grocery section was not expected to pay profits, that it was kept and maintained, merely for the purpose of getting the crowd into the store, and serving this purpose, it was nothing more than an advertisement for the rest of the store. It was looked upon only as a magnet to attract business to the other departments. In fact this manager stated that one year when the grocery department did make a profit, the manager was told it was not expected to earn money, that while his showing was very good, the grocery section was to draw the crowds into the store, and the company would rather lose 5 per cent. on all grocery sales and get the crowds.

That this is not the case in all departmental stores is proved in the vigorous statement of the head of a grocery section of one of the largest department stores in Canada. "Why should a grocery department be the one to show the loss any more than any other section?" this manager asked, after reading the opinion of the Western man. "I think that very poor business, and one could hardly credit any company with operating a grocery department at even a fairly heavy expense, and not expect it to show profits.

Stands on Its Own

"In this store every department stands on its own. Each is independent of the other, and all must operate at a profit. Certainly this company would never operate a department such as this, entailing all the expense of stocking, handling and delivering groceries, merely as a drawing card for the rest of the store. No, we are conducting our grocery department for the purpose of making money, not merely to get crowds into the store. It must make a profit, the same as hardware, clothing, millinery, boots and shoes, or any other section that is a part of this store. In my opinion it would be nothing short of absolute folly, to continue day after day to sell groceries at a loss for the sole purpose of providing an advertising feature for the store."

Uniformity of Profit

Questioned by a representative of Canadian Grocer as to the practice of selecting certain leaders, and offering them at cost or below it, as a means of attracting business, this manager who preferred that his name be not mentioned, stated that nothing in the grocery department is sold that does not show a profit. "We do advertise certain lines at special prices," he added, "but these special quotations always represent a profit. We are enabled to offer them at attractive prices because they were bought at attractive prices. Rarely if ever do our quotations mean that we are offering at or under what we paid for the articles. That to my mind would be poor business even to get increased sales of other higher priced lines. We do not make a practice in this department of selling some things at a very low percentage of profit, and look to other commodities to show a very much higher margin of profit. We aim to have a uniform profit, and we have only the one price to all.

Is Entitled to Fair Profit

"Too many retailers injure their business by having different prices for different customers. I think it is a mistake. We have the one price to everybody alike, and operating on a fixed percentage of profit for all lines in the grocery section, we find a good policy. Watching for opportunities to buy under the most favorable circumstances, makes it possible to give the public the advantage in the way of lower prices. We are doing this right along, but any grocer who is selling any line that does not show a profit sufficient to pay him for his labor and expense in handling, is operating along dangerous channels. To sell any line, whether it be groceries or otherwise, at a figure that under ordinary circumstances does not mean a fair legitimate profit, is poor merchandising.

Why Operate at a Loss?

"The department store grocery can be operated at equally as low a cost as any individual grocery establishment. In fact the cost of doing business, I don't think, in the case of the former, would be as great. Then why should it be operated at a loss? Why should it not show as great if not greater returns as any grocery business? In fact some grocers to-day understand but little of the fundamental principles of merchandising, or the proper computation of margins. Consequently their prices are much at sea. We want the crowds in the grocery department and to that end we work, through our advertising and displays, but we do not want them for the purpose of getting them to buy other things in the store. It is all the better if they do, but as far as we are concerned, we are interested in selling them groceries and at a profit too."

Features in Next Week's Issue

C. L. GRANT, a grocer in the City of Montreal, believes that a well dressed window without a price ticket is like a fishing line without a hook. Price tickets answer the unspoken question in the mind of everyone who sees the display, he says. He tells of the effectiveness of price tickets in next week's issue of Canadian Grocer. This number will feature articles from the Province of Quebec.

Ed. Carignan, managing director of O. Carignan & Sons, grocery store at Three Rivers, Que., declares that good equipment gets business. A grocer, he states, can do better work and get more co-operation from clerks in a well equipped store, and he advises that if you have a little extra money to invest in the store, to put in attractive fixtures.

J. A. Hewson, whose ideas of merchandising groceries are always interesting, finds it pays to take clerks into a threefold partnership on a basis of bonus, confidence and responsibility. An article on this subject will be in the Quebec issue next week.

In addition to these live articles on merchandising subjects, "A WHO'S WHO IN QUEBEC" will be a feature. The number will be brimful of interesting things for the readers of this paper.

Hamilton Has Important Place In Canada's Industrial Field

HAMILTON, Ontario, proclaimed by many of its citizens as the Manchester of Canada, possibly enjoys as great a reputation as a manufacturing centre for certain nationally-known food products, as it does for those lines, included in the great category of production, on account of which it also lays claim to the title of the Canadian Pitsburgh.

Possessing more than five hundred industries, Hamilton can truly declare itself among the foremost manufacturing cities of the Dominion. These factories, some large and some small, represent a wide diversity of lines manufactured. Hamiltonians claim that because of the varied nature of its many industries, 90 per cent. of all raw materials required are available right in the city. Newcomers in the industrial field, they declare, find this circumstance a wonderful advantage. Because of its geographical situation, the city of Hamilton has advantages that have made it, and will continue to make it, attractive to manufacturing concerns looking for a suitable site. Located as it is on the shores of Hamilton Bay, a land-locked harbor at the head of Lake Ontario, it has the Great Lakes' transportation, with all the facilities that such entails in addition to its splendid railway service. Hamilton harbor is the regular port of call for all steamship lines operating from Montreal to the head of Lake Superior. It has direct connection with all the principal railways of Canada, and is the hub of a complete electric railway system, four suburban radial lines having their terminus in the Ambitious City. Hamilton is also the centre of the Hydro radial electric railway system and the pivot of the provincial highway scheme, the first concrete highway in the Province being laid between this city and Toronto, 40 miles distant.

Grocers from one end of the Dominion to the other, associate Hamilton with the production of a number of foodstuffs, as well as certain other lines, that are in the stock of almost every grocery store in the country. That it is the centre of an important section of Canada's canning industry, is well known to the trade. Situated within easy access to the fruit belt of the province, the Niagara Peninsula, its very location has rendered it ideal for canning and preserving factories. Here are turned out preserves, jams, and canned vegetables with an international reputation. These products have carried the name of Hamilton to many parts of the world.

A corner of Hamilton's business section—James Street north as seen from the corner of Main street.

Hamilton's industries covering food products and associated lines as handled and sold through the grocery trade approximate sixty. These include the manufacture of jams, preserves and canned vegetables, already referred to, three large packing plants, turning out the many pork products that are in the market today, flour mills, coffee and spice mills, baking powder factories, extracts and jelly powder, tobacco and cigar factories, broom and brush concerns, plants for the manufacture of soaps, vinegars, soft drinks and aerated waters, as well as many high-grade grocery specialties. The reader will be interested in the lists of these industries, as shown on another page of this issue.

With Hamilton's population now totalling around 120,000 people, it is well to the front among the foremost Canadian cities. Its position industrially, is not denied, and that it offers attractive inducements to big concerns establishing in this country, is generally admitted. Hamilton claims more American capital invested in general manufacturing than in

(Continued on page 29)

Hamilton's Chamber of Commerce

Promotes Every Project for the Development and Betterment of the City, Whether it be Industrially, Socially or from the Standpoint of Civic Beauty—Making the City an Attractive Place in Which to Live

THE CHAMBER of Commerce in Hamilton, Ontario, is a live organization. From its offices at Hughson and Main Streets, emanate many worthy endeavors for the advancement of the Ambitious City. It is not alone their object to make Hamilton one of the greatest industrial centres in Canada, but to make it so attractive that which to live. It is a naturally beautiful city, and the Chamber of Commerce is determined to keep it so. It is a growing city. It is attracting new industries within its borders, and this organization is alive to every opportunity to place before prospective manufacturers, looking for a suitable location, the particular advantages possessed by Hamilton, in this regard.

The Chamber of Commerce in Hamilton, consists of some twelve hundred of the leading business and professional men of the city. It is really the reorganized Board of Trade, the reorganization having taken place in 1920. Since then the membership has steadily increased, greater and more active interest being shown in every project put forward for the betterment of Hamilton.

W. R DRYMAN

Secretary-treasurer of Dominion Canners, Ltd., and president of the Hamilton Chamber of Commerce.

LIEUT.-COL. F. P. HEALEY

Who is secretary-manager of the Hamilton Chamber of Commerce.

The most recent activity of the Chamber of Commerce was the Made-in-Hamilton week from February 20 to February 25th. A combined committee of the Chamber of Commerce retail committee and the Chamber of Commerce advertising committee, with L. R. Greene, as chairman, were in charge of the arrangements. Through the co-operation of the retail merchants with the manufacturers, an effort was made to boost Hamilton-made products, by concentrating effort on their sale for one week. This experiment, in preference to one central exposition of Hamilton products, was tried for the first time. Hamilton merchants made window displays of Hamilton goods, advertised them, talked them, and generally got behind these products with real selling effort. Thus through the co-operation of manufacturer, retailer and the public, an impetus was given to the sale of Hamilton goods, that, it is felt, will be of more than passing benefit. Reports indicate good results from this Made-in-Hamilton week. Not only did the merchants co-operate in this movement undertaken by the Chamber of Commerce, but the principal hotels and restaurants in the Ambitious City made a feature of Hamilton-made foodstuffs on the daily menus throughout the week.

It is not only in matters of industry and business that this Chamber of Commerce interests itself, but plans for the social side of life and the recreation of the people, are not overlooked. A recent undertaking along these lines, has been the organization of a citizens' golf club, which, from a financial standpoint, will place the game within reach of all.

The Hamilton Chamber of Commerce is manned with a capable board of directors and officers. The president for the current year is W. R. Dryman, secretary-treasurer of Dominion Canners Ltd., Lt.-Co'. F. P. Healey is the managing secretary. Lt.-Col. Healey at the time of the reorganization of the old Board of Trade into the Chamber of Commerce, was located in Montreal, but on the invitation of this organization to become its permanent secretary, returned to Hamilton, his native home. During the war he served overseas. L. R. Greene, advertising manager for Tuckett's Ltd., a member of the Chamber of Commerce, was chairman of the committee in charge of Made in-Hamilton week. To his leadership and the co-operation of his committee, credit is due for the success of last week's enterprise.

L. R. Greene advertising manager of Tucketts Ltd., Hamilton, who was chairman of the committee in charge of the arrangements for Made-in-Hamilton week.

Made-in-Hamilton Drive Increases Sales

Window Displays, Advertising and Selling Talks Combine to Make a Greater Turnover of Products Manufactured in the Ambitious City—One Store Sells Three Times as Much of Certain Lines as Previously

HAMILTON'S department store, known as The Arcade, got behind Hamilton products during Made-in-Hamilton week, and managers and clerks in promoting sales made them first suggestions to customers. In every department, wherever possible, Hamilton-made products were well to the front. Likewise in window displays and throughout the store, they were everywhere in evidence. "We have had a good deal of success with these lines made in our own town this week," W. S. Hart, manager of The Arcade, told a representative of Canadian Grocer, one day during the Made-in-Hamilton drive. "It is not only the increased sales that we are enjoying this week," he added, "but we are building for the future and believe that concentrating on the sale of these goods for an entire week, will mean a continued increased demand for them."

Sales Increase Three-fold

The grocery department was not behind other sections of The Arcade in the success it attained in selling food products manufactured in the Ambitious City. Apart from two splendid window displays, tables were used to good advantage in the grocery department. Goods were well and attractively arranged and everywhere the Made-in-Hamilton idea was to the fore. N. W. Kittson, manager of the grocery section, told Canadian Grocer that clerks had been instructed to sell these particular lines in addition to the regular ones asked for. Results had been very gratifying, and judging from the number of shoppers in the grocery department at the time of the visit of the Canadian Grocer representative, business was decidedly active. "Our trade in these Hamilton lines this week have been three times as heavy as before," Mr. Kittson added. "We ordered one hundred cases of jams and preserves from one canning concern, and we will have cleaned up the greater part of them in the week. Other Hamilton food products have sold equally well. They have been well advertised, which, coupled with the selling efforts of the sales staff, has resulted in a considerably increased turnover."

The Value of Display

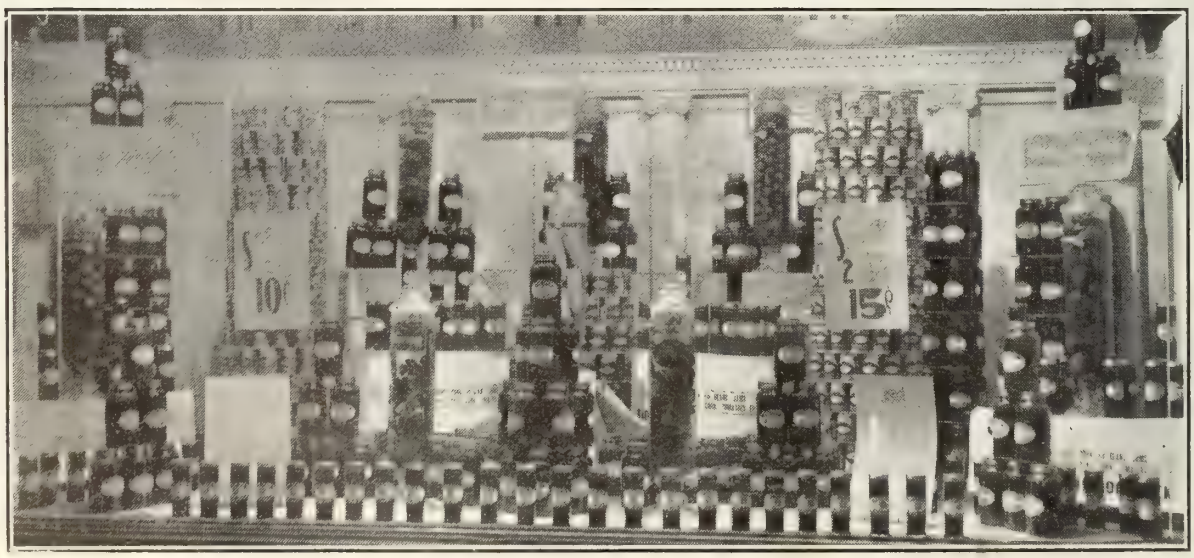
The grocery section in The Arcade is in the basement, alongside of which are the meat counters. The value of display is not lost sight of here. Tables, counters and shelves are utilized to the best possible advantage for the showing of goods. Price cards are also used, and thus the customer is assisted in her shopping. Glass-enclosed meat counters display the meat and produce lines in the most tempting way. The service of delivery is given in The Arcade store, but of course sales are for cash. Advertising and display, with service and quality goods, are the important factors, in attracting business to The Arcade grocery department.

More Jam Than For Some Time

Retail grocers in many parts of Hamilton lent their co-operation in this effort to increase the sale of Made-in-Hamilton products. Windows were devoted to the display of these lines. "We have sold more jam this week, than we have for some time," remarked the lady in charge of Davidson's grocery on East Main street. "We made a window display of it, and also suggested to our customers when they were giving their orders. Our sales of Hamilton products have been very satisfactory. We have put them out where they were bound to catch the eye of the customer in the store, as well as the passerby. We think the special week has stimulated trade with us, and should be the means of creating a continued inquiry for the various foodstuffs shown."

Display Always Sells

J. J. Gibbons, King and Sherman streets, Hamilton, reported that there had been more inquiry for certain Hamilton food lines, as a result of the special effort put forward. "Of course display, coupled with selling talks, will always sell goods, we have found," Mr. Gibbons remarked. "We have shown Hamilton lines in the window this week, and talked them to our customers. If an article is good, a customer will nearly always buy it, if suggested to her. We have followed this plan this week, with considerable success."



Illustrating how the Arcade departmental store stimulated sales in its grocery section during the Made-in-Hamilton week by making a window display of certain products.

A portion of Hamilton's business section showing part of Gore Park on King Street east as seen from the corner of Hughson Street.

HAMILTON HAS IMPORTANT PLACE

Continued from page 26

any other city in Canada. More than fifty Canadian branches of large American industries are now located in Hamilton.

The wholesale grocery trade is well represented in Hamilton and the retail trade in this city and in the Niagara Peninsula are served by seven wholesale houses located in Hamilton. They are Balfour, Smye Co., Bristol Sommerville & Co., Fearman Bros., W. H. Gillard Co., James Turner & Co., Lumsden Bros., and Macpherson Glassco Co.

While claiming importance as a manufacturing city, Hamilton is also proud of its natural beauty, its well laid out streets, its parks and lovely homes. With the majority of its big plants in one section of the city, the residential parts have not been spoiled with the march of industry. It is stated on authoritative grounds that over seventy per cent. of the people whose names appear upon the assessment roll are property owners.

Hamiltonians are boosters for their city. They are proud of its achievements in varied lines of endeavor, and are confident of its future, as one of the greatest industrial centres in the Dominion of Canada.

Hamilton's Makers Of Food Products And Allied Lines

The following is the list of the principal companies with factories located in Hamilton, for the manufacture of food products, and certain other allied grocery commodities:

Dominion Canners, Limited, canners and preservers; United Food Products, Ltd., canners and preservers; Furnivall-New, Ltd., canners and preservers; Canada Preserving Co., canners and preservers; Harvest Co., Ltd., canners and preservers; T. Upton & Co., canners and preservers; Wagstaffe, Lt., preservers and canners; W. A. Freeman Co., Ltd., butchers' supplies; American Can. Co., Can manufacturers; Maple Leaf Milling Co.; James Dunlop Co., Ltd., flour mills; Dunlop-Magic, Limited, flour mills; F. F. Dalley Co., Ltd., baking powders, coffee and spice mill, blacking and polish, Egg-o Baking Powder Co., Ltd., baking powder; Jersey Cream Co., baking powders; McLaren's Ltd., baking powder, extracts and jelly powders; Robert Ralston & Co., baking powders, blacking and polish; Tuckett's Ltd., tobaccos and cigars; Standard Cocoanut Mills, cocoanut; Bard & Co., coffee and spice mills; G. S. Dunn & Son, coffee and spice mills; Hamilton Coffee and Spice Company; Imperial Cocoa and Spice Co.; Chapman Dixon Cigar Co., Ltd., cigars; Flynn Bros. cigars; Harper Presnail Co., cigars; John Duff & Son, meat packers; F. W. Fearman & Co., meat packers; Armour's Canadian Co., Ltd., meat packers; Walter Woods & Co., baskets, brushes and brooms, woodenware, paper bags and wrapping paper; City Brush Co., brushes and brooms; Meakins & Son, brushes and brooms; Royal Brush Co., brushes and brooms; United Brush Co., brushes and brooms; Frank Burdett, brushes and brooms; J. R. Watkins Medical Co., standard remedies; West India Medical Co., standard remedies; Young-Winfield Ltd., coffee and spice mills, extracts and jelly powders; H. C. Drury, extracts and jelly powders; Climax Baler Co., paper balers; Trya Mfg. Co., ice cream cones; Malone & Morley, ice cream cones; John Bull Mfg. Co., polishes; Canadian Wood Polish Co., polishes; Laco Finish Co., polishes; Soy Products Co., soy bean products; Sapon Soap Co., soaps; Procter and Gamble, soaps; W. H. Judd & Co., soaps; Lightning Mfg. Co., soaps; D. Morton & Sons, Ltd., soaps; Imperial Vinegar Pickling Co., vinegars; Orange Crush Bottling Co., soft drinks; Coca-Cola Co.

A Suggestion for the Man at Refreshment Counter

There are many recorded instances of alleged hot drinks having been served too cold. But there are none on record of their having been served hot, except where the customer was too hasty in tasting.

Where the right kind of service is in vogue every hot drink is served with a spoon and the customer can sip the beverage slowly while it cools. Then, too, in view of the fact that silver retains heat unnecessarily, the wise dispenser serves his hot beverages in china cups so that when the liquid has cooled sufficiently it is quite safe to drink from the container.

When serving drinks boiling hot many dispensers add a spoon of ice cream instead of whipped cream, particularly with cocoa or chocolate, making a drink that is much relished by the average customers, a drink that can be sipped with pleasure almost as soon as it is served.

Refuses to Carry Any "Shelf Warmers"

Grocer To-day Must Sell Goods All the Time—A Quick Turnover is Essential to Maintain Business at Satisfactory Levels—Introduces the New Lines and if They Show Repeat Business This Grocer Continues to Stock Them

AMONG the first to establish a grocery store in this section of Hamilton, Ont., R. Gardiner, at 754 Main street east, started when there were not many houses in the neighborhood. Today it is a splendid residential district, with the streets all built up, and a fine class of trade for any grocer to serve. Mr. Gardiner has had a long and varied experience in the merchandising of groceries. As a boy in his native city of Glasgow, Scotland, he began his apprenticeship in the grocery shop, and with the exception of a few years spent in farming in the Canadian Northwest when he first came to this country, he has been identified with the trade ever since. He has been thirty-eight years in Canada, coming the year before the Northwest rebellion. He shouldered a gun, and took his part in the suppression of this uprising. He spent sixteen years in the Northwest, homesteading part of the time, and spending some of his winters in the general store of the town nearest his homestead. Coming down to Ontario for the first time, he decided to locate in the grocery business in the town of Dunnville, and here he operated a grocery, confectionery and ice cream business until ten years ago, when he removed to Hamilton.

A Good Location

"When I first started this store here, there were not many houses, but the district was being built up, and I realized it was a good location for a grocery store," Mr. Gardiner told a representative of Canadian Grocer the other day, in the course of an interview. "It is a good residential district, and the people for the most part own their own homes. We are also situated quite near the car stop, and this fact is responsible for a good deal of catch trade, that otherwise might not be ours."

"We do largely a credit business," Mr. Gardiner replied in answer to a question. "I think the location of the store practically decides the nature of one's business. Credit accounts here are just as good as cash. Our customers practically all pay once a month, and our losses in the year have not amounted to one per cent. A credit business in a residential district such as this is the best. Our orders are largely taken over the telephone. We solicit to some extent, but not on any big scale. We try to turn our stock over once a month, and unless we are getting steady repeat business on a line, we will not continue to carry it. Cutting prices in order to increase sales is not a policy adhered to in this store. If we find a line is moving too slowly, and we cannot move it satisfactorily, we sometimes lower the price, in order to get rid of it, and then we do not re-stock it.

Must Sell All The Time

"The grocer today has to sell goods all the time, if he is going to make a success of his business. We make it a point in this store to have no slow moving lines. We follow the plan of introducing new lines as they come on the market, and providing they recommend themselves to us after a fair trial, we have no hesitancy in getting behind them, and selling them to our customers."

Discussing the "Made-in-Hamilton" week, Mr. Gardiner spoke of the success he had in selling certain jams and preserves made in the Ambitious City. He had made a window display of them, and suggested them in taking orders. The result was an increased sale of very gratifying volume.

The First To Introduce It

"A few years ago, one of our customers who had been visiting in the United States, came into the store and told me about a certain line of canned fish that she had seen and tried in the States," Mr. Gardiner remarked. "She considered it very fine, and expressed a wish that she might get it in Hamilton. No grocery store here was carrying it at the time. It seemed rather a coincidence that the very next day I met the Hamilton man who was to handle the agency for this line, and in the course of our conversation he spoke of it. I ordered a case, and immediately upon its receipt I began introducing it. I put the entire case on the counter, and in a few days I had sold the entire lot. I ordered heavier the next time, and it has been a good seller ever since. I was the first grocer to introduce it in Hamilton.

Selling Ripe Olives

"Not long ago I bought a few cases of a certain brand of ripe olives. I had not had any previously. Putting them in the window and telling our customers about them, we got them started, and since Christmas we have disposed of eight dozen tins of them. People are repeating on them, and we are satisfied with their sale. Another line that we stocked for the first time just a week ago, is a certain candy. It sells at a fairly high price, in bulk lots, but by suggesting it, we have sold about thirty pounds in the past few days.

No Oysters In Bulk

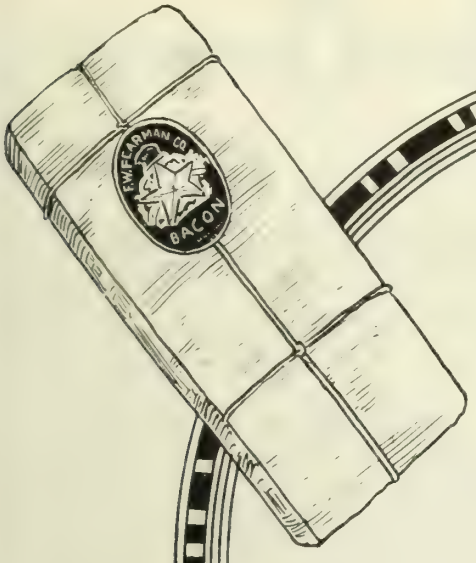
"We haven't handled any oysters in bulk in our store now for three years. The large receptacle that we used to sell them from is standing in the cellar unused. Three years ago we started stocking the oysters in the small containers, and would not go back to the bulk way of selling them again. I find too that my customers demand the small jars. For my part I prefer them, since less labor is entailed in handling them. We always 'push' the sale of oysters with every turn of the weather to a colder spell. In this way we sell more jars some weeks than others, but through the winter months, our sales average between two and three dozens per week."

Discussing this question of introducing new lines, Mr. Gardiner outlined a number of other food specialties that he has sold with a fair amount of success in the past few months. He is selling for the first time in the past few weeks, a cheese loaf, and it promises to be a popular line, judging from first results. Another is that of a biscuit that is taking well with his customers, and which he stocked just a few weeks ago. He has repeated the first order.

The Way to Maintain Business

Speeding up turnover by actually selling other than the goods asked for, is the way to maintain business these days, according to Mr. Gardiner. Through his long experience in the grocery business he has found that merely taking orders is not enough, but the grocer must be a salesman. With him in the business is his son, R. C. Gardiner. Mr. Gardiner senior, is one of the directors of Thrift Stores, Ltd., and was one of the prime movers in instituting the buying policy of these retail grocery stores in Hamilton.

MADE-IN-HAMILTON SECTION



We put the "Ham" in Hamilton

Hamilton—the home of so many quality products—offers no finer or more pleasing line to the Trade than

Fearman's "Star" Brand Hams and Bacon

Star Brand Hams and Bacon have a delicious, satisfying flavor such as will add zest to your customer's appetite—selected from the very best stock and cured by experts.

Win the confidence of the most critical by selling **Fearman's "Star" Brand Hams** and **Fearman's "Star" Brand Bacon.** They are ideal lines to feature for the Easter trade, when they will be relished even more after the Lenten season.

Star Brand Pure Lard is the finest on the market.

F. W. Fearman Co.

LIMITED
HAMILTON

IT PAYS

TO CARRY A SPOT STOCK IN OUR FIREPROOF WAREHOUSE

(Lowest Insurance Rate in Hamilton)

You will work up a Profitable Business

CONSIGN YOUR SHIPMENTS TO US

We will clear them through customs, make local deliveries and drop shipments and place surplus, if any, in our warehouse "IN BOND" or "FREE".

Take advantage of our negotiable warehouse receipts for collateral security.

We are the only Licensed Customs Brokers in Hamilton with a permanent Bond.

THE GLASGOW STORAGE & CARTAGE CO.

Established 1887

HAMILTON, CANADA

PRICE LIST

Furnivall's

PURE JAM || **Subject to Change Without Notice**

SHIPPING WEIGHTS

		For Export
12 oz. Glass, per case	33 lbs.	40 lbs.
16 oz. Glass, per case	45 lbs.	50 lbs.
2s Tins, per case	54 lbs.	
4s Pails, per case	50 lbs.	
30s Pails, per crate	60 lbs.	

FURNIVALL-NEW, LIMITED HAMILTON CANADA

CITY OF TORONTO—C. H. Grainger & Co., 7 Front St. E., Toronto, Ontario.
NORTHERN ONTARIO—E. A. Cuff, P.O. Box 1716, North Bay, Ontario.
SOUTHERN AND EASTERN ONTARIO—Hamblin & Brereton, Kitchener, Ontario
PROVINCE OF QUEBEC—Phoenix Sales Co., 292 St. Catherine St. W., Montreal.
MARITIME PROVINCES—A. E. Shepherd, 167 Barrington St., Halifax, N.S.
CAPE BRETON—O. N. Mann, Sydney, N.S.
NEWFOUNDLAND—E. J. Godden, 284 Duckworth St., St. Johns, Newfoundland.
HAMILTON—F. H. Farquhar, 18 Albert St.

SAPON

GOLDEN CEREAL SOAP

If quick turnover means profits — Sapon Soap will make you rich.

The attractive appearance and delightful odor of Sapon Golden Cereal insures quick sales wherever displayed but that is not the only feature about this wonderful toilet soap.

It is the only cereal soap made, and keeps the skin in perfect condition. Try a little—it will increase your profits.

Any wholesaler can supply you.

MADE IN CANADA BY

SAPON SOAPS OF CANADA, LTD., Hamilton, Ontario

Also at LONDON, Eng., MARSEILLES, France, NEW YORK.

Special Representatives:

The Wilson Chemical Co., Ltd., St. John, N.B.
A. H. Jarvis, Brokerage & Purchasing Co., Ltd., Edmonton, Alta.
C. & J. Jones, Winnipeg
D. M. Christie, Vancouver, B.C.
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Thomas J. Nagle, 211 Aylmer Apts., Ottawa, Ont.

SAPON

GOLDEN CEREAL SOAP

Made in a Variety of Shapes and Perfumes.

FREEMAN'S DRY A

USE LESS ICE—SIMPLY CAN'T WARP—THE ONL

B-8 COMBINATION BOX

How About Those Hot Summer Days Now Just Around The Corner?

Will you need an extra refrigerator or a new refrigerator this summer?

We make a refrigerator to suit the needs of every grocery store or butcher shop, and further, make special sizes to order.

On this page are illustrated two of our models:—We would like to mail you a handsome folder in colors showing many other designs; write for it.

Read What Others Say About The Freeman Refrigerator

The W. A. FREEMAN CO., LTD. September 16th, 1921.
Hamilton, Ont.

Dear Sirs:

Just a word re the refrigerator bought from your company. I have now been using this box for some time and am very pleased with it. One outstanding feature with it is the overhead system of icing and the employment of centre warm air flues which give a thoroughly dry box. Another feature is the ample height in the storage room, which gives my clerks unhampered head room for movement and is very necessary. Quality of material and workmanship is of high class order.

I can thoroughly recommend the FREEMAN REFRIGERATOR to all progressive butchers, and I wish the company every success.

(Signed) F. H. Shepherd,
Pembroke, Ont.

W. A. FREEMAN CO., Limited

HAMILTON

Western Agents: Saunders Supply Co., Winnipeg - Alberta Dairy Supplies, Edmonton, Alta.

REFRIGERATORS

ITRE FLUE REFRIGERATORS BUILT IN CANADA

STYLE NO. 110

All Freeman Refrigerators Are Built With The Same Careful Construction Without Regard To Price

Style No. 110 illustrated on the left is especially adapted for the grocer who is restricted as to space. It is a handsome sturdy refrigerator, with ample ice box and adequate display compartments.

We also manufacture refrigerator display cases for grocers, butchers, florists, cafeterias, and for every refrigeration purpose.

Write for our illustrated folder and price list.

Freeman's Counters Improve the Appearance of any Store

Up-to-date Freeman display counters and show cases, not only look well and are more convenient to serve from, but they mightily increase sales. The counter shown in illustration is only one of our many designs. It has Vitrolite front, ends and top with our glass "Dosi" display case.

W. A. FREEMAN CO., Limited

HAMILTON

Bickle & McNair, *Agents*, 173 King Street East, Toronto

AYLMER BRAND
TOMATO SOUP

The old familiar Aylmer Label known to the trade and the housewife as the symbol of quality food products, now embraces the new All Canadian Tomato Soup.

The Finest, Best Flavored Tomato Soup made in Canada. Equal to the best imported kinds. Order to-day from your jobber or direct.

DOMINION CANNERS, LIMITED

Head Office: HAMILTON, CANADA

UPTON'S

Delicious Pineapple Marmalade

Absolutely Pure

"Nothing like it"—that's what delighted users say. Every jar or tin of Upton's Pineapple Marmalade means a satisfied customer and repeat orders.

To-day when the demand for jams, marmalades and canned fruits is at its yearly peak, this delightfully different Pineapple Marmalade has a ready sale.

Order a supply to-day.

Makers of Pure Jams and Marmalades for over Thirty Years.

THE T. UPTON COMPANY LIMITED

HAMILTON - CANADA

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886.

The Only Weekly Grocery Paper Published in Canada
Subscription Price $4.00 Per Year.

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LTD.

Publication Office—143-153 University Avenue, Toronto
MONTREAL WINNIPEG VANCOUVER

Vol. XXXVI MARCH 3, 1922 No. 9

Prohibiting Margarine

ADDRESSING the Canadian Holstein-Friesian Association at a banquet recently held in Toronto, Hon. W. R. Motherwell, Dominion Minister of Agriculture, declared that it was a waste of time for the various dairy associations to pass resolutions calling upon the government to refuse a further extension of time permitting the manufacture and importation of oleomargarine, and stated that it was merely "putting the enemy on their guard." "I would advise you to let it alone and it will die a sudden death," he remarked. He further intimated that when the present regulations governing the manufacture of oleomargarine expired on August 31, there would be no further extension made and the manufacture and sale of oleomargarine in Canada would not be permitted.

Oleomargarine is manufactured in accordance with the Pure Food Regulations under Government supervision. It is acknowledged as a wholesome food and is in demand by a certain class of people.

These being the plain facts of the case, there is no sane or just reason why there should be any restrictions placed upon this food any more than there should be on the manufacture of butter, cheese or even the growing of potatoes.

Not only that, but the manufacture of oleomargarine is an industry that should be encouraged. It is true that the number of manufacturers in Canada at the present time is limited, but it must be considered that to instal a factory with the necessary machinery, entails a considerable expense and when the regulations for the sale have only been allowed from year to year, manufacturers did not receive much encouragement to equip expensive factories. If all restrictions were removed and oleomargarine established as a permanent food, there is no doubt whatever, that the industry would grow, giving work to hundreds of workmen and forming another outlet for certain products of the farm which form some of the chief ingredients of oleomargarine.

Canadian Grocer, therefore, urges its thousands of readers to impress this point upon their local member of Parliament before he leaves for the next session of the House.

Uniform Civic Holiday

THE QUESTION comes up from time to time of making civic holidays in the various towns and cities in Canada uniform. Col. F. P. Healey, managing secretary of the Hamilton Chamber of Commerce, writes Canadian Grocer urging that this point be taken up this year. At a meeting of the board of directors of the Chamber, the point of conducting some kind of propaganda to encourage uniformity in civic holidays was discussed.

Undoubtedly if this could be arranged it would mean a great saving to Canadian business. Towns and cities have got into the habit of selecting any date for their civic holiday which means that traveling salesmen and other business men lose a great deal of time and create a great deal of unnecessary expense. When economy is the watchward in every business such a condition should not be.

This is a question for the Chambers of Commerce, Boards of Trade and associations of municipalities, and eventually the case may have to be taken before the government in order that the holiday may be made uniform throughout the country. Merchants can do a great deal along this line by co-operation with the above-mentioned bodies.

Protect The Honest Clerks

NOT LONG ago a group of Canadian retail grocers were discussing the question of thefts in their stores. Some of the information presented was startling. These merchants made it plain that the majority of retail salesmen and salesladies were honorable young men and women but that frequently there was a clerk who yielded to temptation and helped himself to his proprietor's property.

One merchant cited a particular instance which started the conversation going. "Some time ago," he said, "I took on a clerk who had been with me before going overseas and who I considered was entitled to special consideration for having done his duty by his country. He was with me some 18 months when I thought I detected thefts. Finally I had a private detective come to the store. His actions the first day incriminated him, so that he was arrested. The first day the detective caught him seven or eight times. When his bank book was gone through, it was found that in so many weeks he had deposited more than the salary we were paying him. As a result of the investigation he was compelled to return $1,500."

Another merchant in the group recited how one evening just at closing time he happened to be in the cloak room and brushed against the overcoat of one of his clerks. It seemed somewhat heavy and he decided to investigate. The clerk happened to come in just at the time and he sent him to the basement to get some article or other. He found the pockets of the overcoat filled with groceries. The clerk was called into the office, paid up to date and discharged immediately.

Still another merchant told of a young man whom he caught stealing from him and whom he promptly discharged. A short time afterwards he learned that he was driving the delivery wagon for a butcher friend. He spoke to the butcher about him but was informed that he was quite honest, and he felt sure that he was not getting anything from him. One morning when this merchant was up early to meet a train, he noticed the delivery man driving along a back street with a side of beef in the wagon. It was about six o'clock in the morning before the store was open. Upon making inquiries later from the owner of the store he found that the man had no business with the meat, that it was a clear case of theft.

Several other cases were cited and it was generally agreed that more care should be exercised over the sales staff in order to protect the honest ones from the dishonest. The majority of retail salesmen are undoubtedly honest to their employers and the group of merchants felt that it was only fair to the majority that the actions of the dishonest should be carefully watched.

Wholesaler Selling Consumers

A CERTAIN Vancouver Island grocery wholesaler is selling goods direct to consumers, whom he knows to be merely consumers, in direct comparison with retailers, who can give the necessary service. So states the R. M. A. Provincial Secretary in a letter to branches asking for their support and advice. Provincial Secretary Hougham claims to have in his possession irrefutable evidence on which he bases his charge. This practice is not defensible and the next executive will discuss methods of dealing with this evil.

The Public is in the Market Again

"The Consumer is King"—Merchants Must Recognize Changed Conditions—Customers Will Buy and Buy Strongly Whenever Convinced That Prices Are Right—Not in the Interests of Business For Profits to Rise to Unwarranted Percentages

THAT the public is opening its purse and coming back into the purchasing market, is the opinion of Samuel Hopkins Adams as expressed in an article on business conditions in "Leslie's Weekly."

The public, however, says Mr. Adams, is not the "pre-war" public, still less, the "during-the-war" public.

It is so to speak, a hard-boiled public. It is ready to buy; it wants to buy; it is buying. But not on the merchant's terms. On its own. Not what the merchant wants to get rid of but what it wishes to acquire. It used to shop with its eyes. Now it shops with its brain. It used to buy for fun. Now it buys for value. Missouri is its birthplace, and it has got to be shown. If the value is not demonstrable, back goes its purse into its pocket. Business in general is looking up, but there is one important exception; 1922 model gold bricks are going to be a very slow-selling line to the 1922 purchaser.

Consumer is King

"The consumer is king to-day," a leading business economist recently told a convention of merchants. "Your easy reign is over. It has been for quite a while, but many of you haven't waked up yet to the fact. Now you have got to do business your customers' way if you expect to go on doing business at all."

The purchasing public has not reached its present state of hard-boiled sagacity without harsh experience. It had to pay a heavy price for being foolish before it became wise. Now it purposes to recoup on its dear-bought wisdom. Any business man who is unprepared to deal with that psychological condition is likely to cease to be a business man precipitately.

Every exorbitant price displayed in a shop window is an advertisement against the return of good times. While shopping about, I overheard a man with his wife in front of a hat store wherein a crimson-silk-lined velour "soft," luxuriously nested in a high-art environment, marked $20, say to her:

"You see! It's no use trying to buy anything yet. They're still out to rob us."

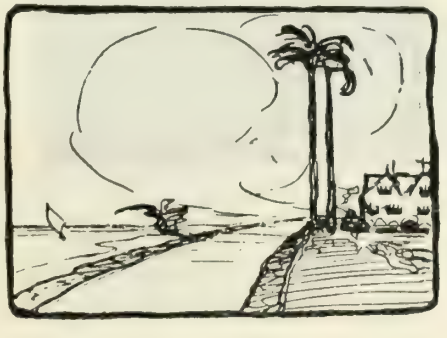
A typical reaction. Only a block away another store was displaying hats of the same general type at $4; good hats, too, as I can testify, for I had one on at the time. But the disgruntled shopper did not know of that store. What he did know, on the evidence of his eyes, convinced him that he had better keep his money in his pocket. Personally, I feel that I cannot afford to pay $20 for $10 head-gear, when by going around the corner, I can buy for $5 a hat worth that price, the percentages are too much against me.

Jumps on the Retailer

"Everybody jumps on the retailer," complained one troubled merchant in discussing the present situation with me. "People don't stop to think of our difficulties." And he set some of them forth cogently.

That hovering incubus, Overhead, is, it appears, the worst. Thereby hangs a sad tale of poetic justice. In the fat years when everybody bought everything at any price, the shopkeeper, piling up his profits, thought bitterly of the excess profit tax to come, having a regrettable but quite human dislike of paying over his money to the government. Raising wages and salaries struck him as a simple and pleasant way of evading the tax in whole or in part. He raised them all around. Twenty-dollar clerks enjoyed forty and fifty dollar wages; three-thousand-dollar-a-year managers were lifted to five, six, even nine or ten thousand salaries. All of them adjusted themselves joyously to the new standards of living. So far as the business went they were practically the same clerks and managers, for it is a melancholy fact that raising a man's pay does not necessarily or even usually make him a better salesman or executive.

Then came the slump. Logically, wages and salaries should have come down parallel with deteriorating business. But there was a serious obstacle. Although raising a man's pay does not make him more efficient, cutting it does invariably make him less so, an apparent paradox which, however, has its roots ineradicably fixed in erring human nature. And more, not less, efficiency is urgently needed now when about 50 per cent. additional effort is required to sell to the present-day educated public, value-demanding, "show-me" public, as compared with the prehistoric shopper of war days, who demanded a chance only to spend her money as quickly and painlessly as possible. The retailer of to-day is paying salaries and wages approximately double what the returns would logically justify.



Spread is Too Great

To-day "spread" between wholesale and retail is, roughly averaged, 28 per cent. This is too much: though in many stores, even of the heaviest bulk business it is greatly exceeded. Various processes of adjustment and elimination have been put in motion, looking to a reduction of the excess. It is not improbable that this divergence may be reduced to 20 per cent.; the public, of course, profiting by the reduction.

One class of merchant, the foolishly optimistic or stupidly obstinate, is still hopeful of passing all his super-costs on to the public. The public is pretty well educated not to accept the burden, but to insist upon prices reasonably based upon the manufactured cost of the article. That demand, the sagacious merchant is meeting with more efficient methods of salesmanship, shrewder merchandising, sounder advertising, and more careful economies. He is building up a new style trade while his less sapient rival is losing the old style.

There can be but one outcome. The trade-spoiler is going under. He may for a time get the upper frotn of the trade, but a business can no more live on that permanently than a man can live on cake-frosting. The trade-builder is coming back into his own. The stage is set for his success. The public will buy and buy strongly whenever it is convinced that prices are right. The sudden and unexpectedly great rush of holiday shopping proved that. Retailing will never again be the easy-money-for-all game that it once was; the profits will not rise to such absurd and unwarranted percentages. Nor is it to the best interests of business that they should.

For the efficient, honest, fair-dealing business man there will be an increasing patronage of purchasers far more educated to values and expert in judgment than ever before; approaching, perhaps, the shrewdness of the French shopping public, which, in normal times, constitutes the most reliable market in the world. Doing business with such a public will be a more safe and reckonable process, and less of a gamble.

Along that road lies permanent prosperity.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Quebec

A. A. McKergow, manager of A. A. Ayre Co., Montreal, left on Monday evening last for Europe. He will be absent for some weeks on a business and holiday trip.

C. Ritz, manager of the Montreal office of the Robin Hood Milling Co., left last week for a trip to the West Indies, with the delegation of Canadian manufacturers who are on their way to look over that market with a view to developing it for Canadian trade. This delegation is going to visit Mexico at the request of the Mexican government.

Steps are at present being taken to hold a Pure Food Show in Montreal during the first week of April. The promotors are negotiating for the use of the large auditorium in the DeBrule Building on Philip's Square. It is stated that quite a number of Canadian Manufacturers of food products will be represented at the exhibition. Further particulars will be published next week.

Ontario

C. G. Bruder is opening a store in Hanover, Ont., taking over the stock of his father, Henry Bruder.

Paul A. Ward, Windsor, Ont., has opened a general store at Ottawa Street and Kildare Road in Windsor, Ont.

An overheated chocolate mixer in the factory of the Cowan Co., Sterling Road, Toronto, resulted in damage to the extent of $300 being incurred the other day.

Gunn's Limited, Toronto, won their second victory in the Mercantile hockey league the other night, when they defeated the Canadian Kodak team by four to two.

The mill of the Canadian Cereal and Flour Mills Company, at Galt, Ont., has been taken over by the Galt Flour Mills Co., and the mill is now in operation. R. C. Pratt, of Guelph, formerly of Galt, is in charge.

The Commercial Travellers' Association of Hamilton, Ont., has launched a campaign for new members, and started it off the other night with an entertainment and smoker. An effort is being made to secure five hundred new members.

The death occurred last week in Grand Rapids, Mich., of Thomas G. Cornell, of Coldwater, Ont. The late Mr. Cornell for a number of years carried on a bakery, confectionery and grocery business in Coldwater. He is survived by his mother and one son Arthur, who is now carrying on his late father's business.

Rufus Earl, a pioneer cheesemaker and manufacturer of Eastern Ontario, died last week at his home in Algonquin, near Brockville.

George Weaver, general merchant at Maynooth, North Hastings, is dead at the age of 70 years. He had been in business many years.

H. W. Kelly, grocer in Napanee, Ont., passed away very suddenly on Saturday last. He was 65 years old, and had been in business for the past twenty years.

E. A. Kendall, for many years in the grocery business in Toronto, passed away at his home, 36 Gloucester street, Toronto, on Sunday last. He was in his 72nd year, and is survived by his widow.

E. Y. Godfrey, a former mayor of Meaford, Ont., and for many years in the grocery business in that town, has passed away. He was 75 years of age, and is survived by three sons and three daughters.

The new Canadian High Commissioner, in London, England, P. C. Larkin, will sail for the Old Country on March 23. The Ontario Club is tendering the new High Commissioner a banquet in Toronto next Saturday.

Percival M. Ingles, 367 Spadina Road, Toronto, and representative of the Dominion Sugar Co., Chatham, Ont., for Eastern Ontario, who has been spending the winter in California, has returned to Toronto, and has taken up his duties again.

A. G. BAIN

One of Hamilton's foremost retail grocers, whose store made attractive displays of Hamilton products during Made-in-Hamilton week.

Frank J. Davis, for many years in the honey business, passed away in Brantford, on Monday of this week.

The wholesale grocery warehouse of John Dover and Sons, at 21-21 York Street, Ottawa, was destroyed by fire recently. The building was valued at $25,000, while the stock it held was valued at from $60,000 to $80,000. Adjacent premises occupied by Joseph Grant, wholesale grocer, were damaged considerably by smoke. T. H. Blackburn and Company, wholesale fruit merchants, to the east of the destroyed warehouse, also suffered damage by water.

Business Changes

R. Cairns is managing the Dominion Stores at 243 Greenwood avenue, Toronto.

H. Campbell is in charge of the Dominion store at 239 Royce avenue, Toronto.

The Star Grocery store has commenced business at 202 Ossington avenue, Toronto. C. E. Wilson is the manager.

The Roseheath grocery has opened for business at 1827 Danforth avenue, Toronto. E. Hoare is the proprietor.

A. Haines has commenced in the grocery business at 2914 Danforth avenue, Toronto.

Canadian Grocer Editor In Quebec Joins Benedicts

Readers of Canadian Grocer and the trade generally in Quebec will be interested in the announcement of the marriage of H. H. Webb, the Quebec editor of Canadian Grocer, in Montreal recently. Mr. Webb was married to Miss Gladys E. Griffith, at the residence of the bride's parents, 113 Westminster avenue, Montreal West. Rev. A. H. Stevenson performed the ceremony, assisted by the groom's father, Rev. J. R. Webb, of Peterborough, Ont. Mr. and Mrs. Webb have taken up residence in St. Mark apartments, 92 St. Mark street, Montreal.

PAINTING OF HUGH BLAIN ON EXHIBITION

The handsome painting in oils of Hugh Blain, of Eby-Blain Co., Front Street, Toronto, and president of the Canadian Wholesale Grocers' Ass'n, has been on exhibition in the offices of the latter organization on Front Street East, Toronto, for the past week. It is the gift of the Canadian Wholesale Grocers' Association to Mr. Blain, and has been the subject of much admiration.

Moncton N. S. Retail Merchants Hold Annual Meeting

Moncton, N. S., Feb. 27.—The annual meeting of the Retail Merchants' Association of this town was held recently, when the attendance was very representative of the merchants of Moncton. Others attending, in addition to the members, included W. S. Fisher of St. John, president of the Canadian Manufacturers' Association, Miss Frances Alward of St. John, provincial secretary of the Retail Merchants' Association, H. Kershaw, manager of the St. John's branch of the Retal Merchants' Underwriters' Agency, and A. H. Mitton, provincial organizer.

The members and visitors enjoyed a banquet previous to the business of the evening. President P. H. Fryers was in the chair. The president, A. Temple Doyle and R. P. R. Fraser spoke briefly on the subject of the collection of debts, charging interest and the advisability of placing two prices on cash and credit goods.

The election of officers for the ensuing year resulted as follows:—president L. B. McMurdo; vice-president, Ald. W. E. Marks; sec. treas., K. B. Brass (re-elected). The executive will be composed of one member representing each line of business, and will be appointed by the president.

MONTREAL PRODUCE DEALERS TO ATTEND DAIRY CONVENTION

Montreal.—The Produce Exchange of this city held a meeting in the Board of Trade chambers on Monday afternoon of this week to appoint two members to attend the Dairy Convention at Ottawa, on March 7th, 8th and 9th. E. Denning of Hodgson Rowson Co., representing the cheese business and P. W. McLagan of Lowell & Christmas Co., representing the butter interests were appointed delegates to attend the convention.

The dairy trade of Canada is holding a convention in Ottawa on Tuesday, Wednesday and Thursday of next week. Delegates representing different dairy interests from coast to coast will be in attendance and the question of grading of butter and cheese for both domestic and export trade will be discussed. Much interest is centered on the convention since for some time the question of grading has been under discussion by the dairying industry.

The grocers' section of the Toronto Retail Merchants' Association held a euchre party the other evening, when fifty tables competed for the prizes. The first prize was won by David Bell, Bathurst Street, and the second by D. W. Clark, Avenue Road. An interesting moving picture was shown after luncheon.

Trade Restrictions With Hungary Are Relaxed

Montreal.—The Commerce Report issued by the United States Government announces that according to a decree issued on November 25th, 1921, the following commodities may be imported into Hungary without license: Cocoa, beans, coffee, tea, lemons, maize and vegetable products, rice, plums, jams, live stock, poultry, milk, eggs, butter, hides and skins, lard, vegetable oils, beets, salted fish and canned goods. Other lines are on the list which is now exempt from restrictions bu t the ones given herewith are those of interest to the produce and grocery trade.

Wholesalers Are Dined By New Match Company

On Saturday last, February 25, the Canadian Match Company of Montreal, tendered a complimentary luncheon at the King Edward Hotel, Toronto, to Toronto wholesale grocers and their traveling salesmen. At this luncheon the restriction but the ones given herewith were presented to the wholesale trade by Fowler Manning and George Cummins.

WINDOW DISPLAY CONTEST

The American Steel Wool Manufacturing Company, Inc., of New York, have pu on a window display contest for retailers. This contest begins March 1 and ends on May 1. The only stipulation in the contest is that the windows contain their Steel Wool or Abrazo product, or both. The prizes are $25 for the first, $15 for the second and $5 for third.

Jam Manufacturers Will Interview Government

A deputation of jam manufacturers is going to Ottawa on March 7 to interview the Government in regard to the Pure Food Regulations governing the manufacture of jams. It is claimed by some manufacturers that the law in regard to the amount of pectin permitted in pure jams is being broken, and that some manufacturers are using more pectin than the law allows. This deputation will impress upon the Government the necessity of the regulations being enforced.

BURGLARS STRIKE DOWN BUTCHER AND ROB THE CASH REGISTER

Montreal.—Another butcher was struck down by robbers on Saturday night last. Two men entered the butcher shop of A. Daniel, 208 Des Ormeaux St., at about 10.30 and asked for a piece of steak. Mr. Daniel, who was alone in the store, showed the supposed customers the meat and upon receiving their approva', weighed it. He told them it would cost fifty-three cents and one of the men produced a fifty cent piece and a five cent piece. As Mr. Daniel turned towards the register to make the change one of the men hit him on the head with a blunt instrument and he fell to the floor. The men then grabbed the money from the register and ran out to a waiting automobile and disappeared. The butcher reported the matter to the police and stated that about seventy-five dollars had been taken. He was able to give a fairly good description of the hold-up men.

Luncheon attended by Toronto wholesale grocers and their salesmen at which sales campaign of the Canadian Match Co., was announced.

Letters To The Editor

CAN'T ACCOUNT FOR TAX

Editor, Canadian Grocer:

We are in full accord with your editorial re amendments to Sales Tax Act. We are obliged to lose the 1½ per cent. on groceries, also the dry goods tax as we find it impossible to account for it in the retail prices for this reason, one merchant accounts for it and another don't and you have a host of dissatisfied customers. Thus in order to have a satisfied clientele, one is compelled to pay it out of his own pocket. If collected by the manufacturer the tax is at once included in the cost of the article. We trust your editorial will bear fruit.

Yours truly
The Bear River Trading Co., Ltd.
Bear River, N. S., Feb. 21, '22.

* * *

LOSE THE SALES TAX

Editor, Canadian Grocer:

Replying to your request for opinions from retail grocers, re the operation of the present sales tax, we would say, from our experience we get only a small percentage of the sales tax. So many lines have fixed prices. Other lines the prices are not fixed by the manufacturer. We have a fixed price on tobaccos, yeast, soaps, baking powder, extracts, canned goods, packaged raisins, all of which are sold at the same or a less profit than before the sales tax was entered on invoices to retail dealers. It would simplify the collection for manufacturers to add the three per cent. to the cost of the case or gross or dozen. Our opinion is that it comes as a direct loss on the retail grocery trade on at least 50 per cent. of the turnover. We are in favor of having the sales tax collected at the source of production.

J. A. McKellar & Son.
Tiverton, Feb. 20, '22.

* * *

THE SALES TAX

Editor Canadian Grocer.
Sir:—

I read with interest your articles on Sales Tax in your issue of 17th inst. This tax has always been a source of trouble between the wholesaler and the retailer. It would be much better if the tax were included in the retailers' net cost price. It seems unreasonable that the poor man should be taxed on most of the necessary articles, such as canned goods, jams, soaps, etc.—I am of the opinion that the government could realize that revenue much better and more economically by taxing only one or two articles. Take sugar for instance an article used by almost everybody; if this were taxed one or more cents per pound and the same collected from the refineries only and by them added to the cost price; or take flour with a tax of fifty cents per barrel and let the mills collect same and add to cost. If this were done the consumer would be paying no more than he now does on hundreds of articles and both he and the merchant would have less trouble and greater satisfaction.

The huge tax on matches is a case in point, yielding great revenue and nobody notices it.—It seems to me as if governments always take the most elaborate and expensive mode of collecting revenue.

By all means put the tax on several articles used by everybody and let the manufacturer collect for the government and simply add to his price in selling.

Yours truly
A. CAMERON
Mayor of Sackville, N.B.

* * *

UNIFORM CIVIC HOLIDAY

Editor, Canadian Grocer:

At a meeting of my board of directors, the possibility of carrying on some propaganda to encourage the cities and towns to have their civic holidays on a uniform date was discussed and also the advisability of publishing a list for the information of our citizens, of the civic holidays in various places as well as the Wednesday or Saturday half holidays.

I was informed by one of the directors present that the Canadian Grocer publishes annually, a list of this nature. I presume you have not yet arranged the list for this present year. I would appreciate very much, when it is ready, if I could have a copy and would also like an expression of opinion from you as to the advisability and possibility of making civic holidays uniform.

Yours very truly
F. J. Healey,
Managing Secretary
Chamber of Commerce
Hamilton, Feb. 23, '22.

Business Ethics

By Rotarian John McKinnon, of S. F. McKinnon & Co., Wholesalers, Toronto, and Vice-President of the Canadian Manufacturers' Association, in Rotary Voice.

In the December number of "The Rotarian," considerable space is allotted to an article by Guy Gundaker, Chairman of a most important committee called the "Committee on Business Methods," and our own club is to be congratulated inasmuch as one of our members, Frank Littlefield, is also a member of this International Committee.

The object of this particular Committee is to formulate a "Code of Business Ethics." There is a difference between Business "Methods" and Business "Ethics." "Methods" means a regular arangement of things—system, order, etc., "Ethics" means the science which treats of human morality and duty. This committee has been formed to obtain the views of all Rotarians as to the best manner of applying "Ethical Standards" to "Business Methods."

The fact of the appointment of this Committee would apparently imply that something is wrong with the business world. It has been pointed out that during the war many practices were countenanced that otherwise would not be tolerated and probably some advantage was taken of the situa ion. I believe, however, we must not take a too pessimistic view, and at the present time and for years past business in many lines has been conducted on a high standard and a large portion of the business of the North American Continent is carried on now without any signed order, but by mutual confidence of the buyer and seller. This speaks volumes for the integrity of those concerned. This does not imply there is not room for improvement, and so the committee invites all Rotarians to study this question, submit their views to the Chairman of the local committee, in the hope that something beneficial may result and that modern business may be placed upon the highest possible plane.

It is quite possible that Rotary is on the threshold of opportunity in this matter and may usher in an era in the history of the business world much more important than we even now anticipate.

Guy Gundaker, in the article above referred to, says:—"Many business men, whose character and integrity are above reproach, and who endeavor to conduct their business with regard to high standards, when inspired to careful self-examination of their current practices, pale when brought face to face with conditions in their establishments. They discover practices of the most reprehensible type—practises inherent in the usages and customs of the crafts."

This is certainly a challenge to the business community, and it can result in nothing but good to have a full and free discussion of this question, and if the Spirit of Rotary can do anything to raise the "business ethics" of the world the work of the "Business Methods Committee" will not have been in vain.

If every member of this Club will give some thought to the work of this committee and forward their views to Frank Littlefield, I can assure the members the suggestions will be appreciated.

John G. Kent, managing director of the Canadian National Exhibition, presided for the first time at the spring meeting of the International Association of Fairs and Exhibitions, at Chicago, last week. He was elected president last December. The next convention will be held in Toronto in November or December of this year.

WESTERN CANADA NEWS

Western

D. S. Manson of the Scott Fruit Co., Winnipeg, has returned from a trip to Western Canadian cities.

Damage estimated at $90,000 was done by a fire that visited Trochu, Alta., a few days ago. The Trochu Valley general store suffered heavily, but was pretty well covered by insurance.

W. H. Edmunds of the Wallace Fisheries, Vancouver, was in Winnipeg last week in the interests of his firm and since has returned to his headquarters at Regina. Mr. Edmunds stated that the demand for good grade pink salmon, especially in the prairie provinces, is showing a marked improvement as many retailers are buying pinks at prices quoted today in preference to sockeye.

Canning Factories Are Needed in Manitoba

Winnipeg, Feb. 28.—F. C. Whellams, market gardener, at a lecture recently, in Manitoba University, said that during the last year tons of tomatoes were destroyed owing to the cost of cartage to markets. Corn was fed to pigs which might as easily have been canned and placed on the market during the winter. Portions of eastern Canada had peculiar conceptions of Manitoba believing it to be a land of ice and snow, Mr. Whellams declared, as he recalled a letter from Ontario, which doubted whether vegetables could be grown in paying quantities in Manitoba.

A new species of hardy fruit plants is needed before fruit-growing on the prairie can be successful, Prof. F. W. Broderick, of Manitoba Agricultural College, said. Trained horticulturists now are at work developing hardy fruit trees and plants.

NEXT MEETING OF GROCERS' SECTION IN VANCOUVER

The next general meeting of the grocers' section, Retail Merchants' Association, B. C. board, has been set for March 21, and will be held in Vancouver. This will be the annual meeting and the election of officers will take place at that meeting.

A "PAY-UP WEEK"

"Pay-up-week" is the innovation which the merchants in Albany, Ga., recently held. A good deal of publicity was given the idea. At a recent meeting of the Merchants' Association all declared they were in good financial condition and expected business to be much better in 1922 than it was in 1921.

"Pinks" Will Have To Fill Demand Says B. C. Packer

F. E. Burke, general manager, Wallace Fisheries, Ltd., Vancouver, was in Toronto on Monday and Tuesday on his way back to the coast from Ottawa. Mr. Burke was at the capital as a member of the Federal Executive of the Canadian Manufacturers' Association. He called on a number of the wholesale grocers while in Toronto.

Referring to the salmon situation at the coast, Mr. Burke pointed out that stocks would be practically cleaned out by the time the new pack comes on the market. This indicates a much healthier condition than during the past year or two. There have been considerable foreign enquiries reaching the coast recently and sales have been made by a number of packers.

Merchants are familiar with the fact that the big runs of the sockeye salmon are a thing of the past and that pinks will now have to fill the demand. "The trade," Mr. Burke says, "is realizing more every day that the food value of the Pink is equal to that of the Sockeye. The color is the only difference.

"A retailer knows too, that he can make more profit on the sale of three or four tins of Pink salmon than he can on one of Sockeye, and with Pink about one quarter the cost of Sockeye, he knows he can sell 3 or 4 of the former to one of the latter."

In so far as stocks of new packs are concerned, the canners at the coast will follow the policy of finding out in advance what the trade will absorb and of packing just sufficient to cover their orders. They maintain that this is the only safe method to follow at the present time.

B. C. Merchants Hold Meeting in Vernon

Vernon, B. C., Feb. 25.—A joint meeting of retail merchants from Kelowna, Armstrong and Kamloops, with the merchants of this town, was held recently, when several matters of retail interest were discussed. Out of town merchants attending included T. S. Wilcox and S. J. Wilcox, Kamloops; H. C. Armstrong, A. M. McPhail and C. H. Smith, Armstrong; S. Wade, J. W. B. Brown and D. Leckie, Kelowna, and J. R. Johnston, Penticton. Provincial secretary George Hougham was also in attendance, and gave an address reviewing the work of the association in British Columbia.

James Vallance was elected president of the Vernon branch for the year. Other officers elected were: First vice-president, J. V. MacDonald; second vice-president, W. G. Drew; treasurer, C. Parkhurst. The executive was given power to elect a secretary.

Australia Has Rigid Laws In Labelling Foods

Montreal.—In order to ensure the maintenance of quality of Australian products shipped abroad, the government has issued regulations under the Commonwealth Customs Act, 1901-1920 and the Commerce Act 1905, providing for the inspection, classification, marking and registration of certain goods for export.

All establishments manufacturing articles for food or drinks for export are subject to inspection at any time. Specified standards are prescribed for preparation and packing of certain food stuffs for export such as, butter and cheese, condensed milk and similar products, fresh fruits, honey, jam, preserved fruits and fruit pulp.

Goods Must Be Branded

Among the lines for export which must bear trade descriptions are egg pulp, fresh and preserved fruits, fruit pulp, honey, jam and marmalade, fresh and preserved vegetables, sauces, pickles, rabbits and hares. The trade description is in form of a brand or label conspicuously attached to the goods, describing them and containing the word "Australia," the name of the manufacturer or producers and the registered brand. The net weight or quantity of the goods, except in fresh vegetables, is also required on the trade description. These goods can only be exported under a permit issued by the officer who makes the inspection and applies the official stamp. Commodities which do not meet with the standard requirements are boldly marked "Inferior," "Unsound," "Below Standard," as the case may be. The regulations for fresh fruits, jam, preserved fruits and fruit pulp became effective on December 1, 1921, and for the other articles on October 19, 1921.

JAPANESE RICE CROP SHOWS DECLINE IN 1921

Montreal.—In view of the importance of rice in the diet of the Japanese people, the Department of Agriculture and Commerce of Japan has been conducting a very careful investigation of the extent of the shortage of the present crop. The latest estimate of the 1921 crop now places the yield at 54,000,000 koku which is equal to 276,000,000 bushels. The production for 1920 amounted to 325,000,000 bushels.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

MARKETS AT A GLANCE

THE RAW sugar market continues firm with prices around 2 1-8c cost and freight, New York. Considerable business transpired at that figure for March delivery. Sales were also made of old crop sugars at 2 3-32c c. & f. Canadian refiners also purchased 22,000 bags of San Domingos at 2.10c c. & f.

In Canadian refined there are no new developments except a slight reduction in differentials in gunnies and packages. Quotations are firmly held by refiners but there appears to be considerable irregularity in wholesalers' quotations, particularly in Toronto.

Canned tomatoes and peas are in a strong position while fruits are commencing to move satisfactorily with prices well maintained.

Under influence of the strong position of grains, cereals are also showing more strength. Some lines have advanced, for instance, rolled wheat, graham flour and split peas. Rolled oats are firmly held under the advance of a week ago. Beans are holding firm under light supplies.

Upward tendencies continue in the tea markets. Cables from London indicate another advance of one cent per pound. The condition in the spot market is likewise strong and although prices have been steadily advancing, they are still considerably below the cost of replacement, and further advances can be expected.

Dried fruits are moving well. Prunes show little change in market conditions as compared with a week ago.

QUEBEC MARKETS

MONTREAL, MARCH 1.—Varied conditions feature the grocery market but on the whole a much improved buying is in evidence. More confidence in the market and a realization of the depleted condition of stocks in retail stores is responsible. A more optimistic air is felt on all sides. Sugar is unchanged but murmurings are heard about its stability due to the low exchange rate. Molasses and corn syrups are steady. The primary rice and spice market shows a stronger front with the promise of an advance in local rice prices. The cutting, once abandoned in canned goods, has started again and local prices on tomatoes and some canned fruits are reduced. The tea market presents a strong appearance with a much increased buying. Coffee is strong but unchanged. Some lower quotations are reported in dried fruits. Nuts show more activity with a reduction in almonds and walnuts. The cereal market is strong, particularly on rolled oats, which may have another advance. A number of changes feature vegetables, particularly a drop in onions and lower prices on tomatoes and celery. Lemons are easier and reduced prices are quoted on Seville bitter oranges.

ROLLED OATS STRONGER

Montreal.

CEREALS.—The cereal market is quite firm with a stronger tone in bulk oats. Local wholesale prices are unchanged in rolled oats, but there is more activity with the likelihood of some advance if the grain market maintains its present strength. Buying is fair, but only for immediate requirements.

CEREALS—

Rolled oats, bag	3 35	3 50
Oatmeal		3 75
Pearl Hominy		1 40
Corn meal	2 50	2 80
Graham Flour, 98 lbs.		7 65
New Buckwheat Flour		6 75
Pot Barley		4 00
Pearl Barley		4 90
Beans, Ont.		3 50
Do., Can.		3 30
Lima Beans		0 06
White beans		0 07½
Green peas, dried	0 03	0 05¾
Split Peas		0 07½

MORE CUTS IN CANNED GOODS

Montreal

CANNED GOODS.—Once again the evil spirit has entered the canned goods market with the result cutting has again started locally, without any justification in the true condition of the market. Tomatoes are the headline with a reduction of 5c. on the first grades, making the price $1.70 and 3c. on the Simcoe brand 2½'s, quoted at $1.67½. Local dealers do not think that the cut will last long. Sun Kist apricots 1's are reduced to $2.50, yellow cling peaches to $2.60 and Quaker apricots, 2½'s to $4.25. Arbutus spring salmon is reduced to 95c. per doz.

CANNED VEGETABLES

Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Do., Refugee	2 10	2 15
Cabbage, Simcoe, 2½s	1 80	
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)		1 45
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 55	1 60
Do., 2s		1 35
Do., 2½s	1 70	1 67½
Do., gallons		6 25
Parsnips, Simcoe, 2's	1 80	
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		4 50
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s		3 25
Do., Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80

CANNED FRUITS

Apricots, 2½-lb. tins		4 25
Apples, 2½s, doz.	1 60	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz	4 00	4 95
Do., gals, doz.		18 50
Cherries, red, pitted, heavy syrup, doz., 1		3 20
Do., 2½		3 50
Do., 2½		3 50
Do., 2	2 75	3 10
Gooseberries, 2s, heavy syrup, doz.		2 75
California Peaches—		
1s		2 90
2s		3 25
2½s		4 40
Peaches, heavy syrup—		
2's		2 40
Pears, 1s, Keiffer		2 30
Do., 2-lb.	2 45	3 10
Yellow cling, halves		2 60
Yellow cling, sliced		2 60
Bartlet Pears		3 40
Greengage Plums, heavy syrup	2 65	2 75
Lombard plums, heavy syrup, 2-lb.		2 40

JAMS—

Strawberry, 16 oz.	3 60	3 75
Raspberry, 16-oz.	3 50	3 75
Black currant, 16-oz.		3 75
Orange Marmalade, 12 oz. glass	2 60	2 56
Orange Marmalade 4's	57	70
Plum Jam 4's		0 75
Peach Jam 4's		0 79

DRIED FRUITS QUIET

Montreal.

DRIED FRUITS.—As far as shipment of supplies is concerned the dried fruit market is quiet but in prices there are some developments from past changes in primary markets. Dromedary dates are reduced 25c. by the wholesalers and quoted at $7.50. Royal Excelsior are quoted at $2.65, a reduction 10c. Smyrna figs are reduced, making 7 crown 26c., 6 crown 24c. and 5 crown 23c. Blue ribbon evaporated peaches are reduced to 14c. Despite this reduction reports from California state that producers are virtually sold out of dried peaches, apricots, pears, apples, while prunes and rasins are only in sufficient supply to meet the demands of the next thirty days if buying continues as it has been during the last few months. Packers are going into the new season with floors absolutely bare many months before the new crop is available.

DRIED FRUITS—		
Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)		0 16
Peaches (fancy)		0 28
Do., (choice)		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon		0 28
Orange		0 28
Citron		0 44
Raisins (seeded)		
Valencias	0 20	0 21
Sultana, unbleached		0 20½
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown		0 21
Fancy Seeded (bulk)	0 18	0 19
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.		0 24
Do., 16 oz.		0 26
California Seedless, in bulk		0 23
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, Excelsior (36 10s), pkg.		5 00
Fard, 12-lb. boxes		8 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 75
Loose	0 10	0 12
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼'s, lb., 7 crown		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, 5 Crown, 10 pounds	0 24	0 26
Do., 12 ounce packages		0 25
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), mats.		0 09
Do., Turkish, 3 crown, lb.		0 22
Do., 5 Crown, lb.		0 28
Do., 7 crown, lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 32
30-40s		0 21
40-50s		0 18
50-60s		0 14½
60-70s		0 14
70-80s		0 12½
80-90s		0 12
90-100s		0 11½

MARKETS STRONG ON PEPPER

Montreal.

SPICES.—Reports from primary markets continue bullish on peppers with intimation that nutmegs are really scarce and prices have advanced. Local wholesalers have not yet felt the effect. A strong market is also reported for cinnamon and uncertainty in cloves. The ruling influence locally is the dull market and prices are unchanged but conditions as they stand in primary markets must sooner or later be felt here.

SPICES—		
Allspice	0 18	0 20
Cassia, pure	0 25	0 26
Cassia compound		0 18
Cocoanut, 20 lb. pails, per lb.		0 30
Do., sweetened, lb., packages		0 39
Chickory, (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 32
Pure, ground		0 35
Cream of Tartar (French pure)	0 41	0 60
Do., American high test	0 65	0 80
Whole cloves		0 55
Ginger (Jamaica		0 30
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs whole—		
Do., 64, lb.		0 30
Do., 80, lb.		0 28
Do., 100, lb.		0 25
Do., ground, 1-lb tins		0 30
Pepper, black		0 24
Do., white		0 32
Do., white, compound		0 18
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Do., black, compound		0 15
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Turmeric	0 25	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00

PACKAGE OATS STRONGER

Montreal.

PACKAGE GOODS.—There are few changes in package lines. Package oats are stronger in sympathy with the market for bulk oats. A firm tone holds throughout the market with a general improvement in buying.

PACKAGE GOODS—		
Breakfast fod, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 78
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3 doz. case 3 40	3 55	3 75
Cornmeal, yellow, 24s.		2 85
Rolled oats, 20's		5 00
Rolled oats, 18's		2 00
Aluminum package, 20's		6 00
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s.		2 55
Hominy, pearl or gran., 2 doz.		3 00
Scotch Health Bran (20 pkgs.), case		3 50
Pancake flour, self-raising, doz.		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat 36s, case		6 40
Do., 20s case		6 50
Self-raising flour (3-lb. pkg.) doz.		2 25
Do., (6-lb. pkg.) doz.		4 40
Do., buckwheat flour, per doz.		1 50
Corn starch (prepared)		0 09
Corn starch, 1 lb. pkgs.		0 07½
Potato flour		0 14½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 85
Shredded wheat		4 45
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		0 09¼
Celluloid starch, 45 pkgs., case		3 80
Malt Breakfast Food pkgs.)		9 60
Macaroni		3 75
Spagheti		3 75
Egg noodles, Quaker		2 25
Canadian cheese loaf, lb.		0 30
Swiss cheese loaf		0 42

BULLISH MARKET FOR TEAS

Montreal

TEAS.—No change in the wholesale tea market has occurred although the primary markets are daily gaining strength and local dealers are looking for an advance in Ceylon and Indian teas. Reports are decidedly bullish and buying has been stimulated by the conceded strength all of which goes to hasten the advance.

TEAS—		
Pekoes	0 38	0 45
Broken Pekoes	0 45	0 60
Broken orange Pekoes	0 50	0 70
Broken orange Pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60

Above retail prices range of quotations to the retail trade.

Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

BETTER DEMAND FOR NUTS

Montreal

NUTS.—Local dealers in nuts report a fairly active trade with easy prices on walnuts and almonds. Bordeaux shelled walnuts are now selling at 75c. and shelled almonds at from 46c. to 48c. The peanut market is steady with some easier tendencies in primary markets, but no change locally. Supplies of nuts in retailers' hands have run low and buying shows some improvement.

NUTS—		
Almonds, Tarragona, per lb.		0 19
Do., shelled	0 46	0 48
Valencia shelled almonds		0 45
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily,) per lb.		0 16
Brazils, shelled		0 38
Do., Barcelona		0 15½
Peanuts, Jumbo		0 15½
Do., shelled, No. 1 Spanish		0 10½
Do., salted red		0 17
Do., shelled, No. 1 Virginia		0 12½
Peanuts (salted)—		
Fancy wholes, per lb.		0 34
Fancy splits, per lb.		0 29
Pecans, shelled	1 00	1 50
Walnuts Grenoble in shell		0 33
Walnuts, Marbot	0 26	0 28
Do., new Naples		0 26
Bordeau	0 70	0 73
Do., Chilean, bags, per lb.		0 40
Do., Bordeaux, shelled		0 75

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

HIGHER PRICES ON RICE

Montreal.

RICE.—Although wholesale prices have been ruling easy on account of fairly heavy supplies and an effort to move stocks on hand, the primary markets show a stronger tone. Oriental rices are much firmer with corresponding strength in the American market. During the past week American rices have advanced ¼c. to ½c. Some reaction towards a higher price locally would not be surprising in view of the fact that in the past few weeks much cutting in rice prices has been going on.

RICE—		
Carolina, extra fancy	0 07½	0 08
Do., fancy)		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Rangoon, B, per cwt.		5 75
Texas rice		0 05½
Tapioca, per lb. (seed)	0 07½	0 08½
Do., (pearl)	0 07½	0 08½
Do., (flake)	0 07½	0 08½
Honduras		0 07
Siam		0 14½

NEW PRICES ON FRUIT JARS

Montreal.

FRUIT JARS.—Below is quoted the new prices on fruit jars for the coming season.

FRUIT JARS—

	Per gross		
	Small	Medium	Large
Crown and Imperial Gem	11 00	12 20	16 15
Perfect Seal	12 25	14 15	20 45
	Pints	Quarts	½ Gal.
Imperial Measure	12 55	15 30	20 45

COFFEE UNCHANGED

Montreal.

COFFEE.—The coffee market remains unchanged in price with a firm tone and a stronger tendency evident in primary markets.

COFFEE—	
Mocha	0 50
Java	0 45
Maracaibo	0 40
No. 1 Blind compound	0 35

MOLASSES PRICES STEADY

Montreal.

MOLASSES.—No change has occurred in the molasses market. Prices may be expected to hold steady until the opening of navigation when a fresh supply will be offered on the market. Corn syrups are steady in price with a fair demand.

MOLASSES—		
Puncheons, Island of Montreal	....	0 71
Barrels	....	0 73
Half barrels	....	0 74
Puncheons, outside of Montreal	....	0 68
Fancy molasses in tins (ginger bread)		
No. 2, 2 doz. per case	....	4 20
No. 3, 2 doz.	....	4 50
5-lb. tins	....	8 95
10-lb. tins, per case	....	8 60
CORN SYRUPS—		
Barrels, about 700 lbs.	....	0 05½
Half barrels, about 350 lbs.	....	0 05¾
Quarter barrels, about 175 lbs.	....	0 06¼
2 gals., 25-lb. pails, each	....	2 00
3 gals., 38½-lb. jails, each	....	2 85
5 gal. 5-lb. pails, each	....	4 50
5-lb. tins, per case	....	4 20
10-lb. tins, per case	....	4 00
24 2-lb. tins	....	3 75
WHITE CORN SYRUP—		
24 2-lb. tins	....	4 25
12 5-lb. tins	....	4 70
6 10-lb. tins	....	4 50

UNEASINESS IN SUGAR

Montreal.

SUGAR.—There is no definite change in the condition of the sugar market, raws are steady with a firmer tone for futures, but the exchange rate has so fallen that some of the outside conditions affecting the sugar market have been changed. American funds in some cases can be bought at par to-day and this has reduced the cost of importation of sugar. This may have a weakening effect and result in some reduction in the price of sugar. It however, is far from certain and local refiners decline to make any statement. Apart from the exchange rate the sugar market is firm.

SUGAR—		
Granulated sugar, per cwt.	....	6 90
Do., barrels	....	6 95
Granulated, gunnies, 5/20	....	7 10
Do., cases, 20 5-lb. cartons	....	7 30
Do., gunnies, 10-10	....	7 20
Do., cases, 50 2-lb. cartons	....	7 40

VEGETABLES EASIER

Montreal

VEGETABLES.—There are no new developments in the potato market although the situation is strong with small supplies to draw from and a keen demand. The onion market is easier with better supplies offered and a reduction of 50c. per case on Spanish onions and $1.00 per bag on yellow onions. Celery is more plentiful with easier prices and a reduction of 25c. on new cabbage. Tomatoes are more plentiful with an easier price and better quality.

VEGETABLES—		
Cabbage, local, per bbl.	2 50	3 00
Cabbages, new	....	3 75
Carrots, new, per bag	0 75	1 00
Celery, imported, crate	....	6 50
Horseradish lb.	....	0 60
Mint	....	1 00
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Parsnips, bag	....	1 00
Peppers, green, doz.	....	0 50
New potatoes, Mont. (90 lb bag)	1 50	1 60
Do., sweet hamper	....	4 00
Spanish onions, per case	....	11 50
Turnips, per bag	0 75	1 00
Red Onions, per crate	7 50	8 00
Do., per 100 lbs.	....	14 00
Texas Onions, per crate	....	3 50
Yellow onions, per cwt.	....	8 00

LOWER PRICES ON LEMONS

Montreal.

FRUIT.—There is little change in the fruit market apart from lower prices on lemons with larger supplies and a better quality. The new crop fancy lemons are quoted at $4.50. Seville bitter oranges are reduced to $4.50 per case. The demand for oranges is improved and supplies arriving are good. Apples are steady in price with only a fair demand.

FRUIT—		
Apples, Greenings	10 00	10 50
Spys	10 00	12 00
Baldwins	9 50	10 00
Boxes, 175s, 210s	3 75	4 50
Bananas (as to grade) bunch	6 00	7 25
Lemons, 300-360s	....	4 50
Grape Fruit, Porto Rico	....	4 25
Florida grape fruit	....	5 50
Spys	10 00	12 00
Domestic	....	6 00
Russetts	8 00	9 00
California navels	....	6 50
Porto Rico Oranges	....	5 00
Seville biter oranges, 200s	....	4 50
Do., Blood Oranges, half boxes	....	3 75
Malaga grapes, kegs	9 50	9 00
Tokay grapes, per crate	....	4 50
Blue and green grapes, per bas.	0 40	0 50
California Pears, per case	....	7 00
Cranberries, barrel	....	30 00

ONTARIO MARKETS

TORONTO, MARCH 1.—Canned tomatoes continue to hold firm and it now appears that supplies are fairly well cleaned up from first hands. Stocks of peas are also becoming low and prices are firmly maintained. The cereals market is strong with some advances on split peas, rolled wheat, buckwheat flour, graham flour and rye flour. Beans are in a strong position following the advances of a week ago. Some brands of jams are lower in price while honey is fairly well cleaned up in producers' hands. Dried fruits show little change, the situation remaining firm under influence of a strong condition at primary sources. Wholesalers have advanced prices on some grades of teas, following the strength in primary markets. Rices are stronger in first hand sources while tapioca is steady. Onions are higher but potatoes continue weak.

BEANS HOLD STRONG

Toronto

BEANS—The market continues strong under the recent advances. The fact that the Ontario crop is fairly well out of producers hands is a factor that is likely to have a bearing in holding the market strong for the balance of this season. Quotations show no change as compared with a week ago.

BEANS—		
Ontario hand picked, per bushel	4 10	4 20
Do., No. 1 lb. pickers, per bushel	3 65	3 90
Cal. Limas, per lb.	0 10	0 10½

CANNED VEGETABLES FIRM

Toronto.

CANNED GOODS—Tomatoes and peas continue in a firm position with prices strongly held. Supplies of the better grades of peas are very light with early June offered at $2.15 per doz. although $2.25 appears to be the general quotation. Standards peas are quoted at $1.75 to $1.85 but some independent packs are offered at $1.65 per doz. Libbys spinach, 2½s is quoted at $2.95 per doz. A reduction is announced on Wagstaffs jams and special marmalades, following are the new prices: Green Fig marmalade, 15 oz. glass, per doz. $3.80: Ginger marmalade, 15 oz. glass per doz. $3.80: Grape Fruit marmalade 15 oz. glass per doz. $3.20: Pineapple marmalade 15 oz. glass per doz. $4.05: crab apple jelly, 12 oz. per doz. $2.55; black currant jam, 16 oz. per doz. $3.90: strawberry jam 16 oz. per doz. $3.60: strawberry, 4s, each 98c.: raspberry 16 oz. per doz. $3.05: raspberry, 4s, each 90c. Welsh's Fruitlades and Grapelades are reduced as follows: Plumlade, 15 oz. per doz. $2.70: strawberrilade, 15 oz. per doz. $3.75: Grapelade 15 oz. per doz. $2.25; No. 1 tins, $1.90, No. 2 tins per doz. $2.90 and No. 2½ tins per doz. $4.75.

CANNED GOODS—		
Shrimps		2 90
Sockeye 1s, doz.	....	5 60
Do., ½s, doz.	....	3 25
Alaska red, 1s	....	4 25
Cohoe 1s, doz.	....	2 90
Do., ½s, doz.	....	1 90
Pinks, 1s doz.	....	1 45
Lobster, ½-lb. doz.,	3 75	4 15
Do., 1-8-lb. tins	2 50	2 75
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	....
Canned Vegetables—		
Tomatoes, 2½s, doz.	....	1 75
Do., Gal. No. 10 tins, doz.	5 95	6 25
Peas, standard, doz.	1 75	1 85
Do., Early June	2 15	2 25
Do., Sweet Wrinkle	....	2 40
Do., Extra Sifted	....	3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.	....	2 15
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.	....	6 60
Canadian corn	1 40	1 50
Pumpkins, 2½s, doz.	1 50	1 60
Do ,gal., No. 10 tins, doz.	1 50	1 60
Spinach, 2½s doz.	....	2 95
Pineapples, sliced, 2s doz.	3 40	4 25
Do., shredded, 2s, doz.	4 75	5 25
Do., sliced, 2½s, doz.	....	4 25
Apples, gal. water pack, dz.		5 50
Do., gal. steam pack, doz.		6 75
Apples, gal., doz.	....	5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.	....	3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Do., Green Gage	3 25	3 40
Cherries, pitted H.S.	....	4 25
Blueberries 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	3 00	3 25
Do., 16 oz. doz.	3 50	3 90
Do., 4s, each	0 85	1 07
Strawberry, 12 oz., doz.	....	3 05
Do., 16 oz. doz.	3 25	3 60
Do. 4s, tins	0 95	0 98
Raspberry, 12 oz., doz.	2 40	3 05
Do., 16 oz., doz.	3 25	3 60
Do., 4s tins	0 85	0 90
Marmalade—		
12 oz. glas, doz.	2 25	2 45
16 oz., glass, doz.	2 75	2 90
No. 4 tins, each	0 58	0 65

ROLLED WHEAT ADVANCED

Toronto.

CEREALS— The cereal market throughout has a strong tone with ad-

vances registered on some lines. Rolled wheat is 25c per barrel higher making the price $6.25. Buckwheat flour is advanced to $4.70 per bag. Rye flour is higher at $3.75 and split peas at $6.90 per bag. Rolled oats are firm at $3.10 per bag but some wholesalers continue to offer at $2.95.

CEREALS—		
Barley, pearl, 98s	....	5 00
Buckwheat flour, 98s	....	1 70
Barley, pot, 98s	....	3 75
Barley Flour, 98s	....	5 25
Cornmeal, golden, 98s	....	2 40
Oatmeal, 98s	....	4 30
Corn flour, 98s	....	2 75
Rye flour	....	3 75
Rolled oats, 90s	2 95	3 10
Rolled wheat, barrel	....	6 25
Cracked wheat, bag	....	3 00
Breakfast food, 98s	....	4 50
Rice flour, 100 lbs.	....	10 00
Flaxseed 98s	....	7 00
Peas, split, per bag	....	6 90
Marrowfat Green peas, Ont.	7 75	8 50
Do., English, per lb.	....	0 11
Graham flour, 98s	....	3 75
Whole wheat flour	....	3 85
Wheat kernels, 98s	....	4 95
Farina, 98s	....	5 35
Lentils, Red, lb.	0 13½	0 19¾

GOOD HONEY SCARCE

Toronto.

HONEY—Most honey being offered by producers at the present time appears to be of a second grade character. This would indicate that supplies in producers' hands are being cleaned up. The demand is fairly good for consumption and prices are holding steady.

HONEY—		
5-pound tins, per lb.	....	0 17½
10-lb. tins, per lb.	....	0 15½
60-lb. tins, per lb.	....	0 15
Comb, per doz	3 75	4 50

DRIED FRUITS HOLD FIRM

Toronto

DRIED FRUITS—There is little change in the local dried fruit situation. Prunes are moving steadily at the advanced prices while currants are also in good demand. Practically peeled Muir peaches, standard grade are offered at 20c per lb. while extra choice evaporated peaches are quoted at 22½c per lb.

DRIED FRUITS:		
Citron caps, 12-lb. boxes, lb.	....	0 06
Lemon caps, 12 lb. boxes, lb.	....	0 29
Orange caps, 12 lb. boxes, lb.	....	0 31
Mixed containing 4½ lb. lemon per lb.	....	0 35
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½ lb. orange 3 lb. citron caps, 3 dozen per case, per dozen	....	4 50
Currants—		
Greek Filliatras, cases	0 14	0 14½
Do., Patras	0 15	$ 15½
Do., Vostizza	....	....
Dates—		
Excelsior, pkgs., 3 doz., in case	2 65	2 85
Dromedary, 3 doz. to case	....	7 50
Fard, per lb.	....	0 26
Hallowee dates, per lb.	....	0 12½
Do., Sair	....	0 07¾
Prunes—		
30-40s, 25s	....	0 20
40-50s, 25s	....	0 17
50-60s, 25s	....	0 15
60-70s, 25s	....	0 13½
70-80s, 25s	....	0 12½
80-90s, 25s	....	0 12
Raisins—		
California, Sultanas, lb.	....	0 21
Do., 15 oz. pkts.	....	0 22½
Seeded, 15-oz. packets	....	0 26
Do., 15-oz. packets	....	0 21
Seeded, 15-oz. packets	0 20½	0 21
Thompsons, seedless	....	0 22½
Valencia, Spanish	0 22½	0 28½
Clusters, boxes, 20 1-lb. pkg.	....	6 66
Smyrna Sultanas	....	0 23½
Muscat, 25 lb. box	....	0 19
Evaporated apples	0 16	0 17½
Figs—		
Smyrna, bags, approx. 28 lbs.	....	0 14½
Do., 60-lb. bag	....	0 12½
Layer, 1 Crown	....	0 30
Layer, 7 Crown	0 28	0 35
Pulled, 10 lb. box, per lb.	....	0 34
Pulled, 1-lb. box, each	....	0 20
Do., 2-lb. box, each	....	0 36
Mats	0 09	0 09½
Peaches—		
Choice		0 20
Choice, extra	....	0 22½
Standard	....	0 18½
Apricots—		
Choice	....	0 32
Standard	....	0 28

NUTS UNCHANGED

Toronto

NUTS.—There is no change in the ocal situation, but there is a firmer tone to markets abroad.

NUTS—		
Almonds, Tarragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian	....	0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sac k	6 00	7 50
Do., unsweetened, strip, lb.	....	0 22
Do., sweetened, lb.	....	0 22
Do., shred	....	20
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 18	0 20
Do., medium	0 14	0 18
Mixed nuts, bags 50 lbs.	0 20	0 25
Pecans	....	0 30
Shelled —		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 28	0 37
Walnuts, Bordeaux, lb.	0 75	0 80
Do., Manchurian, lb.	0 55	0 70
Do., Broken	0 43	0 48
Jordan almonds	0 70	0 75
Peanuts, Spanish, lb.	0 09	0 10
Pecans, lb.	0 85	0 90
Brazils, lb.		0 60

SUGAR PRICES STEADY

Toronto

SUGAR.—The refined sugar situation has a steadier tone in view of the firmer feeling in the raw sugar market. Refiners are firmly maintaining their price of $7.24 Toronto basis. Wholesalers, however, are quoting slightly under this basis.

SUGAR—	
St. Lawrence, extra gran., cwt.	7 24
Atlantic, extra gran.	7 24
Acadia Sugar Refinery, ex gran.	7 24
Dom. Sugar Refinery, ex. gran.	7 06
Canada Refinery, gran.	7 24

Differentials: Granulated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20., 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.

SYRUPS UNCHANGED

Toronto

SYRUPS.—Quotations are unchanged but there appears to be a stronger situation on corn syrups, due to the advancing market for corn.

SYRUPS—	
Corn Syrup—	
Barrels, about 700 lbs., yellow	0 05½
Half barrels, ¼c over bbls; ¼ bbls. ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 50
Cases, 2-lb. tins, yellow 2 doz. in case	3 75
Cases, 5-lb. tins, yello , 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz.	4 00
Sugar Syrup—	
Cases, No. 2 tins 24 t ocase	4 25
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 00
No. 3 tins, 2-doz. case	5 20
No. 5 tins, 1-doz. case	4 40
No. 10 tins, ½-doz. case	4 05
Pails—No. 1	1 15
Pails, No. 2	1 70
Pails No. 5	3 35
Molasses, table grade—	
No. 2 tins, 2-doz. case	6 25
No. 3tins, 2 doz. to case	8 70
No. 5 tins, 1-doz. case	7 20
No. 10 tins, 1-doz. case	6 85
Pails—No. 1	1 60
Pails—No. 2	2 65
Pails—No. 5	6 70

STRONG SPICE MARKET

Toronto.

SPICES.—The local situation in the spice market remains unchanged with prices firmly held. Throughout the whole list there is a strong undertone due to scarcity of supplies both on spot and in first hands and also to rising costs in primary markets. Higher exchange is another factor entering the situation that is advancing the laid down prices.

SPICES—		
Allspice	0 18	0 21
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 60	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 45
Mustard, pure	0 35	0 40
Pastry	....	0 32
Pickling spices	....	0 18
Mace	....	0 65
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.	0 60	0 70
Do., 80s	....	0 35
Chillies, lb.	....	0 50
Nutmegs, selects, whole	0 26	0 40
Do., ground	....	0 28
Mustard seed, whole	....	0 20
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Caraway seed, whole	....	0 30
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	....	0 40
4-oz. packages, doz.	....	1 75
2 oz. pkgs., doz.	....	0 90

The above quotations are for the best quality

SOME TEAS HIGHER

Toronto.

TEAS.—As a result of the steadily advancing tea markets at primary points, wholesalers have again advanced prices on certain grades, and as prices are still below replacement costs, further advances are likely. Recent advices from Colombo announce another advance of one cent per pound while all markets continue to indicate further strength and higher prices.

TEAS—		
Pekoe Souchongs	0 35	0 45
Pekoes	0 38	0 38
Broken Pekoes	0 40	0 68
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans	....	0 58
Do., seconds	....	0 50
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

Above prices give range of quotations to the retail trade.

STRONGER TONE TO RICE

Toronto.

RICES.—Quotations on Blue Rose rice at the coast are advanced one to one and one-half cents per pound, but at present there are no changes on spot. Wholesalers, however, are talking of advancing their quotations as stocks are not large and later shipments were bought at the higher basis. Tapioca is steady at unchanged quotations.

RICE—		
Honduras, broken, per lb.	0 07½	0 08
Blue Rose, fancy	0 07¼	0 08
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White Sago	0 06⅞	0 07½
Tapioca, per lb.	0 06⅞	0 07½
Do. fancy	0 09	0 11

PACKAGE CEREALS FIRM

Toronto.

PACKAGE GOODS.—Quotations on package cereals are unchanged but the situation is decidedly firmer in view of the strength in the grain markets and the higher prices in bulk goods.

PACKAGE GOODS—

Rolled Oats, 20s, round, case		5 00
Do., 18s, case		2 00
Do., 20s, square case		5 00
Do., Aluminum Prem., 20s		6 00
Corn Flakes 36s, case	3 10	3 75
Porridge Wheat, 36s, reg., case		6 00
Do., 20s, family, case		6 80
Package peas, per doz.		0 90
Cornstarch, No. 1, lb. carton		0 09
Do., No. 2, lb. cartons		0 07½
Laundry starch		0 07
Do., in 1-lb. cartons		0 07¾
Do., in 6-lb. wood boxes		0 11¼
Do., in 6-lb. tin canisters		0 14½
Celluloid starch, case		4 00
Potato flour, 1-lb.		0 14½
Fine oatmeal, 20s		5 75
Cornmeal, 24s		2 30
Farina, 24s		3 25
Barley, 24s.		2 75
Self-rising Pancake Flour, 24s.		2 70
Buckwheat flour, 24s		2 70
Self-rising pancake flour, 18s		3 85
F. S. Hominy, gran. case		3 00
Do., pearl, case		3 00
Scotch pearl barley case		2 70
Puffed rice pancake flour, 24s		2 90
Macaroni 30-16 oz. per case	3 40	3 75
Do., 30-8 oz. per case	2 00	2 20

ORANGES SLIGHTLY HIGHER

Toronto.

FRUITS.—Navel oranges are advanced 50c per case making the prices range from $6.00 to $6.75 per case. Florida oranges are quoted at $5.00 to $6.25 per case. Lemons are firm at $5.50 to $6.00 per case. Florida strawberries are in good demand at 85c per quart box. Apples are steady at unchanged quotations.

FRUITS—

Oranges Navels, 100s		6 00
Do., 126s		6 25
Do., 150s 176s 200s	6 25	6 75
Do., Florida	5 00	6 25
Do., bitter Messina		5 00
Lemons, Messina	5 50	6 00
Bananas, per lb.		0 07½
Apples—Barrel		
Baldwins, No. 1		8 50
Baldwins, No. 2		7 50
Grapes, Malaga, bbls.	15 00	16 00
Apples, B.C., boxed	4 25	4 50
Grapefruit, Florida	5 75	6 00
Rhubarb, per doz.	1 25	1 50
Strawberries, per box		0 85

ONIONS MARKED HIGHER

Toronto.

VEGETABLES.—A strong situation for onions feature the vegetable market. Yellow onions in 100 lb. sacks are advanced $2, making the price $12 and Spanish are advanced to $12 per large crate an increase of $1. In the potato section there is little change, the situation remaining weak with prices unchanged. Mexican tomatoes in lugs are quoted lower at $6. California Iceberg head lettuce is a shade higher at $7 per crate while Boston head lettuce is quoted at $2.75 per hamper. New Texas cabbage is arriving freely and quoted at $4 per case of about 100 lbs.

VEGETABLES—

Cabbage, per barrel	1 50	5 00
Potatoes, Delaware, per bag	1 50	1 60
Do., Ontario	1 25	1 35
Beets, per bag		1 50
Carrots, per bag	1 00	1 25
Turnips, per bag	0 75	0 85
Parsnips, per bag	1 25	1 10
Onions, Spanish, crate		12 00
Do., sack, 100 lbs.		12 00
Celery, Florida	5 50	6 00
Cauliflower, Cal., case		6 00
Head Lettuce, iceberg, case		7 00
Lettuce, Boston Head, Hamper		2 75
Sweet potatoes, per hamper		2 75
Mushrooms, per bkt.		2 50
Shallots, per doz.		0 85
New Carrots, hamper		2 25
New beets, hamper		2 25
New parsley, hamper		2 25
New cabbage, case, 100 lbs.		4 00
Radish, per doz.		0 85
Green peppers, per doz.		1 00
Tomatoes, Mexican lugs		6 00

CANNED MILK REDUCED

CANNED MILK.—The Borden Company announce a reduction in quotations on condensed and evaporated milk. The reduction amounts to about 50c. per case making the new prices as follows:

Condensed Milk, Eagle Brand per case, $9.25; Reindeer Brand per case, $8.70; Silver Cow Brand per case, $8.15; "Good Seal," "Purity" per case, $8.15; Mayflower Brand per case, $8.15; "Challenge," "Clover" per case, $7.60. Evaporated Milk, St. Charles Brand, and Jersey Brand, Hotel, 2 lbs. net $6.25; Tall, 1 lb. net $6.25; Family, 12 oz. net $5.30; Small, 6 oz. net $3.05. Condensed Coffee and Cocoa, Reindeer Coffee, Large, $6.00; Reindeer Coffee, Small, $7.25; Cocoa Reindeer, Large $5.75; Cocoa Reindeer, Small, $6.50.

MANITOBA MARKETS

WINNIPEG, MARCH 1.—The cereal market has stronger tendencies with some advances on rolled oats. Canned vegetables are firmly held and fruits are showing an improved inquiry with prices well maintained. The raw sugar market is showing a firmer tone and indications point to firmer tendencies on Canadian refined. The coffee and tea markets continue strong. Prunes have a firmer tone and an advance has been recorded. Another advance of 50 cents per barrel on flour has gone into effect due to the firmness of the wheat market. The shelled almond market is showing signs of strength as there appears to be small stocks available. Corn syrups are showing a firmer tone and indications are upward. Olives have advanced and indications point to a short supply and higher prices. California oranges are firm. California lettuce is quoted higher.

CANNED VEGETABLES FIRM

Winnipeg

CANNED GOODS—The canned vegetable market is firm and higher. Canned tomatoes are in good demand and prices have advanced. Canners report that they are well cleaned up and there will not be sufficient quantity to meet the demand before the new pack is ready. Imported lines of canned fruits such as peaches and apricots are in better demand and it is the opinion of the trade that prices are lower now than they will be later on. The demand for canned fish has shown an improvement during the Lenten season.

CANNED FISH—

Shrimps, 1s, 4 doz. case, doz.		2 75
Finnan Haddie, 1s, 4 doz. case	8 25	11 50
Do., ½s, 8 doz. case, case		7 25
Herring (Can.) 1s, 4 doz. case, per case	6 50	8 00
Do., imported, ½s, 100 doz. cs.		21 50
Lobsters, ¼s, 8 doz. case, doz.		2 35
Do., ½s, 4 doz. case, doz.		4 00
Oysters, 1s, 4 doz. case, case		9 40
Do., 2s, 8 oz. 2 doz. case, case		7 90
Pilchards, 1s, tall, 4 doz. case, per case		6 90
Do., ½s, flat, 8 doz. case, case		9 00
Salmons—		Per case
Sockeye, 1s, tall, 4 doz. case		20 00
Do., ½s, flat, 8 doz. case		21 25
Red Spring, 1s, tall, 4 doz. case		16 25
Do., ½s, flat, 8 doz. case		17 00
Cohoe, 1s, tall, 4 doz. case	12 00	13 00
Do., ½s, flat, 8 doz. case	13 00	14 00
Pink, 1s, tall, 4 doz. case		6 25
Do., ½s, flat, 8 doz. case		8 00

CANNED FRUITS (Canadian)—

		Per case
Apples, 6 tins in case		3 20
Blueberries, 2s, 2 doz. case		5 00
Cherries, 2s, 2 doz. case		7 20
Gooseberries, 2s, 2 doz. case		7 50
Lawtonberries, 2s, 2 doz. case		7 00
Peaches, 2s, 2 doz. case	6 60	7 10
Pears, 2s, 2 doz. case	6 45	7 00
Plums, Green Gage, H. S. 2s, 2 doz. case		6 00
Plums, Lombard, H. S., 2 doz. case		5 95
Plums, Lombard, L. S., 2s, 2 doz. case		4 65
Raspberries, 2s, 2 doz. case	8 00	8 60
Strawberries, 2s, 2 doz. case	8 00	8 60

CANNED FRUIT (American)—

		Per case
Apricots, 1s, 4 doz. case		10 60
Peaches, 2½s, 2 doz. case		9 15
Peaches, sliced 1s, 4 doz. case		10 85
Do., Halves, 1s, 4 doz. case		10 75
Do., 2s, 2 doz. case		6 90
Pears, 1s, 4 doz. case		12 75
Pineapple, sliced, 2s, 2 doz. case		7 25

CANNED VEGETABLES—

Asparagus tips, 1s, tins, 4 doz. case, per doz.		4 40
Beans, Golden Wax, 2s, 2 doz. case, per case		4 75
Beans, Refugee, 2s, 2 doz. case		4 60
Corns, 2s, 2 doz. case	2 95	3 50
Peas, standard, 2s, 2 doz. case	3 75 to	4 00
Peas, Early June, 2s, 2 doz. case	4 50 to	4 65
Sweet Potatoes, 2½s, 2 doz. case		7 00
Pumpkin, 2½s, 2 doz. case	3 90	4 00
Sauer Kraut, 2½s, 2 doz. case	3 90 to	4 00
Spaghetti, 2s, 2 doz. case		2 0
Tomatoes, 2½s, 2 doz. case	4 10 to	4 25
Spinach, 2½s, 2 doz. case		6 75

COFFEE MARKET FIRM

Winnipeg

COFFEE—The spot coffee market has advanced from ten to twenty-five points and the market is showing an entire absence of outside speculative interest. Locally there is a fair demand with no change in prices.

COFFEE—

Rio, roasted, best grade, per lb.	0 19½	0 20½
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica, roasted, best grade, lb.	0 28	0 30
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

JAM MARKET FIRM

Winnipeg.

JAMS—The jam market continues firm. With a noted scarcity of some of the staple lines less known packs are being offered at slightly lower prices. The demand is gradually improving as home made is becoming scarce.

JAMS

Strawberry, 4s per tin	0 89
Black Currant, 4s, per tin	0 89
Raspberry, 4s per tin	0 89
Apricots, 4s, per tin	0 83
Cherry, 4s, per tin	0 83
Peach, 4s, per tin	0 83
Compound (all flavors), 4s, tin	0 55

PRUNES SHOW STRENGTH

Winnipeg

DRIED FRUIT— The California prune market is showing further strength as independent packers are following the lead of the association in withdrawing some sizes and grades. Many buyers think that the low point has been passed and that from now on the market will be on the upgrade as to prices with a better jobbing and consuming movement. Apricots are inactive on account of the shortage of the desired grade and the high prices demanded. Peaches are in better demand due to the shortage of apricots. Evaporated apples are also firmer.

ROLLED OATS FIRMER

Winnipeg.

CEREALS—The market generally has decidedly firmer tendencies following the upward trend of the grain market. Rolled oats are quoted at $2.60 per 80 lb. bag and although some wholesalers are quoting at a lower figure, just as soon as their stocks are depleted they will have to quote at the new prices. Barley has also shown an advance: pot in 98 lb. bags is quoted at $3.60 with pearl in the same quantity at $4.80. There is practically no change in quotations on package cereals but higher prices may be looked for on package oats especially if the present situation of the oat market continues.

PACKAGE CEREALS—		
Rolled Oats, 20s, round cartons..	3 75	4 65
Do., 36s, case square pkts.		3 50
Do., 18s, case		2 10
Corn Flakes, 36s, case	3 50	3 80
Cornmeal, 2 doz. case, per case		3 40
Puffed wheat, 4 doz. case, per case		4 40
Puffed rice, 3 doz. case, per case		5 70
Cream of Wheat, 3 doz. case per case		7 50
Grape Nuts, 2 doz. case, per case		3 80
Package Peas, 3 doz. case, per case		3 00
BULK CEREALS—		
Rolled Oats, 80s, per bag		2 60
Do., 40s, per bag		1 38
Do., 10-8s, per bale		3 35
Do., 15-6s, per bale		3 85
Oatmeal, 98s, gran. or stand, bag		4 10
Wheat granules, 83s, per bag		5 00
Do., 16-6s, per bale		5 40
Peas, whole, green, 100-lb. bag per bushel		3 85
Do., split, yellow, 98s, per bag		7 50
Do., split, yellow, 49s, per bag		3 80
Beans, fancy, hand picked, 100-lb. bag, per bush.	3 60	4 25
Do., Lima, 100 lb. bag, per lb	0 12½ to	0 13
Barley, pot, 98s, per bag		3 60
Do., pot, 49s, per bag		1 85
Do., pot, 24s, per bag		0 97
Barley, pearl, 98s, per bag		4 80
Do. barley, 49s, per bag		2 45
Buckwheat Gutz, 98s, whole, per bag		6 25

FLOUR PRICES ADVANCE

Winnipeg.

FLOUR—As a consequence of the firmness of the wheat market flour prices advanced 50c per barrel. The price at local mills is $4.25 per sack of 98 lb.

FLOUR	
98-lb. sacks	4 25
Two 49-lb. sacks	4 32½
Four 24-lb. sacks	4 42½

SHELLED ALMONDS FIRMER

Winnipeg

NUTS—The shelled almond market is showing signs of strength. Quotations for importations show a decided advance. The walnut market shows very little change but indications point to higher prices.

NUTS, SHELLED—	
Almonds, per lb.	0 44½
Spanish Peanuts, No. 1, lb.	0 12
Pecans, per lb.	0 90
Walnuts, per lb.	0 72
Brazils, per lb.	0 62
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 23½
Walnuts, per lb.	0 23
Almonds, per lb.	0 20¼
Brazils, per lb	0 18
Pecans, per lb.	0 30
Filberts, per lb.	0 16

RICE MARKET STEADY

Winnipeg.

RICE—The rice situation in the South has shown an improvement and holders are not so free to sell. In consequence southern rice is in a stronger position and the tendency of the market is upward since stocks in sight indicate a firm and higher market.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.		0 08¼
Do., 50-lb. sacks, lb.		0 08⅝
Siam, 100-lb. bags, lb.		0 05¾
Do., 50-lb. bags, lb.		0 06
Sago, sack lots, 130 to 150 lbs.. per lb.		0 07¾
Sago, in less quantities, lb.		0 08¼
Tapioca, Pearl, per lb.	0 07½	0 08¼

LITTLE CHANGE IN SUGAR

Winnipeg

SUGAR—There are no changes in refined sugar. The market is steadier under influence of a strong market for raws.

SUGAR—	
Extra gran. bags, 100 lbs.	8 00
Do., gunnies, 5-20 lbs.	8 40
Do., gunnies, 10-10 lbs.	8 50
Do., cartons, 20-5 lbs.	8 60
Do., cartons, 50-2 lbs.	8 75
Yellow, No. 1 lt., bags, 100 lbs.	7 60
Do., golden, bags, 100 lbs.	7 50
Powdered sugar, bbls.	8 40
Do., boxes, 50 lbs.	8 60
Do., boxes, 25 lbs.	8 80
Icing barrels	8 50
Do., boxes, 50 lbs.	8 70
Do., boxes, 25 lbs.	8 90
Soft lumps, boxes, 100 lbs.	8 80
Do., boxes, 50 lbs.	9 10
Do., cases, 20 cartons	9 85
Do., cases, 40½ lbs.	10 60
Small lump, boxes, 100 lbs.	8 70
Do., boxes, 50 lbs.	8 80
Do., boxes, 25 lbs.	9 00
Do., cartons, 50 2-lbs.	10 10
Hard lump, boxes, 10 lbs.	8 80
Do., boxes, 50 lbs.	8 95
Do., boxes, 25 lbs.	9 10

FIRM TONE TO SYRUPS

Winnipeg

SYRUPS—There is a firm tone to the corn syrup market and an advance is expected due to the upward trend of the corn market. Cane syrup is selling well and prices are well maintained.

STARCH MARKET STEADY

Winnipeg

STARCH—The starch market is ruling steady with practically no change in quotations. There is a fair demand at the present time.

OLIVES ADVANCE

Winnipeg.

SPICES—Latest reports state that olives have advanced 15 per cent. The annual requirements in Canada and United States amount to about 20,000 casks and at the present time there is only about 16,000 casks in sight. These indications point to a short supply as well as higher prices. Firmness prevails in the spice market as spot stocks are not excessive. Steady buying is reported.

SPICES—	
Allspice, Jamaica, best qual., lb.	0 14
Cassia, Batavia, per lb.	0 35
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1 per lb.	0 53
Cinnamon, Ceylon, per lb.	0 50
Do., No. 0, carton, doz.	0 75
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar, per lb.	0 58
Ginger, washed, Jamaica, No. 1	0 65
Do., Jamaica, No. 2	0 40
Do., Japan or Africa, lb.	0 30
Mace, extra bright Penang, lb.	0 65
per lb.	0 [illegible]
NUTMEGS—	
Nutmegs, medium, 9 lb.	0 29
Do., carton of six, per doz.	0 80
Pepper, blk., Singapore, ex. lb.	0 21
Do., white, per lb.	0 33
Picking, ¼-lb. pkg., per doz.	0 80
Do., bulk, No. 1, per lb.	0 20
GROUND SPICE—	
Allspice, bulk, per lb.	0 18
Do., No. 2, per lb. 1 30	0 95
Do., No. 1, 4 oz. cartons 1 30	
Do., No. 1 4 oz., cartons	1 30
Cassia, No. 1 bulk, per lb.	0 27
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	0 95
Do., No. 1, 2 oz. cartons	1 30
Cinnamon, bulk, per lb	0 38
Do., 4 oz. cartons	1 95

TEA MARKET UNCHANGED

Winnipeg.

TEA—Latest advices from the primary markets report tea conditions strong and unchanged from what they have been for the past week. There is little change in the local situation, but buyers are of the opinion that higher tea prices will prevail.

ORANGE PRICES STEADY

Winnipeg

FRUITS—Oranges continue in a strong position, at prices ranging from $7. to $7.50 per case. Malaga grapes are held at a high figure of $16 per keg. Grapefruit is slightly easier at $6.50 to $7 per case for Floridas. Bananas are slightly higher and are quoted at 10c per lb. Apples are in good demand at $3 00 to $3.50 per box.

FRUITS	
Oranges, navels, 126s, per case	7 50
Do., navels, 324s, per case	7 50
Do., navels, 176s, 200s, 216s, 250s, per case	7 50
Do., navels, 324s, per case	7 00
case 6 50	7 00
Lemons, Cal., fancy, per case	8 50
Do., Cal. choice, per case	8 00
Grapefruit, finest Florida, all sizes, per case 6 50	7 00
Bananas, per lb.	0 10
APPLES—	
B. C. Delicous, No. 1, per box	3 75
B.C., Delicious No 2, per box	3 25
B.C. Wagners, No. 1, per box	3 25
B. C. Jonathans, No. 1 per box	3 00
B. C. Snows, No. 1, per box	3 00
B. C. McIntosh Reds, No. 1, per box	3 25
B. C. Wagners, Domestic, unwrapped per box	2 50
B. C. Jonathans, Domestic, unwrapped, per box	2 50
Grapes, Malaga, per keg	16 00

HIGHER PRICES ON LETTUCE

Winnipeg

VEGETABLES— California lettuce has advanced, now quoted at $7.50 per case. Florida celery is in good demand at $8 per case. Hot house rhubarb is in good demand at 25c per lb. New Texas cabbage is selling well at 6c per lb. Onion prices continue to advance with the price of $9 per sack for B. C. and $10 per case for Valencia.

VEGETABLES	
Cabbage, per lb.	0 02½
Head Lettuce, per case	7 50
Head Lettuce, per doz.	2 00
Leaf Lettuce, per doz.	0 75
Green Onions, per doz.	0 40
Cucumbers, per doz.	5 50
Tomatoes, per case	7 00
Potatoes, per bushel (Carload lots)	0 40
Do. per bushel (smaller lots)	0 50
Celery, per case	8 00
Onions, per sack (B.C.)	9 00
Do., per case (Valencia)	10 00
Cauliflower, per doz.	1 00
Mint, per doz.	1 00
Parsley, per dozen	0 75
Carrots, per lb.	0 02
Beets, per lb.	0 02

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Saskatchewan Markets

FROM REGINA BY WIRE

Regina, Sask., Feb. 28.—Further advances in flour brings the price to basis of $8.65 per barrel. All lines of Borden's milk declined 30c. to 60c. per case. Carnation milk is reduced 40c. per case. All Canadian canned goods remain firm and higher prices are looked for. Rice and sugar markets are steady. Teas con inue strong. Further advances are likely in rolled oats and other bulk cereals. Starch and syrups are expected to advance.

Beans, Kotenashi	5 95
Rolled oats, 80s	2 40
Rice, Siam	5 75
Rice, Blue Rose	9 25
Tapioca	7 25
Sago	7 25
Flour, per bbl.	8 65
Sugar, pure cane granulated, cwt	8 30
Cheese, No. 1, Ont., large	0 20¾
Cheese, No. 1, Ontario, twins	0 21
Butter, creamery, lb.	0 45
Butter, dairy, lb.	0 25
Lard, pure, 3s	9 75
Eggs, new laid, local	16 50
Do., No. 1 storage	13 50
Tomatoes, 2½s, choice	4 60
Lemons, case	8 00
Corn 2s, standard choice	3 00
Peas, 2s, standard choice	4 15
Do., 2s, Early June, choice	4 87
Salmon, Sockeye, 1s	21 00
Do., Sockeye, ½s	22 05
Strawberries, 2s, B.C. choice	8 30 8 90
Raspberries, 2s, Ontario choice	8 30 8 90
Cherries, 2s, red, pitted	7 20
Peaches, 2s, halves	7 20
Do., 2s, sliced	6 00
Apples, evaporated, lb.	0 18½
Peaches, evaporated, lb.	0 23
Prunes, 70-80	0 13
Beans—Ashcroft, per cwt.	6 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Feb. 28.—The wheat market is very strong resulting in a further advance in flour, making the price $8.40 per barrel. The situation in wheat makes macaroni look like good buying at present prices. The rice market is very firm. Higher prices are quoted on bulk teas. Wagstaffe's jams advanced. Crisco is one cent per pound higher while Rogers syrup is reduced 45c. to 55c. per case. Royal Excelsior dates are again reduced, the present price is $13.50 per case. Storage eggs are off the market while new laids are reduced to $13.50 per case.

Beans, Kotenashi, per cwt	5 35	5 90
Rolled oats, 80s		2 60
Rice, Siam	6 00	6 50
Japan, No. 1	7 65	8 00
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.		8 40
Sugar, pure cane, gran., cwt.		8 19
Cheese, No. 1, Ont., large	0 22½	0 23
Alberta cheese, twins		0 20
Do., large		0 22
Butter, creamery, lb.	0 31	0 35
Do., dairy, lb.		0 22
Lard, pure, 3s		11 10
Eggs, new laid, local, case		13 50
Tomatoes, 2½s	4 15	4 35
Pumpkin, 2½s, case	4 20	4 50
Lemons, case		7 75
Corn, 2s, standard case	2 80	3 60
Peas, 2s, standard case	3 95	4 20
New early June peas, case		4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye, ½s		21 55
Strawberries, 2s, Ont. ,case	7 95	10 00
Raspberries, 2s, Ont., case	7 60	9 25
Cherries, 2s, red. pitted		8 50
Peaches, 2s, halves		5 85
Do., 2s, sliced		6 25
Apples, evaporated, lb.		0 18
Do., 25s, lb.		0 18½
Pineapples, Hawaiian, sliced 2's	6 80	7 85
Do., canned, 2s	7 45	7 90
Potatoes, local, ton	20 00	30 00

British Columbia

FROM VANCOUVER, BY WIRE

Vancouver, B. C.,Feb. 28.—Local eggs declined 2c. making the price 36c. Receipts of eggs are increasing and the consumption is larger on account of the lower prices. Best butter is quoted at 35c.: local cheese, 21c.: pure lard, 16½c. and compound 14½c. per lb: beef steer 13½c.: cow, 12c.: mutton, 22c.: lamb, 26c.: veal, 16c. and hogs, 20c. Cauliflowers are selling at $3.00 per doz.: cabbage, $6.00 and celery $12.00 per crate. Head lettuce is $7.50 and leaf $1.80 per case. The potato market is very weak, local is quoted around $22.00 and up country $37.00 per ton. Apples are unchanged. White beans are higher, Kotenashi quoted around $5.25. Prunes are firm and scarce.

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., Feb. 28.—Potatoes are easier at $2.75 per barre'. Clear pork advanced to $35.50 while lard is higher at 20c. in pails and 19½c. in tubs. Shortening is also higher at 17c. in pails and 16½c. in tubs. Eggs are quoted at 48c. per doz.

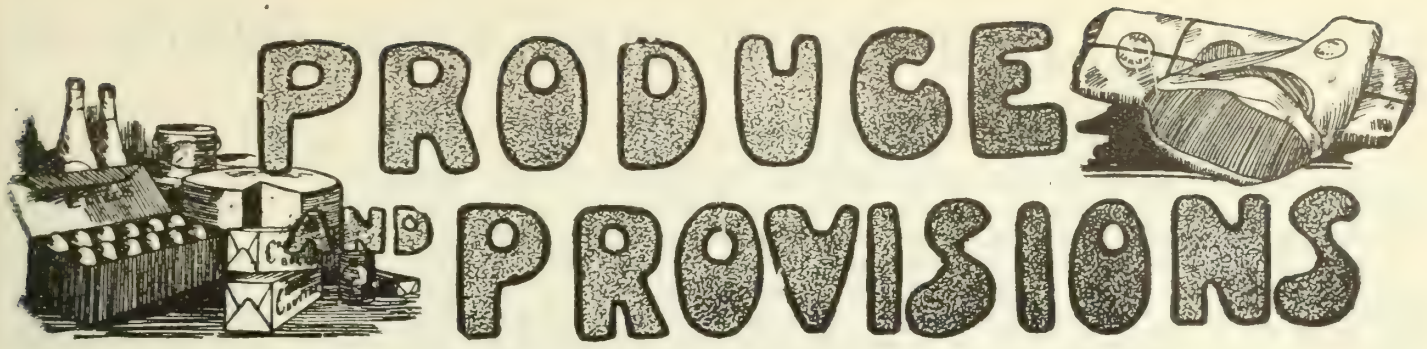
Rolled oats, bag	3 65
Do., bbls.	8 30
Cornmeal, gran., bags	3 00
Rice, Siam, per cwt.	7 00
Tapioca, per 100 lbs.	9 50
Molasses, gal.	0 60
Tomatoes, cans	2 00
Do., bags	6 00
Raisins, Valencia layers	0 24 0 30
Currants, cleaned	0 20
Prunes, 90-100, 25-lb. boxes	0 11¾
Lemon peel	0 34
Orange peel	0 34
Citron peel	0 46
Walnuts	0 28
Almonds	0 22
Brazils	0 20
Peanuts	0 17
Filberts	0 16
Cocoanuts, bag	6 00
Potatoes, per bbl.	2 75
Onions, bag	14 00
Do., crate	5 00
Pork, clear, bbls.	33 50
Pigs, feet, per 20-lb. pail	2 25
Hams, shoulder, per lb.	0 22
Bacon, side, per lb.	0 32
Bacon roll, per lb.	0 62
Lard, pure, in pails, lb.	0 20
Lard, pure in tubs, lb.	0 19½
Shortening, in pails, lb.	0 17
Shortening, in tubs, lb.	0 16½
Butter, creamery, prints	0 40
Butter creamery, solids	0 27
Oleomargarine	0 24
Cheese, whole, lb.	0 19 0 21
Cheese twins, lb.	0 21
Eggs, doz.	0 48
Sugar, cut loaf, cwt.	8 70
Sugar, stan., gran., cwt.	7 10
Do., Messina	6 00
Grapefruit, Florida, case	7 00
Bananas, lb.	0 13
Cornmeal, Gran. bags	3 25
Oranges, per case	7 00

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S., Feb. 28.—There are few changes to report in the markets this week. Fresh eggs have dropped to 42c. per doz. Creamery butter is quoted at 40c. and dairy 30c. per lb.

Flour, No. 1 patents, bbl.	11 00
Cornmeal, bags	2 50
Rolled oats, per bag	3 75
Rice, Siam, per 100 lbs.	9 06¾ 9 10
Tapioca, 100 lbs.	7 70
Sugar, standard, gran.	7 10
Do., No. 1 yellow	6 60
Molasses, gal.	0 63
Cheese, Ont., twins	0 23
Eggs, fresh, doz.	0 42
Lard, compound	0 15
Do., pure, lb.	0 19
American clear pork, bbl.	32 00
Tomatoes, 2½s., stan., doz.	2 00
Hams, aver., 12-18 lbs.	0 27
Do., aver., 18-25 lbs.	0 20
Hams, aver., 12-18 lbs.	0 26
Roll bacon	0 20
Butter, creamery, lb.	0 40
Do., dairy	0 30
Raspberries, 2s Ont., doz.	4 00
Peaches, 2s, standard, doz.	3 32½
Corn, 2s, standard, doz.	1 62½
Peas, standard, doz.	1 97½
Strawberries, 2s, Ont., doz.	4 00
Salmon, Red Spring, flats, cases	
Do., pinks	7 00
Do., Cohoes	14 00
Do., Chums	6 00
Evaporated apples, per lb.	0 17
Dried peaches, per lb.	0 22
Potatoes, Nat., 90-lb. bag.	1 35
Corned beef	3 00 3 55
Onions, Spanish, lb.	0 10
Do., American, bag 10 lbs.	13 50
Oranges, per case	7 00 7 50
Bananas, per lb.	0 10
Apples—	
Northern Spys, per bbl., No. 1	6 50
Do., No. 2	6 00
Do., No. 3	3 50



Sockeye Supplies Rapidly Diminishing

Opening Prices This Year Will Likely Show Advance—Better Prices Likely to Rule for "Pinks"—Buyers are in the Market for the Latter for the French Trade

By Roy H. Hunter, Staff Correspondent Canadian Grocer

VANCOUVER B. C., Feb. 28.—By February, last year, considerable sockeye salmon had been bought by the United Kingdom buyers who are always early, and in fact, are the main factors in setting salmon prices. With the fact apparently well established, that the available sockeye salmon supply is diminishing every year, U. K. buyers have been busy again this year, and some lots have been purchased. The interesting fact is that, in spite of the reluctance shown last year to paying high prices for sockeye, this year the first purchases of sockeye salmon halves have been closed at figures considerably higher than those at which last year's early purchases were made.

First Prices are the Highest

These first purchases are, of course, a sort of jockeying between those U. K. buyers who wish to assure themselves of a certain minimum supply of sockeye at a definite price, and the packers who are also eager to sell some percentage of their probable pack at some figure above their probable costs. It does not necessarily follow that the first purchasers will be the most fortunate purchasers, although the records of the past ten years show that the opening prices for general sale have always been a few dollars a case higher than the first prices paid by the early speculative buyers.

Sockeye Likely Higher

More especially in sockeye the advancing season usually shows the disparity between the demand and the supply available and the price takes corresponding advances. While there is nothing infallible about any market forecast the dealers who are by years of experience qualified to judge are of the opinion that the opening prices on sockeye salmon will also show some advance on last year. The demand for sockeye persists, and the supplies are rapidly diminishing.

Some few thousand cases of pink salmon halves have also been purchased by dealers supplying the French trade. The price paid was within 25c. per case of the estimated price at which the packers could profitably pack pink halves in 1922. Also it will become increasingly difficult to obtain any packer who will contract to pack at the figure paid.

Spot stocks of pink halves—and those are practically the only style acceptable to the French markets—are cleaned up. In this regard a peculiar situation has arisen.

Difference is Much Greater

The usual differential between ones tall and halves, in pink salmon, is $1.50 per case. In other words, in former years when pink salmon talls would sell at $6, pink halves would command $7.50. To-day the difference in price is almost double, due to the fact that while halves are in good demand in France, where a preferential tariff favors the Canadian packer, the talls are only saleable in highly competitive markets like Great Britain, and Australia, and the domestic market.

With the 1922 pack of pink, there will be a temptation for the packers to pack a heavy proportion of their fish in halves, as the ruling prices are greatly in favor of that pack. In that case, the possibility exists of the price on talls being strong and the price on halves being weakened; just the reverse of the present case. If the first sales of pinks recently consummated are any indication of the prices of pink salmon during the coming season, the packer will receive for his pack a small margin of profit, and the consumer will still receive, in pink salmon, good value for the money expended.

Number of Packers Smaller

The number of packers who will pack in 1922 is less than in 1921. The losses in 1921 were very heavy. Banks will not advance money for any speculative packing and practically no speculative stocks now remain to interfere with the old law of "supply and demand."

Egg Marketing Will Be Discussed in Joint Conference

Ottawa, Feb. 28.—Produce merchants, retailers, commercial poultrymen and officials of the Department of Agriculture, will hold a conference at the Chateau Laurier here on Monday, March 6, in respect to egg marketing. This conference will be fully representative of all branches of, and others interested in, the industry. Delegates will be in attendance from all parts of the Dominion, including British Columbia and Prince Edward Island.

The objects of the conference are two-fold:

1. To enable all interested, the producer, the wholesaler, the retail merchant and the consumer, to become thoroughly acquainted with each other's views and attitude toward the anticipated new Government regulations. Importation of foreign eggs, sale of eggs by grade, and charging of "loss off" back to the producer will be prominent subjects in the discussions.

2. Following such airing of the different views, to draft regulations for submission to the Government, with a recommendation that they be adopted, that will, in the opinion of this representative conference, be in the best interests of all classes and of the country.

HUDSON'S BAY CO. TAKES OVER STOCK OF YORKTON G. G. A.

Yorkton, Sask., February 27.—Last summer arrangements were being made by Yorkton Grain Growers' Association to take over the Hudson's Bay company departmental store at this point, but negotiations fell through on account of the poor harvest returns. Through depressed business the directors of the Grain Growers' store have decided to close, and the Hudson's Bay Company is taking over the stock on hand.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, MARCH 1.—The strength of the hog market and big advance in price has caused a number of changes in the produce market. Selected light weight hogs are higher on account of a keen demand and light offerings. Dressed pork advanced as a result and the smoked meat market also took the jump. Lard, which has been quiet for some weeks, strengthened up with an advance. The butter market is strong with a higher price quoted. The cheese market shows more activity and strength but wholesale prices are not changed. Eggs are easier in price with a decline of from 5 to 6 cents on account of larger receipts and a weaker market in the United States. The fish market is quiet but more activity is expected with the opening of Lent. The demand for poultry is light on account of high prices and the market is dull with prices holding.

HIGHER PRICES FOR BUTTER

Montreal

BUTTER—The strength which the butter market has been gaining is now more pronounced with an advance of two cents per pound. This strength is attributed to the increased demand for creamery butter for both local and export demand. Creamery prints are now quoted at 38c.

BUTTER—

Solids, creamery, finest	0 36	0 37
Prints, creamery	0 38	0 39
Second grade creamery	0 32	0 34
Dairy solids	0 30	0 31

CHEESE MARKET STRONGER

Montreal.

CHEESE—While the cheese market shows much improvement in strength and a higher quotation on export orders, the wholesale price remains unchanged but with a strong tone that with a marked increase in demand would develop into an advance. Supplies of cheese on hand are light and exporters are looking for further strength in the market. The local demand shows improvement.

CHEESE—

Large, per lb.	0 19	0 20
Twins, per lb.	0 19	0 20
Do., white	....	0 27
Triplets, per lb.	....	0 20
Fancy old cheese, per lb.	0 28	0 30
Stilton, per lb.	....	0 30
Quebec	0 19	0 20

EASIER EGG PRICES

Montreal.

EGGS—The egg prices are a feature of the retail grocery trade. Many local grocers are advertising the decline in prices and from 44c to 48c is being asked for new laid eggs in a retail way. The better production and an easier market in the United States has resulted in a drop of from 5 to 6c through the week.

EGGS—

New laid	0 40

LARD PRICES ADVANCED

Montreal.

LARD—The lard market, in sympathy with hogs, has strengthened to an advance after many weeks of weakness. There is some improvement in the buying with the advancing market and quotations on 20 pound pails stand at 16c to 16½c per lb.

LARD—

Tierces, 60 lbs.	0 14½	0 15
Pails, 20 lbs.	0 16	0 16½
Tubs, 20 lbs.	0 15½	0 16
Bricks	0 20	....

SMOKED MEATS HIGHER

Montreal.

SMOKED MEATS—The advancing hog market caused higher prices on smoked meats. Smoked hams show an advance of from one to two cents per pound with a strong tone and a good demand. The advancing market has improved buying.

BACON—

Breakfast, best	0 28	0 50
Smoked breakfast	0 28	0 40
Cottage rolls	....	0 28
Picnic hams	....	0 19
Wiltshire	0 25	0 28

MEDIUM SMOKED HAMS—

Weight, 814, long cut	0 30	0 33
Do., 14-20	0 29	0 30
Do., 20-25	0 27	0 29
Do., 25-30	....	0 27
Over 35 lbs.	....	0 26

ANOTHER ADVANCE IN PORK

Montreal

FRESH MEATS—The hog market displays further strength on account of a keen demand and light offerings. This has resulted in another advance which brings the price of selected light weights up to $14.75, an advance of $1.00 over quotations of a week ago. This advance is followed by higher prices on fresh killed pork and fresh cuts. Trimmed shoulders are now quoted at 20c and trimmed loins at 29c There is no change in beef prices. Only small supplies of fresh veal are on the market but butchers expect larger offerings within a week.

FRESH MEATS—

Hogs, live (selected, weighed off cars)	14 50	14 75
Fresh killed	21 00	21 50
Fresh Pork—		
Legs of pork (foot on)	0 22	0 24
Loins (trimmed)	0 28	0 29
Trimmed shoulders	....	0 20
Untrimmed	....	0 18
Pork sausage (pure)	....	0 20

Fresh Beef—

	(Cows)		(Steers)	
Hind quarters	0 10	0 13	0 12	0 16
Front quarters	0 05	0 09	0 05	0 08
Loins	0 19	0 22	0 22	0 27
Chucks	0 07	0 08	0 08	0 09

FISH PRICES UNCHANGED

Montreal

FISH—The fish market is quiet but dealers are expecting more activity with the opening of Lent. Prices are unchanged and the supply is sufficient to meet all requirements.

FRESH FISH—

Filets, 20 lb. boxes		0 17
Herring		0 08
Market Cod, fresh		0 07
Steak cod		0 08
Dressed B. C. Salmon		0 24
Haddock		0 06
Halibut		0 20
Flounders		0 10
Mackerel		0 16
White fish		0 18
Eels		0 13

FROZEN FISH—

Haddock		0 06
Halibut		0 20
Chicken halibut		0 17
Market cod	0 05	0 05½
Steak cod	0 6½	0 07
Doree		0 11
Qualla Salmon		0 11
Dressed B. C. Salmon		0 22
White fish		0 13
Dressed pike		0 07
Mackerel		0 13

OYSTERS—

Herrings		0 06½
Lake trout		0 14
Shell oysters, bbl.	8 00	15 00
Standard—Per No. 1 can		2 50
Do., No. 3 can		7 50
Do., No. 5		12 25
Jars—1 doz.	4 50	5 25

MARGARINE UNCHANGED

Montreal.

MARGARINE—The market for margarine is quiet with prices unchanged. The demand is limited. The best grades are quoted at 21c per lb.

POULTRY MARKET QUIET

POULTRY—There is no marked improvement in the movement of storage poultry and consumption shows signs of falling off. The approach of the Lenten season may show an improvement in the demand. Prices at present are unchanged.

POULTRY—

Dressed turkeys	0 50	0 52
Geese	0 28	0 30
Ducks	0 30	0 35
Chickens	0 34	0 42
Fowl	0 23	0 30
Roosters	0 18	0 23

Swift Canadian Toronto Plant is Visited by Fire

Toronto, Feb. 28.—Fire visited the big plant of the Swift Canadian Co. on Sunday. The loss is estimated in the neighborhood of forty thousand dollars. The fire broke out in a building used for an ice plant and a dressing room. It was fortunately checked in the cattle, sheep and hog drives on the second floor, where passageways lead off to the tank house. Had the flames got into these buildings there would have been a very serious conflagration.

An official of the company informed Canadian Grocer that the fire was not causing any disturbance in the operation of the plant, and orders were being filled as usual.

The premises of the Dominion Chocolate Company, at 60 Duchess street, Toronto, were damaged to the extent of $500 by fire on Monday of this week. The contents were damaged to the amount of $5,000. The cause of the fire is unknown.

ONTARIO MARKETS

TORONTO, MARCH 1.—The hog market continues strong, due, it is claimed, to the shortage of hogs throughout the country. Another factor in the situation is the fact that packers have been buying hogs sparingly for several months past and consequently there is little surplus stock in packers' hands. This has created keen competition for the small offerings, resulting in prices advancing rapidly. This condition is reflected in the market for all hog products with higher prices quoted on lard, shortening, hams, bacon and cooked meats. The egg market developed a further weakness, and prices dropped several cents. Butter is holding fairly steady while cheese under influence of a smaller export demand is quieter. There is an active fish market with slightly lower prices quoted on some varieties. Poultry is quiet but prices are well maintained.

BUTTER HOLDS STEADY

Toronto.

BUTTER—The market continues to hold fairly steady with prices ranging from 39c to 41c per lb., on better grades and around 35c on the second grades New Zealand butter is still a factor in holding the market at the present basis as large quantities are offered at prices generally lower than for the best Ontario makes.

BUTTER—

Creamery prints, No. 1	0 39	0 41
Do., No. 2	0 34	0 36

CHEESE QUIETER

Toronto.

CHEESE—The strong market which has prevailed in cheese for the past few weeks, is not quite so pronounced. The cheese market is chiefly under the influence of export conditions, and as business in an export way has to a large extent ceased for the time being, the market in consequence has developed a quieter feeling. Prices, however, are unchanged, but firmly maintained.

CHEESE—

Large, new (fodder)		0 19
Do., Sept	0 20	0 21
Do., June	0 23	0 26
Stilton, new		**0 24**

Twins, 1c higher than large cheese and tripets 1½ cents higher than large.

SLUMP IN EGGS

Toronto

EGGS—The market developed further weakness during the week. Quotations dropped 7c per doz., making dealers price to the retail trade 38c per doz. New laids in cartons are bringing 40c to 41c per doz. Heavier production in Ontario and a drop in the Chicago market is attributed to the reduction.

EGGS—

New laid		0 38
New laid in cartons	0 40	0 41

LARD AGAIN HIGHER

Toronto

LARD—The continued strength in the market for hogs is resulting in a stronger situation in the lard market. Prices have been advancing for the past couple of weeks and a further advance is announced this week. Quotations are now ranging from 18c to 20c on one pound prints and on the tierce basis 16c to 17c per lb.

LARD—

1-lb. prints	0 18	0 20
Tierces, 400 lbs.	0 16	0 17

Tubs are ½c higher than tierces and pails one cent higher than tierces.

SHORTENING UP ONE CENT

Toronto.

SHORTENING—The market is strong following the higher prices in the hog market and the stronger situation in the market for edible oils. Quotations are advanced one cent per lb. making 1 lb. prints 18c and on the tierce basis 15c to 15½c per lb.

SHORTENING—

1-lb. prints		0 18
Tierces, 400 lbs.	0 15	0 15½

MARGARINE QUIET

Toronto

MARGARINE—There is little of interest to report in this market. Prices continue steady under moderate demand.

MARGARINE—

Margarine, No. 1	0 22	
Do., No. 2		0 18

COOKED HAMS HIGHER

Toronto

COOKED MEATS—Influence of the higher prices in the live hog market is brought to bear upon the situation for cooked meats, particularly those varieties of a pork character. Boiled hams are advanced two to five cents per pound making ordinary round trimmed 43c to 47c and square pressed 45c to 50c per lb. Boiled shoulders are advanced to 40c per lb. while ox tongue is selling at 60c and jellied pork tongues at 32c to 35c per lb.

COOKED MEATS—

Boiled hams, lb.	0 43	0 47
Do., square pressed	0 45	0 50
Boiled shoulders, lb.		0 40
Head cheese, lb.		0 10
Choice jellied ox tongue, lb.		0 60
Jellied pork tongue	0 32	0 35
Bologna	0 13	0 15

Above prices subject to daily fluctuations of the market.

STRONG BACON MARKET

Toronto

PROVISIONS—Almost the entire list of provisions is showing upward tendencies as a result of the higher prices for live hogs. Smoked hams are advanced three cents per pound while bacon is also two to four cents higher. Dry salt meats are advanced one to two cents while lightweight pickled rolls in barrels are advanced to $46 with heavy at $41 per barrel.

Hams—		
Small, 6 to 12 lbs.	0 32	0 34
Medium, 12 to 20 lbs.	0 32	0 34
Large, 20 to 35 lbs. ea., lb.	0 28	0 31
Heavy, 35 lbs., and upwards		0 26
Backs—		
Boneless, per lb.	0 37	0 41
Rolled, per lb.	0 46	
Peameal	0 34	0 38
Bacon—		
Breakfast, ordinary, per lb.	0 24	0 31
Do., special trim	0 37	0 40
Cottage rolls		0 31
Roll, per lb.		0 27
Wiltshire (smoked boneless) lb.		0 29
Do., three-quarter cut		0 30
Do., middle		0 33
Dry Salt Meats—		
Long clear bacon, av. 50 to 70 lbs.		0 19½
Do., av. 80-90 lbs.		0 18
Clear Bellies 15-30 lb.	0 17½	0 19½
Fat backs, 10-12 lbs.	0 17½	0 16

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—		
Mess pork		38 00
Short cut backs, 200 lbs.		34 00
Picked rolls, bbl., 200 lbs.—		
Lightweight		46 00
Heavy		41 00

Above prices subject to daily fluctuations of the market.

STRONG HOG MARKET

Toronto

FRESH MEATS—The live hog situation continues strong under light offerings and a keen demand. Live hogs advanced 25c during the week, making the fed and watered basis $14.25. The cause of this strength is said to be the shortage of hogs throughout the country and it is claimed by some buyers that the market is likely to continue in a strong position for some time to come. The big packers, however, appear to have a different opinion and are endeavoring to break the market by sending out lower bids for next week. Cattle, calves and lambs are firm under small receipts. Fresh pork cuts show an advance of from two to four cents per pound.

FRESH MEAT—

Hogs—		
Live, f.o.b. per cwt		13 50
Live, off cars		14 00
Live, fed and watered, cwt.		14 25
Dressed, light, per cwt.	17 00	18 00
Do., heavy, per cwt.	12 00	14 00
Fresh Pork—		
Legs of pork, up to 15 lbs.		0 30
Loins		0 30
Fresh hams, lb.		0 31
Tenderloins, lb.		0 60
Picnics, lb.		0 18½
Montreal shoulders		0 21½
Boston butts, lb.		0 27½
New York shoulders		0 22½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 14	0 18
Front quarters, lb.	0 08	0 10
Ribs, lb.	0 12	0 18
Chucks, lb.	0 08	0 09
Loins, whole, lb.	0 25	0 28
Hips, lb.	0 12	0 14

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb.	0 13	0 16
Sheep, whole, lb.	0 08	0 12
Spring lamb	0 20	0 26

Above prices subject to daily fluctuations of the market.

SOME FISH PRICES EASIER

Toronto.

FISH—In anticipation for an extra demand for fish this week on account of commencing of the Lenten season, fish dealers are stocking heavier. Dealers report an active business with orders from the country points especially heavy. Prices on several varieties are slightly lower. Chicken halibut is quoted at 13c to 14c and medium 17c to 18c per lb. No. 1 smelts are quoted lower at 12c per lb. while in some quarters a lower price is quoted on Holland and Labrador herrings in kegs and barrels.

FRESH SEA AND LAKE FISH

Cod steak, lb.	0 10	0 11
Do., market, lb.		0 09
Oysters, No. 1 tins	3 25	3 70
Do., No. 3 tins	9 25	11 [illegible]
Do., No. 5 tins	15 00	18 00
Do., glass jars, doz.	5 00	5 75

Do., shell, per bbl.	**13 50**	**14 00**
Smelts, No. 1, per lb.		0 12

FROZEN FISH

Halibut, medium	0 17	0 18
Do., chicken	0 13	0 14
Do., Qualla	0 08	0 09
Flounders	**0 09**	**0 10**
Pike round	0 05	0 06
Do. headless and dressed	0 07	0 08
Salmon, Cohoe	0 15	0 16
Do., Red Spring	0 20	0 21
Brill	**0 10**	**0 11**
Sea Herring	**0 07½**	**0 08**

SMOKED AND SALT FISH

Haddies, lb.	**0 10**	**0 12**
Fillets, lb.		0 16
Kippers, box	**2 25**	**2 75**
Bloaters	**2 00**	**3 00**
Ciscoes, lb.	0 15	0 18
Salmon snack, lb.		0 20
Digby chicks, 5 to bundle	1 00	1 20
Boneless Digbys, 10 lb. box		1 50
Shred cod, box 24 cart.		**2 20**
Cod, 1 lb. tablet, box 24s.		**3 20**
Quail on toast "		**0 14**
Holland Herrings, mixed 10-lb. keg	85	1 10
Do., milkers, 10 lb. keg.	95	1 20
Labrador Herrings—		
Kegs, 100 lbs.		5 75
Do., barrels, 200 lbs.		11 00

QUIET POULTRY MARKET

Toronto.

POULTRY—Light receipts and a quiet market feature the poultry situation. The demand is only moderate so that the light receipts, augumented by a movement from the coolers is ample to take care of the business materializing. Prices show no change as compared with a week ago.

Poultry—

Prices paid by dealers—	Live.	Dressed.
Turkeys	30-35	40-50
Chickens, spring	00-25	00-32
Roosters	00-16	00-18
Fowl, 4 to 5 lbs.	00-24	00-25
Fowl, over 5 lbs.	00-25	00-26
Fowl, under 4 lbs.	00-14	00-22
Guinea hens, pair	1 25	1 50
Geese		00-26
Ducks, 4 lb. and over	00-23	00 30
Prices quoted to retail trade:		**Dressed:**
Ducklings	0 32	0 38
Hens, heavy	0 28	0 32
Hens, heavy	0 28	0 32
Do., light	0 20	0 28
Geese		0 30

(in tierces 400 lbs.)	0 17
Do., wooden pails, 20 lb. pail	3 60
Shortening, tierces of 400 lbs.	0 15
Do., per pail, 20 lbs.	3 40

POULTRY STEADY

Winnipeg.

POULTRY—There is practically no change in the poultry market as compared with a week ago. Prices are steady under light receipts, but at the same time the demand is equally light.

POULTRY—	
Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
Do., 3½ lbs., and over	0 30
D. P. fowl, 3½ lbs. and under	0 22
Do., 3 lbs. and over	0 24
No. 1 broilers	0 30
Turkeys, per lb.	0 42

MANITOBA MARKETS

WINNIPEG, MARCH 1.—The produce and provision market has shown a firmer trend this week. The hog market is advancing and all lines of fresh pork cuts have advanced accordingly. Butter is higher and the cheese market is holding firm. Good supplies of eggs from the States are arriving and are meeting with ready sale. In sympathy with the hog market all lines of cooked meats have advanced; also smoked ham and bacon. Lard and shortening have advanced and the tendency is for higher prices. There is a good demand for fish at unchanged quotations.

CHEESE MARKET FIRMER

Winnipeg.

CHEESE—Under influence of export conditions the cheese market continues with a strong trend. Considerable export business has developed and in consequence quotations are slightly higher. Dealers' prices to the retail trade on Ontario large is 21c per lb.

CHEESE—	
Stilton cheese large, lb.	0 24
Ont., large, lb.	0 21
Ont., twins, lb.	0 21½
Ont., triplets, lb.	0 22

BUTTER PRICES ADVANCE

Winnipeg

BUTTER—The butter market is showing a firmer tone and an advance of 2c per lb. on best table creamery is announced. Quotations are now 38c to 40c per lb. Supplies of good grade butter are comparatively light and the tendency of the market is upward.

BUTTER—		
Creamery, best table grade		0 40
Best table grade solids		0 38
Margarine	**0 22**	**0 25**

EGGS ARRIVING FREELY

Winnipeg.

EGGS—Large quantities of eggs are arriving daily from the South but very few locally are finding their way to this market. Case count eggs are quoted at 42c with new laid in cartons at 50c per doz.

COOKED HAMS ADVANCE

Winnipeg

COOKED MEATS—There is a fair demand for cooked meats. Cooked hams have advanced 2c per lb., making best quality 44c. Jellied ox tongues have also advanced and are quoted at 53c with pork tongues at 29c per lb. The higher hog market has resulted in higher prices on all lines of cooked meats.

COOKED MEATS—	
Best quality, skinned, 8-14 lbs.	0 41
Do., 13-16 lbs.	0 44
Roast ham, lb.	0 44
Head cheese, 6-lb tins, lb	0 12
Roast shoulders, lb.	0 30
Pork tongues	0 29
Jellied ox tongues, lb.	0 53
Luncheon cooked meats	**0 16**

HIGHER PRICES ON BACON

Winnipeg

PROVISIONS—Bacon quotations have advanced under the influence of a firm hog market. Best quality is quoted at 42c and other grades as low as 27c. Smoked hams have also shown an advance and are quoted from 22c to 33c per lb. Buying continues in small quantities to meet necessary requirements.

Hams—	
8 to 1 lbs., per lb.	0 33
16 to 20 lbs., per lb.	0 33
Boneless, 8-14 lbs., per lb.	0 37
Skinned, 14-18 lbs., per lb.	0 37
Skinned, 18 to 22 lbs., per lb.	0 37
Bacon, 6 to 10 lbs., lb.	0 42
Cottage rolls, boneless	0 24
Bellies 6 to 10 lbs., per lb.	0 43

ADVANCE IN LARD

Winnipeg.

LARD—Quotations are higher this week with firmer tendencies in the lard and shortening market. One pound prints of lard are quoted at 17c. Shortening has also advanced 1c per lb. and is now quoted at 15c in tierces of 400 pounds. With the continued firmness of the hog market the tendency is upwards.

LARD—	
Pure lards, No. 1 quality, per lb.	

BETTER DEMAND FOR FISH

Winnipeg

FISH—The fish supply is good with an increased demand. With the Lenten season at hand fish merchants are expecting a decided improvement. Prices are ruling steady with no change in quotations.

FISH—	
Brills	0 08
Herring, Lake Superior, 100-lb. sacks	**4 00**
Halibut, cases 300 lbs., chicken	**0 14½**
Halibut, broken cases, chicken	**0 15½**
Salmon, Cohoe, in full boxes, 300 lbs.	**0 16**
Salmon, Cohoe, in broken cases	**0 17**
Salmon, Red Spring, in full boxes	**0 20**
Salmon, Red Spring, broken cases	**0 21**
Soles	0 08
Whitefish, dressed, case lots	**0 12½**
Whitefish, dressed, broken cases	**0 13**
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	**3 50**
Haddies, in 30-lb. cases, per lb.	**0 12**
Kippers, East. Nat., 40 count, per count	**3 25**
Fillets, 15-lb. boxes, per lb.	**0 17**
Salt Fish—	
Holland Herring, milkers, 9 lb. pail, pail	0 95
Holland Herring, mixed, 9-lb. pails, pail	**0 85**

HIGHER PRICES ON HOGS

Winnipeg.

FRESH MEATS—The hog market has shown considerable strength. Best quality live selected hogs are quoted at $13.50 per cwt. The cattle market is showing a firmer tone and receipts are moderate. Steers of good quality are quoted at $5 to $6. Heifers are selling at $5 to $5.75 with fair kinds from $4 to $4.25. Few good veal calves are offered and best quality are quoted from $8 to $10. Very few sheep and lambs are available.

Selected, live, cwt.		13 50
Heavies	9 50	11 50
Light	12 00	12 75
Sows	7 50	9 50
Fresh Pork—		
Legs of pork up to 35 lb.	0 19	0 25
Spare ribs		0 16
Loins of pork, lb.	0 27	0 29
Fresh hams, lb.	0 20	0 26
Shoulders	0 15 to	0 16½
Fresh beef—from steers and heifers—		
Hind quarters	0 12 to	0 17
Front quarters	0 06 to	0 10
Whole carcass, good grade, lb	0 09 to	0 13
Mutton—		
Choice, lb.		0 18
Choice long hinds (leg and loin)		0 27
Choice Stews		0 10
Lambs—		
Choice, 30-45 lbs.		0 25
Veal—		
Good veal, 40 to 80 lbs, hind quarters		0 25

MANITOBA BUTTER WINS AGAIN

For the second time in two weeks Manitoba butter has taken first place in all Canada competitions, when entries in the Alberta Dairy show took first, second and third places respectively.

This Is the Season for— Fresh Pork Sausage!

The Big Seller

DAVIES' fresh Pork Sausage commands trade and holds it. At this season of the year, when the wind is chilly and with just a nip of frost in the air, you will find a ready sale for sausages. It's worth while featuring sausages prominently.

With this demand already created, why not take advantage of it by offering your customers a real high-grade fresh Pork Sausage? Davies' Sausages are seasoned just right, giving them that fine, delicious flavor which tempts the appetite, and sends the customer back for more.

There is a Sausage for Every Taste

Small or Large Oxford
Small or Large Yale
New England
Cambridge
Cheltenham
Little Pork

Or——you can get them in kegs of 35lbs., 75lbs., and 90lbs.
Order direct, or through our salesman.

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO
MONTREAL HAMILTON

A BIG ADVERTISING CAMPAIGN IN PROGRESS

Booklets,
House to House Distribution
Posters
Press Advertisements
Money Prize Schemes
Store Advertising

This big campaign is covering nearly the whole of Canada, and should mean more dollars for you.

We intend to make bigger sales than ever before. Help US and you will help YOURSELVES. Have your stocks ready. Let your customers know you keep this popular beef-food. Take advantage of the universal demand and get your share of the trade.

OXO CUBES

THE BEEF CUBES THAT SELL

OXO LIMITED
Montreal - Toronto - Winnipeg

Feature this popular dessert in your LENTEN displays

Junket
MADE *with* MILK

Feature and recommend this wholesome and economical dessert during the Lenten season. Junket is made with milk and has been prescribed by physicians for over a generation. It is well advertised and the many hundreds of delightful ways in which it can be served makes it in constant demand.

Be sure you have a good display of this wholesome economy dessert in your Lenten windows. It is sold in 10-tablet packages that retail at 15c with a good profit.

Chr. Hansen's
Canadian Laboratory
Toronto :: Canada

SELLING AGENTS FOR CANADA:
LOGGIE, SONS & CO.
32 Front Street W., Toronto

"High Standard Quality" + "Low Price"

always means Fast Sales . . . . . .

Brunswick Brand Sea Foods

Unusually fine flavor, low price and high standard quality—these are the three big reasons why **Brunswick Brand Sea Foods** are such popular sellers from coast to coast. The excellent profit margin they offer and the speedy rate at which they turn over has made them a selling proposition of such high order that few grocers can afford to ignore.

These delicious sea foods are perfectly cooked and are ready to serve on opening the tin. Try a sample order. **Brunswick lines** include the following:—

¼ Oil Sardines
Finnan Haddies
Kippered Herring
Clams
¼ Mustard Sardines
(Oval and round tins)
Herring in Tomato Sauce

Connors Bros., Limited

Black's Harbor, N.B.

Winnipeg Representatives

Chas. Duncan & Son, Winnipeg, Man.

ACME PELLETS

In 5 lb. decorated glass-front tins.

Also put up in 5 lb. paper boxes.

In 5 lb. decorated glass-front tins.

Also put up in 5 lb. paper boxes.

Everything in Licorice for the Grocer's requirements, including Lozenges in 5 lb. paper boxes, Powdered Licorice Extract and Paste.

Y & S Stick Licorice

in individual 10c. cartons; 30 cartons to box.

Price List on Request.

NATIONAL LICORICE COMPANY

MONTREAL

—WE SELL THE WHOLESALE TRADE ONLY—

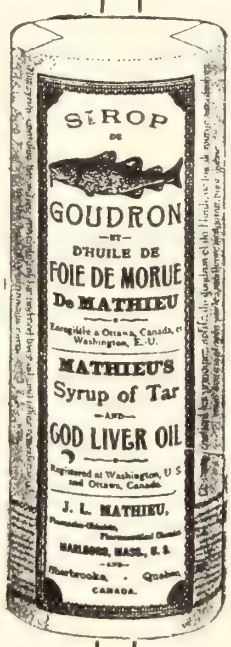
57

Profits from Ketchup

Heinz Tomato Ketchup can mean only one thing — fresh red ripe tomatoes blended with pure spices, granulated sugar and onions. Years of experience and the finest materials insure the same high quality in every bottle. Such a product backed by the volume of newspaper advertising which it is receiving will, with proper attention, yield for you the most gratifying returns. Display Heinz Ketchup and watch your sales increase.

H. J. Heinz Company

Montreal — Factory: Leamington — Toronto



How Many Customers will enter your Store with Colds this Spring?

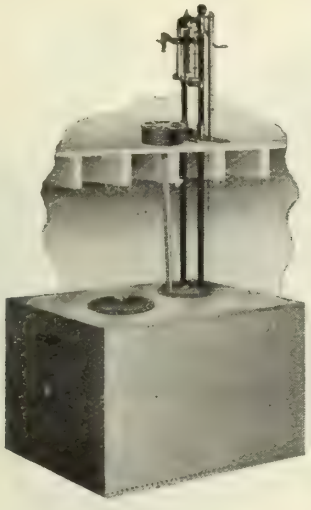
MATHIEU'S SYRUP OF TAR AND COD LIVER OIL

Spring is the season when coughs and colds are rampant and hundreds of your customers will undoubtedly have their share. Don't let them go to a drug store to buy cough remedies when you can sell them in your store and reap handsome profits by giving them **Mathieu's Syrup of Tar and Cod Liver Oil**, the nationally-known and dependable cough remedy. Leading grocers throughout Canada are earning big profits selling this excellent remedy. Why not get your share?

J. L. Mathieu Co.

Proprietors

SHERBROOKE - - QUEBEC



Protect Your Merchandise Against Pilfering

You will admit that it is not good business to leave your store unprotected while you go into the back room or the basement for a gallon of kerosene.

But hundreds of merchants do this every day.

A Bowser Tank is made to be installed in your sales room. It serves kerosene quickly, accurately and without contamination of other merchandise. It practically places the handling of kerosene on a package-goods basis.

This system will protect your profits.

Bowser Equipment is MADE IN CANADA by
S. F. BOWSER CO., Ltd., 66-68 Fraser Ave., Toronto

Write for
Illustrated Booklet
C-11

BOWSER
ESTABLISHED 1885
PISTON-TYPE MEASURING PUMPS

The Leading Line in Patents

BEECHAM'S PILLS

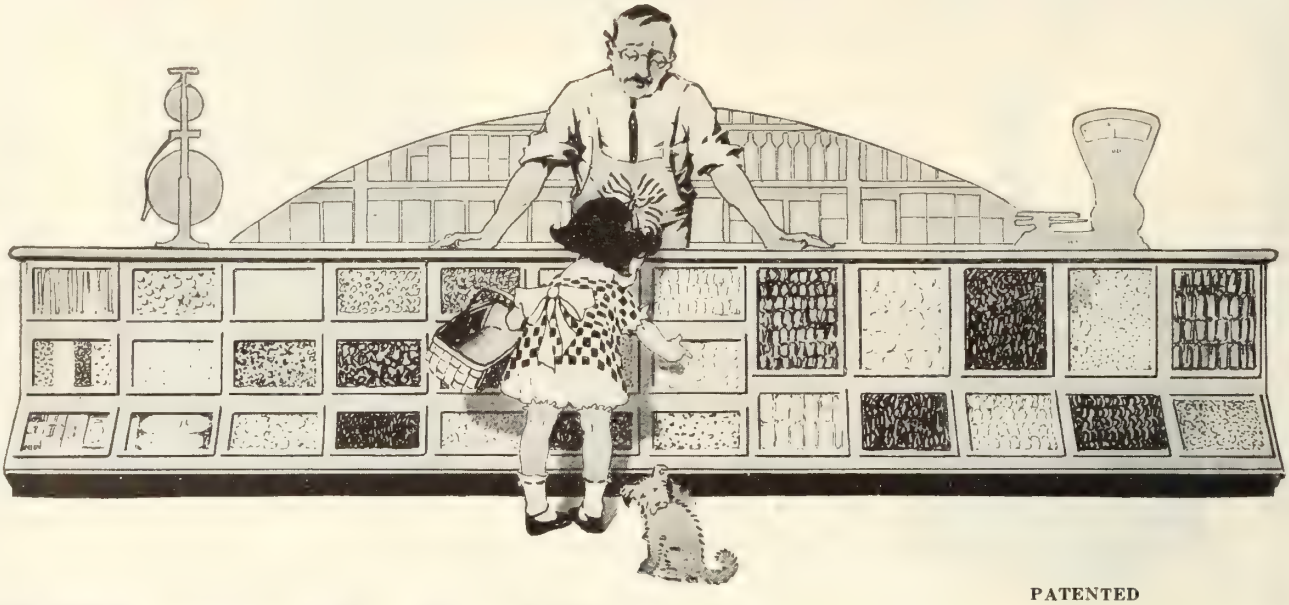
The Largest Sale of any Proprietary Medicine in the World

The Proprietor of Beecham's Pills begs to notify the Retail Trade of Canada that in consequence of the liberal advertising which is appearing in the press throughout the Dominion and the fact that Beecham's Pills are so well known and valued by the residents who have come from the British Isles, the demand is rapidly increasing and retailers are recommended to purchase Beecham's Pills in larger quantities and obtain the advantage of a better price.

In boxes, 25c. and 50c.

Prepared by the Proprietor, THOMAS BEECHAM, St. Helens, England.

HAROLD F. RITCHIE & CO., LTD., Sole Agents, Toronto, Ont., Canada.



PATENTED

"There It Is!"

LIKE a good salesman, your Sherer Counter is constantly reminding every customer of some forgotten necessity. Back of the counter the clean, tight drawers hold your bulk foods—all within easy reach—only a few steps from scale, wrapping paper and cash register. Such a counter as this provides sanitary storage for about 2000 lbs. of bulk foods, on which you make better profits—that cost your customers less.

Try this plan of showing your customers how to practise sensible economy—at the same time **increasing your volume and your profits.**

Sherer-Gillett Co., Limited

Dept. 57

Guelph, Ontario

Sherer Counters are completely manufactured in Canada by Canadian craftsmen from Canadian materials.

Sell Food By Weight

MAIL COUPON TO-DAY for Catalogue and Terms

Sherer-Gillett Co., Ltd.,
Suffolk St.,
Guelph, Ontario. Dept. 57

Send us your 1922 catalogue and easy terms.

Name .....

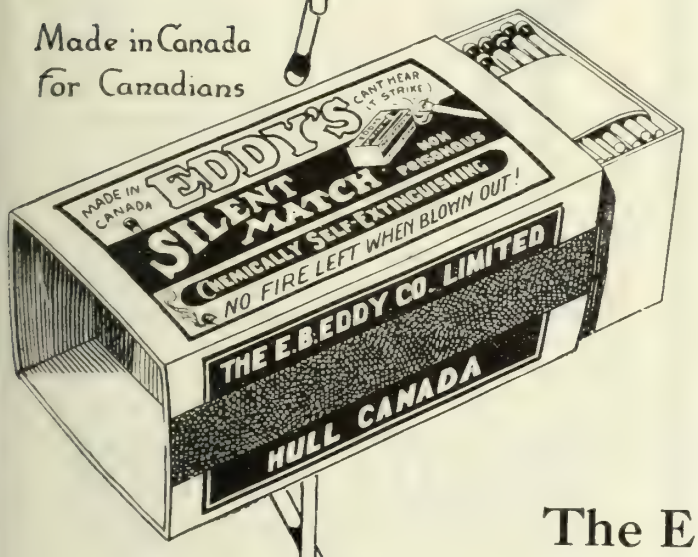
Street and No. .....

Town .....

Province .....

Sales Are Never Slow

Made in Canada
for Canadians



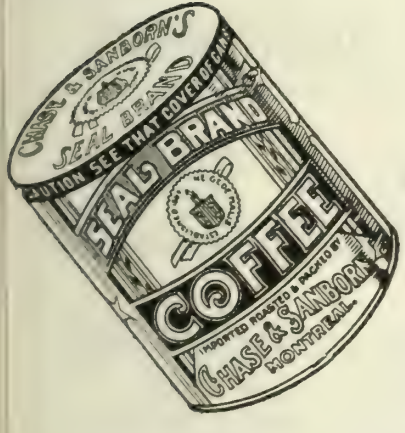
The demand for Eddy's Matches is a steady year round demand. Every day, everywhere, people buy matches, and nine people out of every ten expect the dealer to hand them "EDDY'S" when they ask for matches.

Whatever the customer's match "tastes" may be the Eddy dealer can very easily meet them with just the right Eddy light. For there are more than thirty different varieties of Eddy Matches—for every purpose and for every purse.

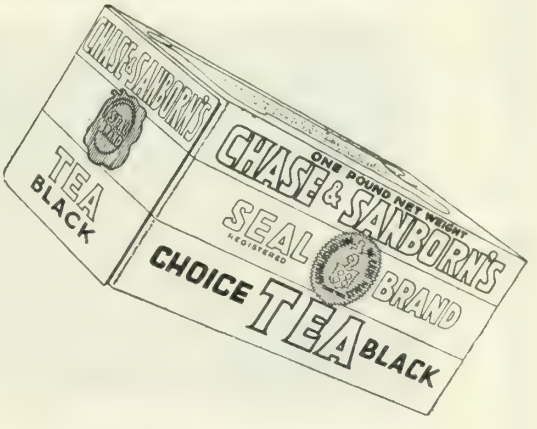
Is your stock complete?

The E. B. Eddy Co., Limited

HULL, CANADA



CHASE & SANBORN'S



High Grade

TEAS AND COFFEES

Are Produced
Up to a Standard

Not
Down to a Price

Chase & Sanborn - Montreal

Mr. Merchant:

Here is the Leader of hair tonics and renewers

Glover's Mange Medicine

A business success of over 35 years is behind this medicine.

Advertising matter bearing imprint and display cards supplied gratis.

H. Clay Glover Company, Inc.

129 West 24th Street New York City

EVERY HOME NEEDS

KEATING'S

To have Keating's is to sell Keating's. It is the universal insecticide: fatal to every form of insect life, but harmless to human or animal life:

Flies	**Ants**	**Bugs**
Fleas	**Wasps**	**Roaches**
Mosquitoes	**Beetles**	**Moths**

No insect can live once it comes into proper contact with Keating's, and as even the most tidy home cannot escape the unwelcome visit of some member of the bug family, so the careful housewife will keep a tin of Keating's constantly on hand for immediate use.

Made by THOMAS KEATING, London, England

Established 1788

SOLE AGENTS FOR CANADA

HAROLD F. RITCHIE & CO., LIMITED

McCaul Street, TORONTO

Cane's Pencils, extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.

Newmarket, Ontario

THE TEN COMMITMENTS

The label:

Cream of Malt

(Registered at the Patent Office, Ottawa, Ont.)

Stands for:

1st. Highest grade selected barley.
2nd. Expert Malting.
3rd. Scientific Handling.
4th. Pasteurized.
5th. Hermetically Sealed.
6th. Hygienic and Sanitary conditions, throughout entire process.
7th. Supreme Quality.
8th. Right Price.
9th. Best Results.
10th. Satisfied Customers.

Surpassed by None Demand It **Equalled by None Take No Other**

Canadian Malt Extract Co.

16 Pearl St.

TORONTO, ONT.

MEXICAN TOMATOES

arriving freely, quality first class.

MARMALADE ORANGES

Two cars this week, order now before supplies run out.

WHITE & CO., LTD.

Wholesale Fruit & Vegetables

TORONTO

Phone Main 6565 or Main 6699

LAKE SUPERIOR HERRING

In kegs, half kegs, and pails

British Columbia Cohoe,

Qualla, and Halibut.

Georgian Bay frozen, also pickled trout,

Manitoba Whitefish.

LEMON BROS.

Owen Sound, Ontario

Fruit, Produce & Commission Merchants

Always Before the Public

Golden Orange Brand Navels

An Orange that creates a Sale

UNEXCELLED in APPEARANCE and QUALITY

Sold exclusively by

Hugh Walker and Son Limited

"The House of Quality"

Guelph Ontario

Maple Leaf PHARMACEUTICAL Extract of Malt

will positively make the finest Home Brew.

This Pharmaceutical Malt Extract is the purest and best concentrated Malt Extract on the market, "and don't you forget it."

Our Extract Malt is made in Canada.

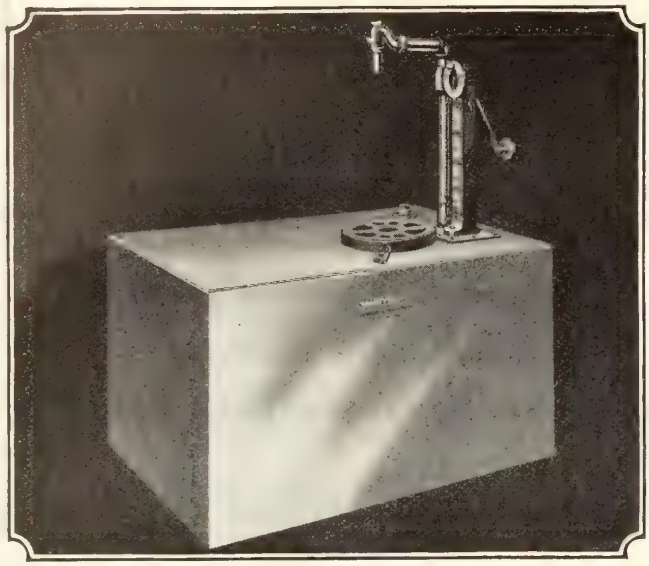
Try It Now

Packed in 2½ lb. tins, 24 to the case. A sure seller, showing a nice profit.

Write to-day for prices.

Maple Leaf Malt Extract Co.

61 Canning Street, Montreal



Do you sell kerosene for *profit* or just as an *accommodation?*

The kerosene which you sell—does it, when you total your month's business, amount to an accommodation for your trade or a real source of profit to you?

The shrinkage in volume due to evaporation, the waste caused by the frequent overflowing of your measure, occasional unauthorized and unknown withdrawals—all these things cut down, perhaps even wipe out, your profit on kerosene sales.

And all these losses can be prevented—can be turned into profits. So that merchants like yourself can turn these losses into profits on the sale of kerosene, we manufacture kerosene storage systems for the retail store.

The Wayne tanks which we make are air-tight. Evaporation cannot take place.

The pumps which go with Wayne Kerosene Storage Systems automatically measure pints, quarts, half-gallons and gallons. When the desired quantity is pumped, the flow stops. There is no overflow, no drippage.

Wayne Kerosene Storage Systems for the retail store do not cost much. And they automatically attend to the job of putting your kerosene sales on a real profit-paying basis.

Send for Bulletins 164-CG and 165-CG

Canadian Tank & Pump Co., Ltd.
123 Adelaide St., W. Toronto, Ont.

REG U S
Wayne
TRADE MARK

OIL CONSERVATION SYSTEMS

Gasoline and Oil Storage Systems | Heavy Metal Storage Tanks | Water Softening Systems | Oil Filtration Systems | Oil Burning Systems
Furnaces for Metal Melting Forging and Heat Treating

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60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

JOHN ADAM & SON,
Collingwood, Ont.
Manufacturers of Brooms only
Our DUCHESS and PERFECT are two grades that sweep clean and wear well.
Warehouse Brooms a Specialty. If your jobber cannot supply your needs get prices from us. Satisfaction guaranteed.

J. & J. Taylor's Safes
One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.
One J. & J. Taylor safe 18 inches deep, two feet 9 inches wide. four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 108, Canadian Grocer. 153 University Ave., Toronto

Say You Saw It In Canadian Grocer, It Will Help To Identify You

CALIFORNIA CANNED FRUIT CLEANING UP

A survey of the California canned fruit situation by the Southern California Bureau in March last showed stocks on hand to be 916,000 cases. The pack of 1921 was 1,689,000 cases, making the total supply 2,605,000 cases. Sales of Southern California fruits to February 13 were 2,143,000 cases, leaving 462,000 cases on hand at that time. The surplus now is less than half of what it was on March 15, 1921, while the figures disclose that an excess of 554,000 cases were sold since March 15, 1921, than were packed during the entire season of 1921.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville. Ont.

Say you saw it in
CANADIAN GROCER
it will help to identify you

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank Street

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

BARRELS
For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

GENERAL STORE FOR SALE IN FARMING community, most up-to-date store in village. Fully equipped, small opposition. Near Railway Centre. Good Summer Resort. For particulars write Box 166, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—MERCHANTS' PRICE TICKETS—$1.50 a hundred; 10 samples 25c., M. Moorby, Newmarket, Ont.

POSITION WANTED IN WESTERN CANADA by clerk, married, with 12 years' experience in groceries and hardware in general store. Thoroughly understands the business, also curing of butter and packing of pork to preserve it through the summer. Not afraid of work, can furnish best of references. Available May 1st. Please state salary and apply to Box 170, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—BRICK STORE 25 x 60 TWO story. An excellent opening for business. Situated in Melbourne, Ont., on the provincial highway. Also the M. C. Railway. Apply to Anderson Co., 12 Market Lane, London, Ont.

WANTED

PERMANENT POSITION WANTED BY MARried man, having 5 years successful store experience; Ontario preferred. Salary $12.00 per week. Box 162 Canadian Grocer, 153 University Ave., Toronto, Ont.

THREE LIVE WIRE SALESMEN WITH ESTablished connection with wholesale grocery, and confectionary trade for City of Montreal, and Province of Quebec, great variety grocery lines handled. Apply in writing with fullest details as to connection and experience, references, etc. to Box 22, Canadian Grocer, 128 Bleury Street, Montreal.

FRENCH SHIPPER DESIRES AGENTS IN various provinces of Canada for the sale of walnuts (shelled and in the shell). Bigarreaux cherries, crystallised fruit, blackcurrant pulp, olives, olive oil, cream of tartar. Write: Charles Bremaud, 89, Fleet Street, London, E.C., 4, England.

MANAGER FOR LEADING KASH AND KARry store (not a chain store) must be good buyer, able to make cash talk, also good salesman, able to compete with chain store. State experience, references, and salary expected. J. D. SHELTON, 501 Dougall, Windsor, Ont.

Good Sellers make business easy

BAKER'S
Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.

Registered Trade Mark

Made in Canada by

Walter Baker & Co. Limited
Dorchester, Mass. Montreal, Can.
Established 1780

How To Subscribe

Those desiring to subscribe to this paper may use form below. Mail to nearest office. The offices are: 314 Carter Cotton Bldg., Vancouver; 901 Confederation Life Bldg., Winnipeg; 153 University Ave., Toronto; and Southam Bldg., 128 Bleury St., Montreal.

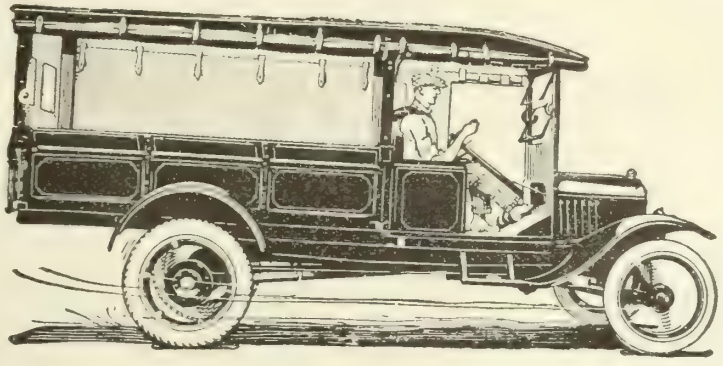
CANADIAN GROCER,
MacLean Publishing Co.

Please enter my name as a subscriber to Canadian Grocer. Cheque Enclosed is Money Order for $4 (four dollars) for 52 copies, one each week.

Name.....
(Write plainly)

Address.....
(Write plainly)

Other subscription rates are: Great Britain, South Africa and West Indies, 16s a year; United States, $4.50 a year; other countries $6 a year; single copies, 25c., in advance.



RAPID DELIVERY

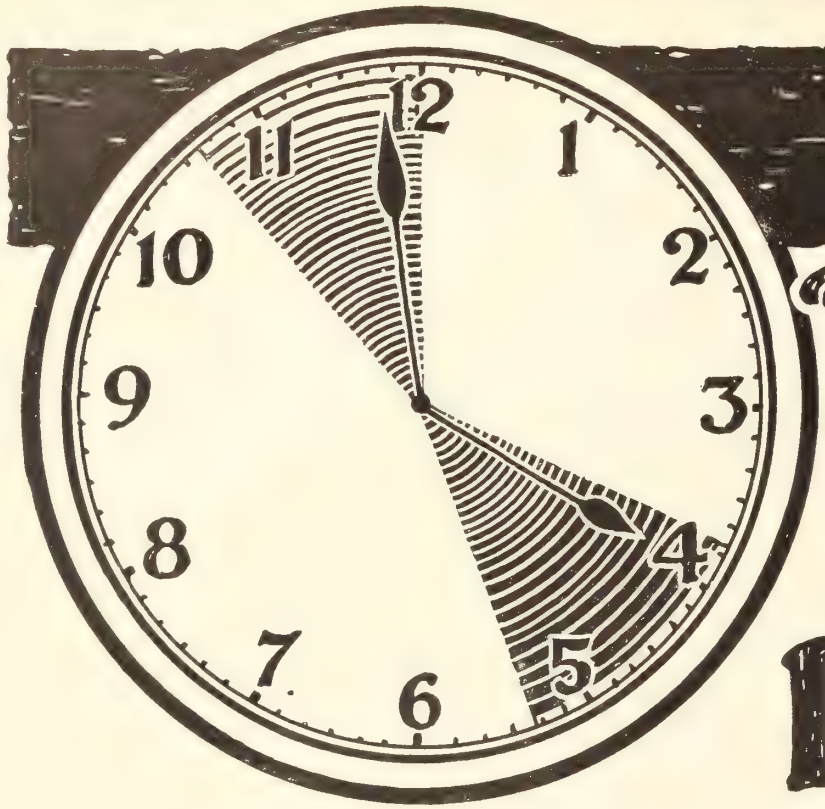
Ford Truck

with Canopy Top Body

The new 5-1 worm gear, now optional on all trucks, gives speed up to 25 miles per hour. The double ventilating windshield and the storm roll curtains protect the driver. The closed front and rear and roll side-curtains protect the load. It can be converted in a minute from an open to a closed truck. Now a standard body and can be obtained from any Ford dealer.

Ford Motor Company of Canada, Limited, Ford Ont.

113T



"the Danger Hours" in your Business

SHOW us a business that has no "danger hours" and we'll show you a stagnant business.

Keep your eye on the "danger hours." They are well worth watching and studying. They're those hours in which you carry your peak-load of trade—when customers come with a rush that tests the capacity of your clerks and your equipment.

Such a peak-load is a precious asset. It offers you profits and prestige that you can't afford to lose. Why endanger these by trying to "get along" with too little equipment, with out-of-date equipment or with faulty new equipment?

Dayton Automatic Scales

not only assure lighter work and larger profits in the "normal" hours of the day but are the greatest of all helpers in carrying the peak load. But keep in mind: One Dayton cannot be expected to do the work of two, any more than 1912 equipment can be expected to meet the needs of 1922. The grocer who is prepared to turn peak loads into profits never fails to provide an adequate number of Daytons at convenient points in his store to enable his clerks to speed up service. Here is the reserve power that wins.

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

FRANK E. MUTTON, Vice-President and General Manager

Head Office and Factory - 300 Campbell Avenue, Toronto

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, St. John, N. B., Halifax, St. Johns, Nfld.

Also Manufacturers of International Time Recorders and International Electric Tabulators and Sorters

THE DAYTON IS MADE IN CANADA

QUEBEC NUMBER

CANADIAN GROCER

Members of The Associated Business Papers — Only Weekly Grocery Paper Published in Canada

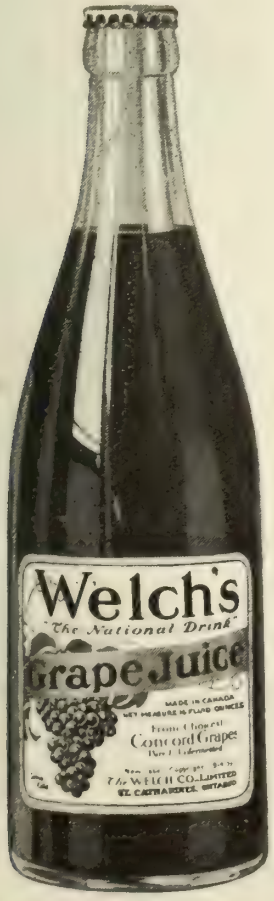
THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI PUBLICATION OFFICE: TORONTO, ONT., MARCH 10, 1922 No. 10

Welch's

"THE NATIONAL DRINK"

At the present reduced prices, Welch's is a more popular seller than ever before. It is a remarkable value because it is a pure fruit juice—pressed from selected, purple ripe Concord grapes.



Welch's needs no introductions to your customers. They have used it many years, knowing its excellent quality and purity.

Welch's is a social drink. Sell it for receptions, parties, dances. Tell your customers of its goodness with ginger ale or lemonade or charged water. Or in ices and with many desserts. Sell it as a health drink—a daily beverage.

Welch's will sell—at a price that gives you a good profit. Keep a plentiful stock during the summer months. Welch prices are quoted by all wholesalers.

The Welch Quality Jams are made with the same careful attention to quality. Ask your wholesaler for a complete line of "The Welch Lades" in 15-oz. and 4-lb. tins and for Welch's Grape Juice in quarts, pints and Junior (4-oz.) bottles.

The Welch Co., Limited, St. Catharines, Ontario

When You Buy Grape Juice

Consider carefully the price you pay. The consumer will expect to purchase grape juice at thirty-five cents for "medium" size and sixty-five cents for "large" size. It will be difficult to retail grape juice at higher prices. Be certain that your costs permit you to sell at these popular prices and at a worth while profit.

$6.00 per case for Large size, One Dozen
$6.50 per case for Medium size, Two Dozen

Do not buy at a higher list. An increased cost per case means that your grape juice cannot be retailed at popular prices at a profit. You now can buy good grape juice at this low cost per case and if you buy in five case lots, receive ten per cent. free grape juice. Buying on the free deal basis, freight prepaid, and selling at popular prices will pay over thirty per cent. profit on the selling price.

OUR GUARANTEE:—Marsh's Grape Juice is the Pure Juice of choicest Concord grapes. No manufacturer uses better grapes, in fact Grape Juice of a better quality cannot be made. Every bottle guaranteed to please your trade. It is just a little sweeter, and with a better flavor.

There's Another Grape Juice!

Niagara Falls Ontario **MARSH'S** Niagara Fa Ontario

Newspapers and Magazines Busy Selling Palmolive

THERE are two good reasons why Palmolive is the toilet soap leader, both with the trade and the consuming public. First is the supreme quality which is assured users in every cake. There is only one grade of Palmolive made, and that is *the best* which costly materials and efficient manufacturing methods can produce.

This supreme quality is explained to millions every month and all the year through the medium of the powerful and attractive Palmolive advertisements which appear all over the Dominion in National Magazines and leading newspapers.

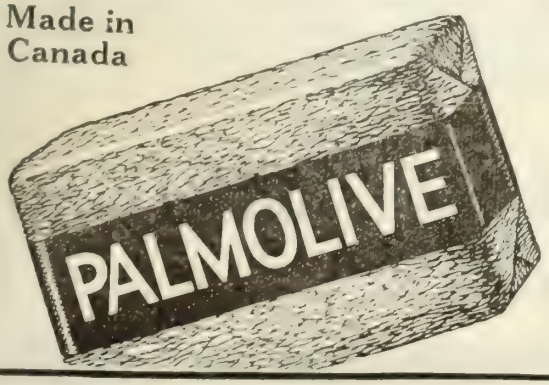
The best of all buying classes — the intelligent, progressive reading public, is constantly impressed with the benefits which follow the use of Palmolive.

The romantic Palmolive story is very appealing and interests every reader. Result — these readers, which aggregate millions, are impelled to try Palmolive. One trial and Palmolive quality makes a life user.

From every angle, Palmolive should be your soap leader. There is greater profit in bigger orders. Consult a Palmolive salesman today.

THE PALMOLIVE COMPANY
OF CANADA, LIMITED
Winnipeg Toronto Montreal
Also makers of a complete line of toilet articles

Made in Canada



1531

You can greatly increase your Biscuit sales with

CHRISTIE'S
PATENTED BISCUIT CABINETS

ONE OF OUR SPECIALLY DESIGNED DISPLAY CABINETS (51 Sections)
Height 4 feet. Length 14 feet, 6 inches. Oak Trim, Light Finish.

Hundreds of merchants all over Canada are showing a very handsome increase in their Biscuit business installing Christie Patented Biscuit Cabinets.

With a Christie Biscuit Cabinet, it is a simple matter to fill an order for an assorted pound. Just draw out the tin or section of each line, walk right along, taking a few biscuits out of each.

It also enables the merchant to index the biscuits. For instance all hard sweets together, marshmallow, sandwich, etc. This is valuable as it saves a great deal of time in putting up orders and there is no confusion in locating a certain biscuit as is usually the case when separate tins or no system is used.

Another method of classifying the biscuits is to run them alphabetically.

The fact that each variety of biscuit has a uniform appearance when displayed in the Christie Cabinet goes a long way to stimulate sales. Its attractiveness does it.

CHRISTIE, BROWN & CO., LIMITED

TORONTO, CANADA

WAYAGAMACK PURE KRAFT

GLAZED UNGLAZED

FINESTRIPE - PLAIN - BROADSTRIPE

According to the old adage

"A PENNY SAVED IS A PENNY GAINED"

If users of wrapping paper and paper bags always insist on being supplied with

WAYAGAMACK PURE KRAFT

many dollars a year can be saved, for the simple reason that it gives fifty per cent. more service than wrapping papers of an inferior grade and consequently costs less.

Any paper wholesaler will prove the truth of this statement by a practical demonstration. It is unrivalled as a paper for the manufacture of envelopes, notion bags and paper containers of all descriptions. Wayagamack Pure Kraft which means

Strength and Security

can be obtained from all paper wholesalers from Halifax to Vancouver.

ANNOUNCEMENT
TO THE TRADE

THE MANY hundreds of aggressive grocers who have experienced the added satisfaction and profit in selling **McLeod's High Quality Flours** will be interested in knowing that A. C. McLeod, president of the Canadian Cereal Co., Stratford, Ont., has repurchased the mill and properties along George Street, Stratford, formerly known as the McLeod Milling Co. The business will now be conducted under the latter name. About four years ago the Canadian Cereal Co. was organized and the McLeod Milling Co. was affiliated, with Mr. McLeod as president. Some months ago the Canadian Cereal Co. went into liquidation, intending to reorganize. However the reorganization is not now contemplated and Mr. McLeod again assumes the direction of the McLeod Milling Co. By virtue of this purchase Mr. McLeod will be enabled to resume a **personal contact with the trade** that will mean even better service than before to their many patrons and friends.

Two Economical FLOURS of unusual excellence.....

McLEOD'S

"SPECIAL"

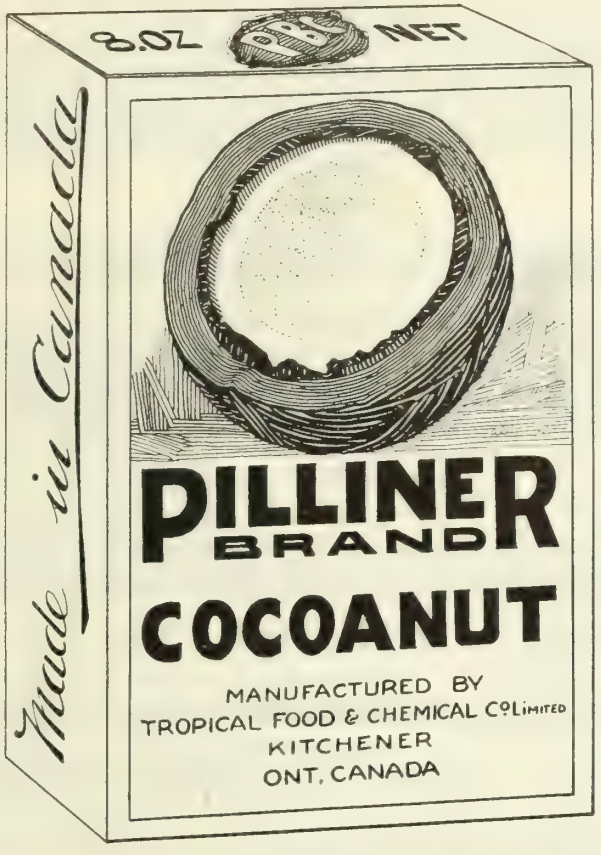
AND

"OUR CHIEF"

You can't offer your customers more dependable or economical flours than these two popular brands. "Special" is a blended patent scientifically milled from the finest Ontario Winter and Manitoba Spring Wheat. "Our Chief" is a standard Manitoba patent and is sold under a guarantee of quality with other recognized standards. They are both big favorites everywhere they have been introduced. Their recommendation will bring you increased business.

The McLeod Milling Co.
STRATFORD - - ONTARIO

Sold by the Package



Made in Canada

Increase Your Reputation for Quality--Sell Package Cocoanut

Pilliner Brand Cocoanut will increase your reputation for selling quality merchandise. It is made from selected Jamaica nuts. The air-tight carton keeps in all the original flavor and the cocoanut is always snowy white and pure.

These are things your customers are certain to appreciate. You too will appreciate the package that prevents losses from evaporation or other spoilage.

Your jobber can supply you with Pilliner Brand—the cocoanut in the package—or write us.

Tropical Food & Chemical Co., Limited

476 King St. W., Kitchener, Ont.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers' Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

DONALDSON PHILLIPS AGENCIES LIMITED
744 Hastings West. VANCOUVER Cable Address "LIVEWIRE"
MERCHANDISE BROKERS, IMPORTERS, EXPORTERS
Canned Salmon, Nuts, Dates, Seeds, Cocoa-butter, Cereals etc.

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

CAN GIVE YOU

SERVICE

and by **service** we mean we give our principal's account **preferred attention** in every respect; **we** have a **sales organization** second to none; **exceptional warehouse accommodation** at all points, along with the **financial responsibility** which means much to the **manufacturer** who wants some guarantee of **stability** from their representatives.

THE NATIONAL BROKERS

HEAD OFFICE:
WINNIPEG, MAN.

Branches: REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER, MONTREAL
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

WILLIAMS STORAGE LIMITED

W. R. WILLIAMS, PRESIDENT AND MANAGER

The Largest Storage, Distributing and Forwarding House in Western Canada

Concrete and Steam-Heated Warehouses - Excellent Track Facilities

LOW INSURANCE

"SERVICE" is Our Motto - WINNIPEG

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

Standard Goods Win Abiding Trade

Cottam Bird Seed

The Standard of Bird Keepers and Grocers Since 1881

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Personal Marketing Service

The "House of Scott-Bathgate" offers manufacturers who are desirous of successfully placing their products in the rich Western field a personal selling organization with an 18-year-old reputation for producing big results.

We have successfully placed such products as Christie's Biscuits, Robertson's Confectionery and Hungerford & Smith's Fountain Supplies and we can do the same for yours. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

250 publications - dailies - weeklies and Farm Journals, advertise Gold Standard Tea. The Codville Co. Ltd.

7

The H. L. PERRY CO., Ltd.

STORAGE
DISTRIBUTING and FORWARDING

Combined with a Commission Department and a competent Sales Staff.

WINNIPEG - CALGARY

"OAKEY'S" WELLINGTON KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.I. Eng.

Agents:

John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg, Sankey & Manson, 839 Beatty Street, Vancouver, B.C.

RELIANCE WATER-GLASS

In 1 lb. and 2 lb. cans.

Castor Oil, Sewing Machine Oil, Glycerine, Carbolic Acid (10%). In 2 oz. and 4 oz. bottles.

Ink and Mucilage all Sizes.

Reliance Ink Co., Ltd. Winnipeg

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West, TORONTO.

Merchandise Brokers — Manufacturers Agents
WE COVER CANADA
LOGGIE, SONS & CO.
32 Front TORONTO — St. West CANADA

D. W. Clark & Sons
248 Avenue Road
TORONTO
Grocery Brokers and Commission Agents
We invite correspondence from Domestic or Foreign manufacturers who desire to secure proper distribution.

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

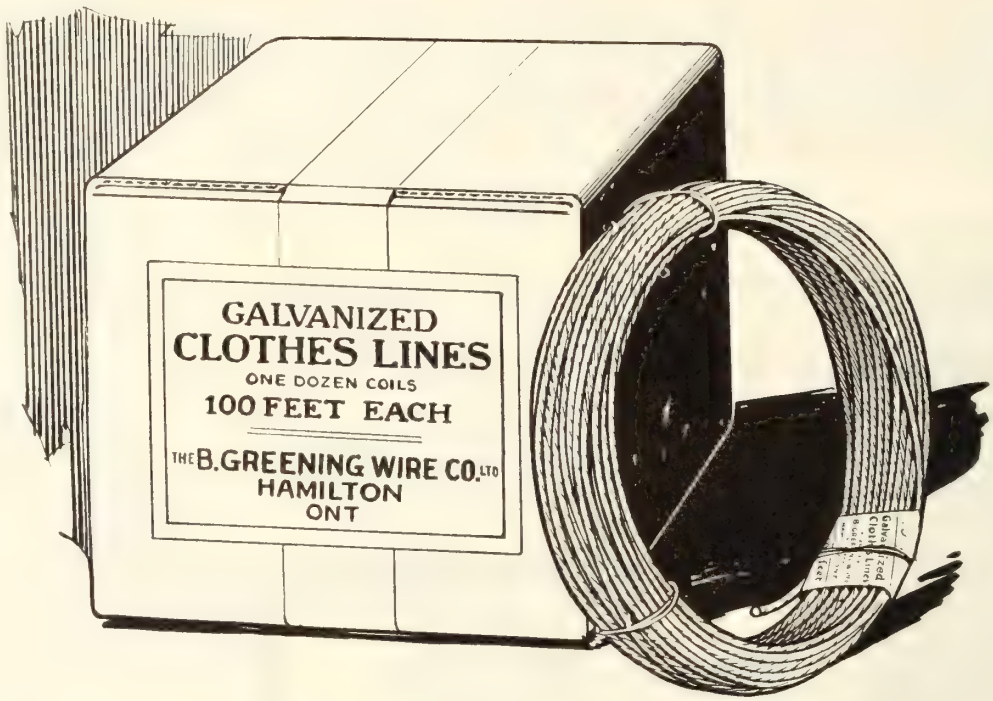
W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

TEA LEAD
(Best Incorrodible)
Buy "PRIDE OF THE ISLAND" Brand
as extensively used for years past by most of the leading packers of Tea in Canada.
Island Lead Mills, Ltd.
Tel. Address: "Laminated," London. A.B.C. Codes used, 4th & 5th Editions.
LIMEHOUSE, LONDON, E., England
Canadian Agents: J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.
HUGH LAMBE & CO., TORONTO.

ENGLISH GELATINE
FOR ALL TRADES
DEGA BRAND
GELATINE, SHEET
GELATINE, POWDER
GELATINE, THIN LEAF
Samples and Prices on Application.
CHAS. ZIMMERMANN & CO., LIMITED
33 St. Mary-at-Hill, London, E.C.3, Eng. *Cables:* ACIDOLAN, London
FIRST CLASS AGENTS REQUIRED—CORRESPONDENCE INVITED



Will not rust—won't get rotten
Worth a dozen made of cotton

That is why so many housewives prefer

Greening's Galvanized Clothes Lines

Hardware dealers say they sell away ahead of cotton lines. The housewife comes to your store more often than she comes to any other dealer. Get your share of this business.

Fifty and one hundred foot lengths. If your jobber can't supply you, write us.

The B. Greening Wire Co., Limited

HAMILTON, - CANADA

6582 lbs. Increase Daily

Since January 1st, 1922, sales of "SALADA" have increased 6,582 lbs. every day for eight weeks, or 368,628 lbs. in all. These packets, if placed end to end, would reach for sixty-nine miles and would contain enough tea to give every citizen in the United States one cup of "SALADA."

With the biggest tea business in North America, "SALADA" sales exceed a million pounds a month. **Are you profiting by this tremendous demand?** These figures show convincingly that the public prefer the delicious flavour and consistent quality found in "SALADA."

"SALADA" flavour has made "SALADA" famous.

"SALADA"

is the tea the people want

Your Order will receive our immediate and careful attention

Beautiful Jelly

Thirteen Delicious Flavors

Ask

THE HARRY HORNE CO., LTD.
TORONTO

or

GIBSON-PATERSON, LIMITED
WINNIPEG

Kolacafé

REG'D.

The Coffee par excellence

If your Wholesale grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.

STICKNEY & POOR'S CREAM TARTAR

A Pure Wholesome Leavener

Every Grocer,
should always have a good stock of this dependable year 'round product on hand.

Housewives will be constantly calling for it.

Be prepared to get your share of these sales and the profits that go with them.

Look over your stock now and then make up an order for S. & P. Products and be sure to include Cream of Tartar.

Your co-operating servant,
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century old - Century honored 1922
HALIFAX
Mustard - Spices - Seasonings

PAYING FOR TROUBLE

Each week brings us closer to summer which means warm weather. And warm weather means trouble to the Grocer who has a refrigerator that doesn't give satisfaction. Aside from the trouble he has, he pays for it— and pays high.

Did you ever hear of anybody paying for trouble? No. Well, if your present refrigerator is not giving you satisfaction in every way, then YOU are paying for trouble. Why have any trouble at all?

If you install a Eureka Refrigerator you will have no trouble, but you will have every satisfaction and your Eureka will give you more joy than anything else in your store— because it eliminates worry and saves labor, foods, ice and money. Don't delay! Place your order now! We have all sizes and designs for your choice.

Write for free catalogues.

Eureka Refrigerator Co., Ltd.
Head Office and Factories: Owen Sound, Ont.

7 Direct Lines Out of Stratford

Make It the Quickest Shipping Centre

We carry full lines of Staple Groceries, Foreign and Domestic Fruits in Season.

"Buy your fruits where you buy your groceries and your groceries where you buy your fruits" — ***saving double freight and double cartage.***

Phones—Office 297 and 298, Residence 310, Shipping Room 256, Night Call 897.

James Lloyd & Son **Box No. 266** **Stratford, Ont.**

Look Ahead!

Keep your eyes on the future and anticipate your needs a little more fully, especially in Red Rose Tea, because of increasing sales.

Some grocers were not prepared for the bigger sales of Red Rose Tea that came to them in January and February. You may expect still bigger sales this month.

The demand for Red Rose Tea is the natural result of steady advertising and the turn of business for the better. Its quality will hold every new sale.

Keep well stocked, the tea to the front, and get the full benefit of more business from our advertising.

T. H. ESTABROOKS CO., LIMITED,

St. John, N.B., Montreal, Toronto, Winnipeg, Calgary.

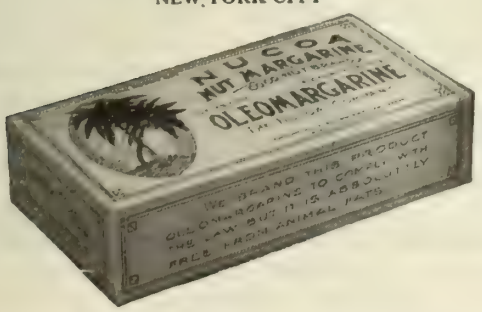
NUCOA

"A Wholesome Delicious Spread for Bread"

Will Bring Customers to Your Store From a Dozen Blocks Around

Made wholly from pure, sweet nut oils and pasteurized milk. Its price is moderate—its quality is supreme—its flavor so delightful that it sells readily to all classes of customers. Nucoa is a very profitable staple for retail grocers. A jobber near you will supply you promptly if you have not yet placed Nucoa in stock.

THE NUCOA COMPANY
NUCOA BUILDING
Fourth Ave. at 23rd St.
NEW YORK CITY



40 YEARS EXPERIENCE IN BROOM & WHISK MAKING IS BEHIND THESE SUPERIOR

HIGH GRADE

Brooms & Whisks

The superintendent who personally oversees our perfected system of grading corn and all the operations in our factory has had over 40 years' experience making brooms and whisks of the better kind. His watchful eye and painstaking inspection insures that our high standard of quality is uniformly maintained year in and year out. Here are a few of our fast sellers.

STANLEY	BEAVER	CANUCK
5 string, fancy corn, all selected stock, polished handle. The broom worth while.	5 string, good quality house broom, popular weight. Stands up to every test.	4 string, from cheaper stock, well made, and worth the price. Above the average in quality.

Waterloo Broom & Brush Co., Ltd.
Waterloo, Ont. Phone 286

There is always a steady demand for

ROBINSON'S
"PATENT" BARLEY
AND
ROBINSON'S
"PATENT" GROATS

Recommend these two wholesome foods to your customers who have invalids and children in their homes. These ideal health foods have been recommended for years by physicians and nurses. Order a trial supply.

COLMAN-KEEN (CANADA) LTD.
520 King Street West - Toronto

The bulk tea that will Increase your tea sales

FLOWERDALE TEA

Registered Brand

The steadily increasing popularity of this brand is the result of careful, constant tea cup tests made possible by over a quarter century's experience. Grocers all over Ontario find their customers delighted with its rich, fine quality and are materially increasing sales.

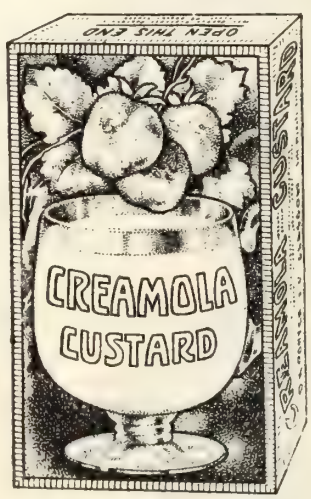
We can supply reliable blends at various prices and you can depend on uniform quality.

Write for samples and quotations.

R. B. HAYHOE & CO.
Importers
7 Front St. E., Toronto, Canada

CREAMOLA

The "Queen" of Custards
(MADE-IN-SCOTLAND)



Creamola has now come to Canada. Creamola is that popular Scottish custard that in the last few years has captured about 80% of the strongly contested custard trade throughout Scotland. Its unusual excellence of flavor and quality will make just as big a hit in Canada.

Try a sample order.

Creamola Food Products, Ltd.
GLASGOW, Scotland
Canadian Representative :
DONALD F. PORTER
170 Portland St. (Phone Adel. 7704) TORONTO

CANADIAN GROCER

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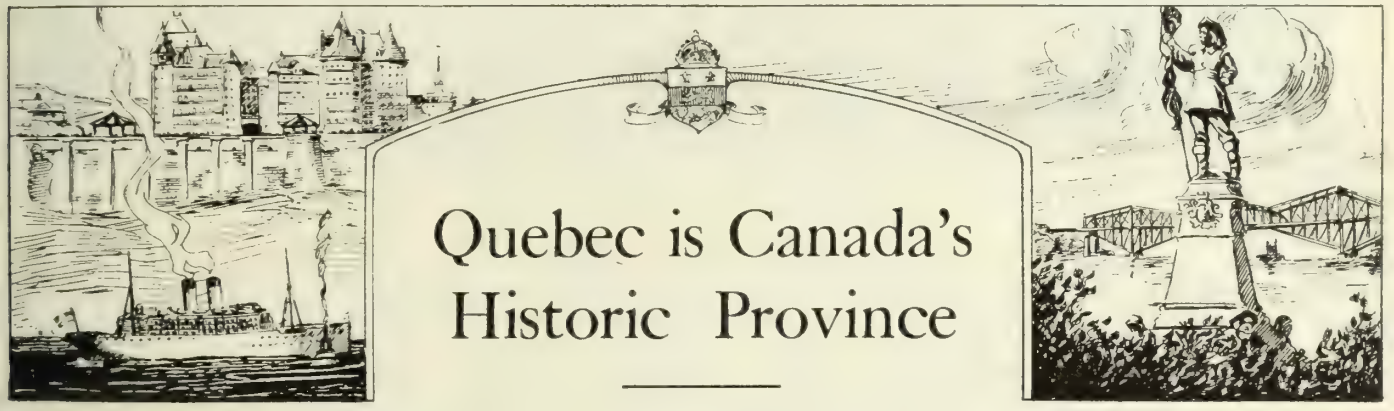


Romance Surrounds Trade in Quebec

From the Commissariat in the Early Days of Lower Canada, as Quebec Was Then Known, Have Developed Some of Canada's Foremost Wholesale Grocery Houses, and From the Fur-Trading Posts Have Sprung Many Retail Grocery Firms

By H. H. WEBB, Quebec Correspondent Canadian Grocer

THE EARLY history of the grocery trade in Canada is closely linked with old Quebec. From the old commissariat in the citadel of Quebec have sprung some of the largest wholesale grocery firms in the Dominion, and the little fur trading posts where food and seed used to be exchanged for pelts have developed into many enterprising retail grocery stores.

Rrom the tense and dramatic moment when the besieged French from the citadel, and the besieging English from Point Levis anxiously watched to see which flag would be flying from the first vessel bringing food up the St. Lawrence in the early spring, Canada's incoming food supply and her outgoing products have built up her history and determined her prosperity. Necessity demands that the grocery business is the centre of the vitality of a town, city, province or a dominion. In the early days it was the meeting place of the people, the post office, the governor's bulletins were posted there and why? Because the people came there daily. It was the common meeting place of the community and its importance received the recognition of governments. Its importance still stands but present day conveniences have robbed it of many of its functions.

The Province of Quebec, formerly called New France, not only embraces the oldest settled portions of the Dominion, but a section of the continent which for many years practically dominated the affairs of the new world. For years the pioneer settlers were largely interested in fur trading and the more primitive pursuits of a new country, but from the days of Champlain there has been a steady, if at some times slow, development of agriculture. Quebec to-day is largely peopled by the descendants of the early French settlers, conservative and frugal. The tide of immigration has swept west to the

Two Great Ports

The buying and selling of food must continue as a daily necessity and inasmuch as the principle of exchange of products, man with man, and country with country, remains, Montreal and Quebec, the two great ports of eastern Canada, are the centres of commercial interest in the Dominion. From the time that spring frees the St. Lawrence of ice until winter again throws its bond across Canada's great artery, wheat and other grains, in the raw state, flour, bacon, eggs, butter, cheese and live stock are shipped in great volume from these ports. In return, vessels from all parts of the whole world bring across the Atlantic and up the coast from the south towards the great gulf, threading their way up the river to Quebec and Montreal, their cargoes of foreign products for use in this country.

Foodstuffs the Biggest Item

Canada's main export is foodstuffs in one form or another, while her imports are of a decidedly varied nature. Last year 807 vessels bound for Montreal crossed the Atlantic carrying a tonnage of 2,590,494, and 157 vessels from the lower provinces came to the same port with an aggregate of 293,462 tons. Needless to say, none of these vessels cleared the port unburdened. A glance over the following table will show how far reaching is the trade. The country of origin designated and the number of vessels will indicate something of the nature of Canada's imports and the comparative quantity: British, 745; American, 48; Italian, 29; Norwegian, 84; French, 12; Greek, 2; Dutch, 24; Spanish, 1; Danish, 24; Iceland, 1; Swedish, 7, and Jugo-Slavic, 2.

A Three-Fold Partnership with Clerks

Let the Sales Staff in the Store Share the Responsibility of Increasing Sales—Consult Them on Store Policy and in the Buying —J. A. Hewson, Montreal, Has Bonus Plan That Has Worked Well

By Staff Correspondent Canadian Grocer

MONTREAL, March 7.—Many schemes have been tried to build sales in the retail grocery business. Some have proved successful, others have proved to be a waste of time but "the proof of the pudding is in the eating," and here is a scheme that one merchant found a success. This is the story of how a grocer made clerks into salesmen by giving a club bonus, as told by the grocer, J. A. Hewson, 871 St. Catherine St. West, Montreal, to a Canadian Grocer representative.

"When I took this store over," Mr. Hewson began, "it was doing between $65,000 and $50,000, but still was falling behind with big overhead expenses. I saw that in only one way it could be made to pay, and that was to put more life into it. I could get behind the counter and make bigger sales, but that would mean little, unless I had the co-operation of the clerks. They had to be made into salesmen, with a real interest in the business.

"I then called the clerks together and took them into my confidence. I told them the position the business was in, and the sales of the year previous to my proprietorship. I also told them that I had set $100,000 as my objective. I told them with an honest effort the mark would be easily reached and that if we went as far as $125,000 I would give them a stipulated bonus. I also added that if the $150,000 mark was reached that I would double the bonus.

Mark Was Reached

"Although personally I had not expected to have to give the double bonus, I was glad enough to grant it when we found at the end of the year that the required sales had been made. I had attained my point in giving the clerks an interest in the business and each one worked as though he owned the grocery store himself.

"I learned that the clerks can and will bring better sales if they can be made to take an interest in the business. The bonus system is effectual as long as it is not put too far out of their reach. They earned the first one and it will be all the easier for them to make another one since they now know how to go about it. I can plainly see the difference now. They all take an interest in their departments, offering suggestions and losing no chances to make sales. Clerks can be a great help to a grocer if they really care about the business. They often have original ideas that can be developed, if they feel that their suggestions will be appreciated.

"There are more ways than one of taking clerks into partnership. I have found that by discussing markets with them, letting them in on little secrets of buying, discussing plans and being frank about certain policies, I have cultivated in them a real interest, and the co-operation I needed to make the business a success. For instance lately I had a chance to buy a certain line at a much reduced price, provided that I placed a big order. Personally I made up my mind to do it. It was a thing that no clerk would venture, but I took the responsibility and then shared it with the clerks. I went to them and said, 'Now boys I have a chance to make this purchase (outlining the offer.) We can sell it all at such and such a price. Can we handle it? Do you think that we can turn the order over?'

"We Can and We Will"

"They talked it over a minute and all answered, 'Yes, we can and we will,' and they did. Just as soon as the goods came in they took an interest in displaying it and pushing it. Never did they forget to talk it to a customer and all because I had shared the responsibility with them. It is a great plan, one that makes work interesting and easier and produces great results. Take the clerks into partnership as far as confidence and responsibility is concerned at least and they will prove themselves."

"But I can't," the clerk replied. "I don't profess to be a sign painter and I don't even know how to handle a brush."

"Well I want you to learn," the proprietor said as he took off his overcoat. "Get some paint and some brushes, charge them to me, and try. Get some practice anyhow. Besides, if you want to take a course in card writing I'll pay half."

The grocer went on to tell how the equipment of two or three brushes and three bottles of colored ink were bought and established in a place set apart in the back of the store, and the clerk set to work. At first the progress was rather slow but after a few days a sign writing alphabet and numbers were procured, and the letters were copied from that. The clerk took more and more interest in the work and before long had established his own alphabet which was even more attractive than the one prescribed.

A Card for Everything

The cards themselves to-day tell the rest of the story. The store is littered with them and each one in their attractive and neat appearance, with well chosen words or merely a price that speaks for itself, has a distinct sales value. This grocer is now a great believer in price tickets on everything and told Canadian Grocer that every moment spent in card writing and the money invested in cards, paints and brushes is amply repaid in the constant selling force of such cards and tickets in the windows and on the goods where they stand on the shelves.

Show Cards and Price Tickets Valuable Aids

Montreal, March 7.—One morning a few months ago a grocer came into his store and before he had removed his overcoat he beckoned the senior clerk into his office at the back of the store. In telling Canadian Grocer of this incident, this grocer said that for some time previously he had been searching his brain for some plan that would help build up sales, and that he had come to the conclusion that there should be more show cards and price tickets in the store. He had realized that there is a great sales value in attractive price tickets and show cards.

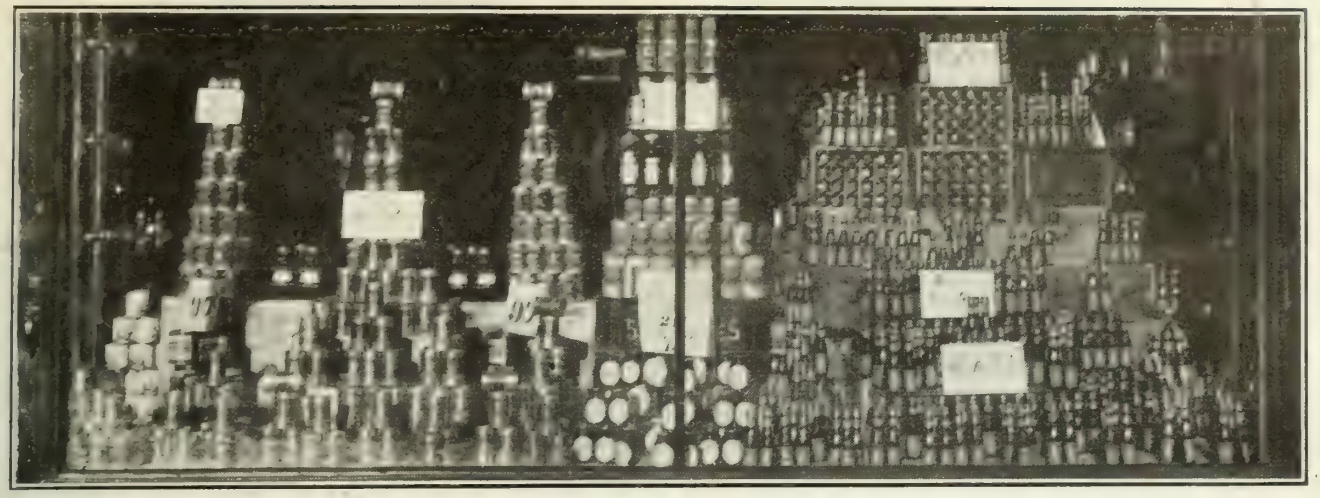
Practice Makes Perfect

"John," he said to the clerk. "You have to write better show cards and price tickets and more of them."

Stocks of Maple Syrup Pretty Well Cleaned Up

C. P. MacDonald of the United Maple Products Limited, Granby, Quebec, was in Toronto last week for a couple of days, calling on the trade with the Toronto representative, George G. Yorke.

Mr. MacDonald points out that the maple syrup and sugar business is in a fairly healthy condition at the present time, and that with few exceptions stocks are pretty well cleaned up or will be when the new stock comes on the market towards the end of this month. Prices have lately been showing a little firmer tendency as it was considered that with conditions getting more normal all the time, he thought that prices this year would be somewhat higher than those that have been prevailing.



Illustrating how J. A. Hewson, at 871 St. Catherine St. W., Montreal, recently dressed his window, in an effort to increase sales of seasonable lines.

Price Tickets Answer the Question

A Well-Dressed Window Without a Price Ticket is Like a Fishing Line Without a Hook, Declares a Montreal Grocer—Puts Them on Everything in the Store, and Finds Them a Stimulus to Sales

By Special Correspondent Canadian Grocer.

MONTREAL.—"A few years ago I would have thought that to put price tickets in my windows and on the goods would be cheapening the appearance of my store," said C. L. Grant when asked for his opinion on this matter by a representative of Canadian Grocer. "And," continued Mr. Grant, "perhaps I was quite right at that time. Since, conditions have changed, but to-day I think that the merchant who does not do it is lacking one of the biggest aids to sales that he can have in his store.

"Price tickets on articles answer that unspoken question in the mind of almost every buyer that comes into the store. Can I afford it? It is a delicate question which no clerk can answer, and yet if the price tickets are not there, the customer hesitates to ask even the price, in fear of embarrassment, should the price not be suitable. On the other hand if the prices are there the question either need not be asked, or only the grocer's recommendation is required before the sale is made.

It is No Theory

"It is no theory. It is reality. Price tickets build sales. It requires no stretching of imagination to see how it works. I have put them on everything in the store and not only that but I have resorted to signs on my window, an unthinkable thing a few years ago. Times have changed and to-day everybody is looking for them."

A striking example of the effectiveness of price tickets in making sales came to the notice of the Canadian Grocer representative as Mr. Grant expressed his opinion on the matter. A lady came into the store, gave her order to the clerk and was just turning away from the counter when an array of olive bottles on the shelf caught her eye. Undoubtedly it was the price ticket that attracted her for she said to the clerk:

"Is that price for the olives or for the goods on the shelf above?"

"It is for the olives madame," was the reply.

"They're cheaper than they were, aren't they?"

"Yes, we have put a special price on them."

"Send me three bottles with that order, will you please?"

The price ticket had made the sale.

It would be much easier to name the stores in Montreal that do not accept this principle than those who do. All the uptown stores with perhaps one exception feature the price tickets. J .A. Hewson, the proprietor of a grocery store at 871 St. Catherine St., West, speaks of the idea in practically the same way as does Mr. Grant. There is not a line in the store that is not ticketed and one clerk is assigned the task of printing the price tickets and show cards. This work is made a special study and Mr. Hewson asserts that the time thus spent is amply repaid in the extra sales that result.

"A well dressed window without price tickets seems to me like a fishing line without a hook," is the way Mr. Hewson expressed it. "It is absolutely essential in getting results. I would never think of arranging a new window display until I had the show cards and price tickets ready to place on the display. The style of the lettering and neatness of the work too has a bearing on the results. Personally I would not spare expense in getting smart looking cards. I believe that it would pay a grocer to give one of his clerks a correspondence course in card writing. I intended to do it at one time but I happily found that the practice so improved the work of the clerk that the course was unnecessary."

London Grocers Want a Uniform Tax

London, March 7. — Substitution of the present sales tax law by one uniform tax on all groceries at the source of origin is being recommended by grocers here. It is believed that the new government at Ottawa will be requested to pass an amendment which will authorize a three per cent. tax on the manufacturer, producer or importer and thus minimize the amount of bookkeeping necessitated now.

Harry Ranahan, president of the London Retail Grocers' Association, stated that a uniform tax was the solution of the taxation problem. Dealers often forgot to add their sales tax of 1½ per cent. to the cost of their goods, with the result that they stood to lose a good deal of money especially on small sales. Mr. Ranahan intimated that the matter would probably be brought up at a special meeting of the local association next week.

Other grocers contend that there is no reason why all down the line of merchandizing the item of taxes should be shown separately, because it was not only troublesome but misleading. By collecting the tax in bulk the levy could be exacted more universally and more efficiently.

What Value Do You Put on Your Windows?

Montreal Grocer Claims That He Lost Three Hundred Dollars In a Week Through Absence of Window Display—Another Merchant Says His Windows Are The Whole Thing—Specialty Windows are Attracting More Business Every Day

By Staff Correspondent Canadian Grocer

MONTREAL, March 8.—What value do you put on your display windows? How much rent would you charge for your window for one week? J. A. Hewson, a grocer at 871 St. Catherine St., Montreal, claims that he lost three hundred dollars' worth of business during Christmas week through the illness of the man who dresses his window and therefore through the lack of a display featuring and selling Christmas goods. This merchant counts his window as one of his strongest selling forces and spares no time or money on having an attractive and selling window. Right here let it be said that there is a big difference between an attractive window and one that sells. It is reasonable then to say that this window is worth three hundred dollars a week to this grocer.

No Time to Dress Windows

Comparatively few grocers realize the full selling value of a well dressed window, for if they did, there would be more windows well dressed. Many grocers, it must be admitted, clean out a window and then pile back into it the first line of goods that comes to their attention. In fact a surprising number of grocers use their windows as an annex to the store-room. One of Montreal's largest grocery stores seldom if ever has a well dressed window. When the proprietor of the store was asked about this he said, "Oh we haven't time to fuss over a window. We can't be changing it all the time. We have more to do." Most of his business is done over the telephone and perhaps he is just a little too sure that he cannot afford the time.

Others Report Big Results

Other grocers, in the same locality, spend much time and take considerable pains in dressing their windows, and from them they claim big results. The merchant who fails to make the most of specialty sales is just as much the loser as if his customers were being attracted from him. He is failing to make sales where there is the opportunity. The man who is making attractive displays of specialty lines is drawing that side of the business which is most profitable. It is an absolute fact that in the case of the grocer who had not time to make a special feature of his windows, the customers are telephoning their regular orders to him and then going down town to look over displays of fresh vegetables, fruits, fish, etc., before they make their purchases, never once thinking of going to their family grocer for these specialty lines. And why? Because they have never seen them made a feature of in his store.

Sold Ten Cases in a Week

Just as an example of the selling value of a window display is the experience of a St. Catherine Street grocer during the last week of February. He made a feature of a window full of canned asparagus tips, surmounted by a large show card announcing the price. On the first Saturday afternoon three and one half cases were sold. Five cases were gone by the middle of the week, three more were ordered and by the next Saturday ten cases, all available stock, were sold out. The grocer claims that the demand still exists, bringing larger sales of asparagus than he ever had. Many such cases could be cited. Another St. Catherine St. grocer, when asked what value he put on his window display laughed and said, "It is the whole thing. On it we depend for all our sales. We only need to change the window to see the character of our sales change and that proves the value of the display."

Still Others Doubt

Still other grocers, men who have had long experience in the business are not convinced that there is a big selling force behind their window displays. The son of local grocer told a Canadian Grocer representative that he had given up his position in a broker's office to come to his father's store and put some "pep" behind it. When asked what he meant by "pep," he said, "dress these windows and make them sell, like the Italian does next door and get some new lines in here. Dad doesn't seem to think of these lines and he is losing a lot of business by it."

Quebec City Has Active and Energetic Retailers' Association

QUEBEC CITY, March 7.—Quebec city has an organization of retail merchants, which has an enthusiastic membership of over two hundred, with a grocer, Joseph Savard, as president. The Retail Merchants' Association of that city is made up of five different sections, the grocery, dry goods, boots and shoes, hardware and drug sections, each of which has its own executive which deals with matters peculiar to that trade. By this system many advantages are derived which would be lacking, were the parent organization disregarded. As the president remarked, "in unity there is strength, and when such a representative band of merchants are joined together there is a fraternity that can make its influence felt."

In his conversation with a Canadian Grocer representative, Mr. Savard pointed out a number of advantages of such an organization. "There are over three hundred and fifty thousand retail merchants in Canada, each with a problem facing him," he continued. "Each has had a number of years of varied experience as an asset and a fund of new ideas, initiative and personality. What a dominant organization for the good of the retail trade is possible with all these resources! This is our aim and in Quebec city we are coming to a realization of its value in the close co-operation of men who in some ways are competitive but in other ways are working to one end—to serve the public and so make a success of their business. Some men have the idea that their success is at the expense of other merchants and for that reason they refuse to associate themselves with their competitors. This is a mistaken idea that such a man is himself the loser.

Grocers Have Own Organization

"The proof of this folly is in the fact that the retail grocers of Quebec city have their own branch of the Retail Merchants' Association, which has proved to be a great benefit to all. Each grocer has something that he can teach the other man and has a weak point that can be helped by the suggestions of others. Not only that, but when the grocers' rights are being infringed upon it is then that the need of strength through unity is felt. Twenty-five grocers working for one purpose can attain more than the most influential man in the community working alone, and so it is that in the past the need of co-operation and unity of purpose has been learned.

"One very real benefit that Quebec merchants have derived from their organization is a system of collections

(Continued on page 22)

Showing a section of the store of O. Carignan & Sons, at Three Rivers, Que. Mr. Carignan believes that a well-equipped store is a great business getter

"A well Equipped Store Attracts Trade"

A Grocer Too Can Do Better Work, Give Better Service and Get More Co-operation From Clerks in a Store Properly Fitted Up— A Merchant is Very Often Judged by His Store

By Staff Correspondent Canadian Grocer

THREE RIVERS, Que., March 7.—"If you have a little extra money to invest in your store, put it into attractive fixtures," says Ed. Carignan, managing director of O. Carignan & Sons Grocery, Three Rivers, Que. "The investment will pay. On the other hand, a rich and dignified appearance not only brings business but nelps the grocer and his staff to take a keener interest in their work.

"It seems to me," continued Mr. Carignan, when speaking to Canadian Grocer representative, "that a grocer in his store is like a woman in a home. She has to live there. She spends most of her time there and to be happy, her surroundings must be pleasant, clean and tidy. If she is content with a poorly kept and dirty, untidy home, she is a poor wife, generally unhappy and does not fill her position. So the grocer spends most of his life in his store. His work is there. He spends little time outside and his energy and ambition largely depends upon the appearance of his store. If things are systematic, clean, bright and tidy, both he and his clerks will take a keener interest in their work and get better results. He will be better fitted to fill his position with enthusiasm and instil it into his employees.

Is Judged by His Store

"Not only does it help in that way but a grocer is judged to a great extent by the appearance of his store. There is a dignity that can be lent to a grocery store by its appearance that gets business. Just what that dignity is, it is hard to explain, but it is real, nevertheless. While this applies to store fixtures, it is perhaps more essential in the arrangement of goods in the store.

"There are two extremes to which a grocer may go in arranging his merchandise. He may pile up canned goods, bottles, soaps, boxes and packages so carelessly that the place looks cheap, untidy and junky or he may make it so orderly that the sales idea is lost in the extreme order, which is hardly expected in a grocery store. It is essential that there be a combination of both ideas. Merchandise should be orderly but prominently placed on the shelves. If the many different lines are crowded on the shelves and on the counters the advertising value of the different brands is lost. There is sometimes however, sales value in a jumble, when an attractive price is the feature.

(Continued on page 22)

Who's Who in the Trade in Quebec

ARMAND CHAPUT

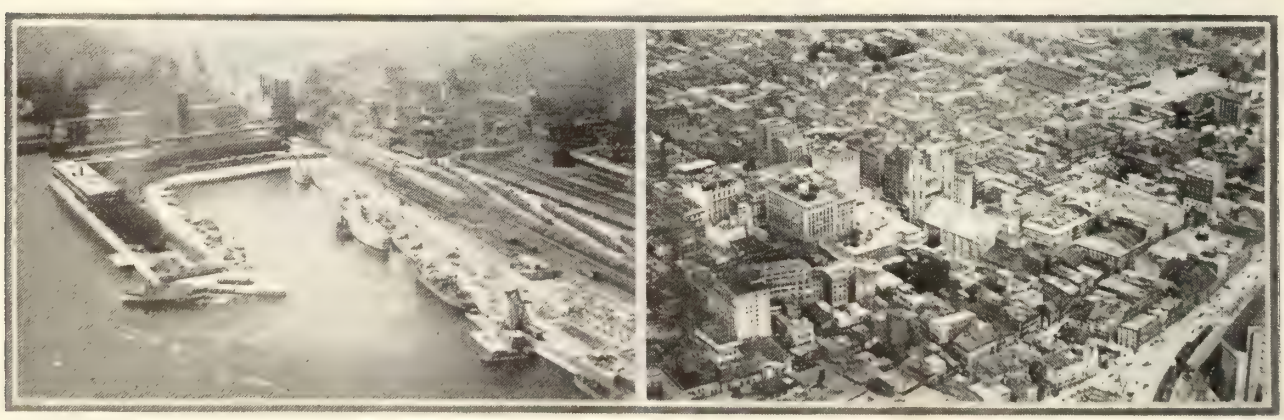
Managing-director of L. Chaput Fils et Cie., wholesale grocers of Montreal, and president of the Canadian Wholesale Grocers' Association. A young man actively connected with amateur sports of Montreal being a life governor of the National Athletic Association. He is equally as conversant in English as his mother tongue. If during the summer and fall he is not to be found at his office he can altogether likely be found at Laval Sur La Lac golf course since he is a golf enthusiast. Mr. Chaput spent the winter traveling in England, France and Italy and is expected back in Montreal on Monday of next week.

N. GENDREAU

Manager of Lacaille Gendreau & Co., wholesale grocers, 10 St. Dizier St., Montreal, and treasurer of the Wholesale Grocers' Guild of Quebec. Mr. Gendreau like others in the wholesale trade speaks English fluently. Being a bachelor he is a member of many clubs and societies in the city. When asked where he might be found in the summer time if he was not in the office he replied, "Out on one of the golf courses, where so much of Montreal's business is conducted during the warm weather." Mr. Gendreau is noted for his genial manner and sense of humor.

J. E. SAVARD

President of the Retail Merchants' Association of the City of Quebec and a grocer of long experience. His store is situated at 34 St. John St., inside the historic old part of the city and not far from the famous St. John's Gate. Each year he lends all his energy and time for one week to making the Quebec Exhibition a success. His broad-mindedness, willingness to help "the other fellow," has won for him the respect and esteem of all the retail merchants of this city. He is a bilingualist whose fluent English belies his mother tongue.



Aeroplane pictures of Montreal harbor, also of the wholesale district. In the latter nearly all the wholesale grocery houses will be recognized by those familiar with the district.

A. SARAZEN

President of the Retail Grocers' Association of Montreal. He is the champion of the French speaking retail grocer and prominent in the work of the Retail Merchants' Association. Mr. Sarazen's store at 21 Ontario St., West., is one of the survivors of the "old school" in the grocery business.

JOSEPH EMOND

A grocery broker of 2 St. Joseph St., Quebec City, who was recently elected alderman for seat No. 1 in his native city by a 45 per cent. majority. Mr. Emond's hobby is to popularize Canada's characteristic product, maple syrup. A conversation with Mr. Emond generally turns to that line.

J. E. SANSREGRET

Retail grocer of Montreal, who besides being the president of the Quebec Provincial Board of the Retail Merchants Association, is a Montreal alderman, and one of the most active members of the executive council of the civic affairs.

C. J. CICERI

The new acting, Italian Consul-General for Canada, who is known in the grocery trade as the president of Charles Ciceri Co., importers of Italian products, Montreal. He is now in charge of the Italian colonization in this country on behalf of the Italian government. He was educated in Toronto, in Italy and in the United States and in 1903 he entered the business which had been founded by his father in 1897. In 1910 he became head of the Montreal office and is now executive head of the business. He is also vice-president of the Montreal Wholesale Grocers' Guild, a life governor of the Homeopathic Hospital and an enthusiastic golfer, a member of the Outremont Golf Club.

E. COUVRETTE

President and manager of Couvrette-Sauroi Ltee., wholesale grocers, St. Paul St., E. Montreal. Mr. Couvrette is also president of the Wholesale Grocers' Guild of Quebec province. When asked what his favorite sport was, he said, "Oh no! I don't play sport. I am a family man," and that characterizes Mr. Couvrette. His is one of the old French families of the province with wide business and social connections.

HENRY RUSSEL

A Montreal retail grocer who this month celebrates his thirtieth year in his present store at 847 St. Catherine St., West. He previously owned a store on St. Antoine St., which he managed for twelve years. Mr. Russel is one of the "Old Guard" in the grocery business of Montreal and each day still finds him, wearing a white coat and serving behind his counter. He speaks of customers, now buying for their household, whom he can remember coming into his store and standing on tip-toe, shoving notes from their mothers across the counter. Mr. Russel opened his store on St. Catherine St. at a time when Atwater Avenue marked the western boundary of the city and what is now Westmount was a series of small farms that supplied the grocers in Montreal with fresh vegetables and the famous Montreal melons.

A Stable Condition Now Characterizes The Wholesale Grocery Business

It May be That Some Articles Will go Still Lower, Says Zeph. Hebert, of Hudon, Hebert & Co., Montreal, Because They Have Not Reached Their New Level, But the Extent of the Drop Will Not Be Serious

AU SUJET du commerce en gros en alimentation Zeph. Hebert, president, Hudon, Hebert at Cie, Montreal, dit:—

"Je considère que le commerce de gros en alimentation repose, depuis quelque temps, sur une assise de stabilité. Le déclenchement inévitable qui devait se manifester à la suite de la guerre a eu cours à l'automne de 1920. J'ai déjà eu l'occasion de signaler que le mouvement de baisse avait été tel, à ce moment, que nombre d'articles étaient tombés à plus bas que le niveau normal, la tourmente en étant la cause immédiate.

"Depuis lors, le calme s'étant fait sentir, toutes choses ont pris une tournure plus régulière et plus conforme. Aujourd'hui, comme en tout temps, notre commerce n'est pas à l'abri de ces fluctuations qui sont incessantes, ayant égard à sa nature et à son caractère. Il se pourrait peut-être que quelques articles pussent encore baisser dans une mesure quelconque, parce que ceux-ci n'auraient pas encore touché le fond de la nouvelle normale. Mais advenant qu'il y en eût, l'étendue de la baisse ne pourrait pas constituer un facteur sérieux.

"Les faits ci-haut sont en autant que la main-d'oeuvre ne subisse pas un abaissement trop marqué. S'il arrivait que celle-ci diminuât dans une mesure appréciable, il pourrait s'ensuivre une baisse proportionnelle. Toutefois, à mon point de vue, ce fléchissement dans les prix, dû à ce facteur, ne pourrait constituer qu'une modification, laquelle, quoiqu'avantageuse, ne serait pas de grande importance.

"Somme toute, à mon sens, à part la pléthore qui pourrait se faire sentir au sujet d'aucun article, le niveau actuel des prix devra se maintenir, hormis que la main-d'oeuvre, qui représente l'item le plus important dans tout prix coûtant, ne prenne un mouvement de rétrogression, fait qu'il est difficile de déterminer dans le moment.

"Pour résumer, je dois réitérer ce que j'ai dit en premier lieu, à savoir, que tout concoure à justifier mon dire que le commerce de gros en alimentation est en bon état de stabilité, si l'on a égard aux indications précitées."

* * *

Mr. Hebert's remarks about the wholesale grocery business will be of interest to all, and we print below an English translation of his letter:

"I consider that conditions in the wholesale grocery trade have for some time past rested on a stable basis. The inevitable dislocation of business which was bound to occur after the war had run its course by the Autumn of 1920. I have already had occasion to point out that the downward movement had been such at this time, that a number of articles had fallen below their normal level. Since then a period of quietude has followed and everything has settled down to more regular and ordinary conditions. To-day as at all times, our trade is not free from those fluctuations which are incidental to the nature and character of the business. It may be that some articles will go still lower because they have not yet reached their new level, but admitting that this is so, the extent of the drop will not constitute any serious factor.

"The facts above stated are based on the supposition that the cost of labor will not suffer any great drop. If this should happen, there would of course, be a proportionate drop in prices. However, from my point of view any change that might arise in prices from this cause would only constitute a small modification, although of course it would be advantageous but it would be of no great importance. To sum up, in my opinion, apart from any over-supply which may ocur in any particular article prices will be maintained so long as labor cost which represents the most important item in our current prices does not take any downward movement—a point which it is difficult to determine at the moment.

"Finally I must repeat what I said in the first place, namely—that everything goes to justify my statement that the wholesale grocery trade rests now on stable conditions if one considers the points I have mentioned above."

ZEPHRIN HEBERT

President and managing director of Hudon, Hebert, Limitee, wholesale grocers, Montreal, who characterizes himself as French by birth and English by habit. Mr. Hebert is prominent in community business activities of the city. At present he is on the arbitration committee of the Board of Trade and has been president, first vice-president and second vice-president of the board in three successive years. In 1913 he was president of the Dominion Wholesale Grocers' Guild and has also been president of the local organization.

QUEBEC CITY HAS ACTIVE AND ENERGETIC RETAILERS' ASSOCIATION

(Continued from page 18)

through which those, who run a credit business, can have bad debts collected without any trouble, where other means of collection have failed."

Officers of Quebec Association

Joseph Savard, who owns a grocery store at 34 St. John St., Quebec City, is the president of the local branch of the Retail Merchants' Association and the third vice-president, Joseph Cauchon, is a butcher. The treasurer of the organization, Frs. Bouret, is a grocer also, and so the grocery trade is well represented in the Association in Quebec City.

"A WELL EQUIPPED STORE ATTRACTS TRADE"

(Continued from page 19)

"Our fixtures, I value as one of our best advertisements. They attract new customers by the clean, bright and rich tone they lend to the store, but most of all they make our work a pleasure. A large mirror at one end of the store and another on a section of a side wall make the store look larger and more airy. Glass-front show cases for candies, delicacies and dried fruits add to the selling value of these lines, as well as improving the general appearance of the store.

"It is quite true that the store and even the grocer himself is judged by the conduct of his clerks. In the larger stores, it is the clerks who come in contact with the customers and on their manner, their knowledge of the business and conversation largely depends the success of the store. Quality and service is remembered long after price is forgotten and while price-cutting is the most dangerous thing a grocer can start, there is no end to the improvement in quality of goods and service the grocer may give his customers and find a pleasure in doing it. Personally I believe that more time should be devoted to educating the clerks to these facts and giving them a more intimate knowledge of the grocery business."

Made in Quebec

"Meadow-Sweet"

PRODUCTS:

"Meadow-Sweet"

PEANUT BUTTER

ABSOLUTELY PURE

Made from choicest peanuts blended by special process. In jars and in bulk.

"Meadow-Sweet"

LOAF CHEESE

In 5 lb. wooden boxes—wrapped in individual ½ lb. or 1 lb. packages.

A splendid Lenten seller. A pure Canadian cheese, white or colored. Spreads like butter.

"Meadow-Sweet"

LEMON PIE FILLING

Delicious and Economical

The original and only genuine.

One 15c tin makes fillings for four pies and saves the eggs and butter required.

Also ideal for Puddings, Blanc - Manges, Custards, Cake Fillings, etc.

Made in vanilla and chocolate flavors, too.

Also ask for prices on Maple Butter, Strawberry Butter, Cocoa Butter, Chocolate Butter, Banana Butter, Pineapple Butter and other specialties.

PRODUITS:

"Meadow-Sweet"

BEURRE D'ARACHIDES

(Peanut)

GARANTI PUR

Fabriqué avec des arachides choisies mélangées par un procédé spécial.

En verres ou en chaudières.

"Meadow-Sweet"

FROMAGE A LA CREME

Préparé de facon à ce qu'il conserve jusqu'à la dernière bouchée son goût riche, exquis et appétissant, s'étend comme du beurre sur le pain.

En boites de 5 lbs., divisé en des briquettes de ½ lb. ou d'une lb.

"Meadow-Sweet"

GARNITURE POUR PATE AU CITRON. (Pie Fillers)

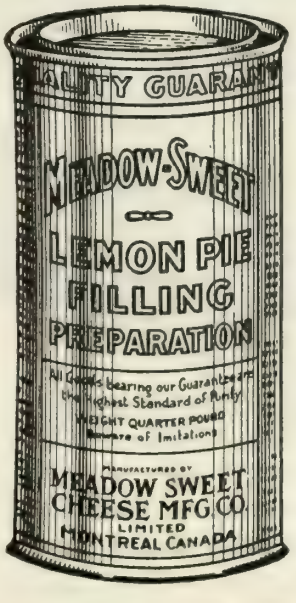
Délicieuse et économique

Une boite de 15 cts., suffisant pour quatre tartes (pas de beurre ni oeuf).

Elle s'emploie aussi pour le pouding, le blanc-manger et les gâteaux.

Se vend aussi à la vanille, au chocolat.

Demandez aussi nos prix pour nos beurres de sucre à la crême (maple butter) au coco, chocolat, fraise, ananas, bananes, etc.



"Meadow-Sweet" Cheese Mfg. Co., Ltd.

302 Notre Dame West, -:- Montreal

Made in Quebec

Sardines

Borgen's Special

THE very finest Norwegian Sardines, carefully packed in pure olive oil. A sardine that merits your recommendation. Feature it. *Your Wholesaler can give you immediate delivery.*

HARRISONS AND CROSFIELD, LTD.

Coristine Bldg.
IMPORT DEPT.

IMPORTERS OF EASTERN PRODUCTS

TELEPHONE
MAIN 6959

MONTREAL

ELEPHANT Brand Double Concentrated Tomato Paste. Packed by Musi & Polon, Parma, Italy. Positively the best obtainable. Unsurpassed for every use where tomato flavor is required.

LION Brand Swiss Emmental Gruyere Cheese. Packed in individual portions and in eight ounce loaves. This cheese has no equal and the demand is larger than the supply.

COSTA Brand Extra Superfine Olive Oil. Packed by one of the oldest and largest concerns in Italy. Its quality is absolutely unsurpassed.

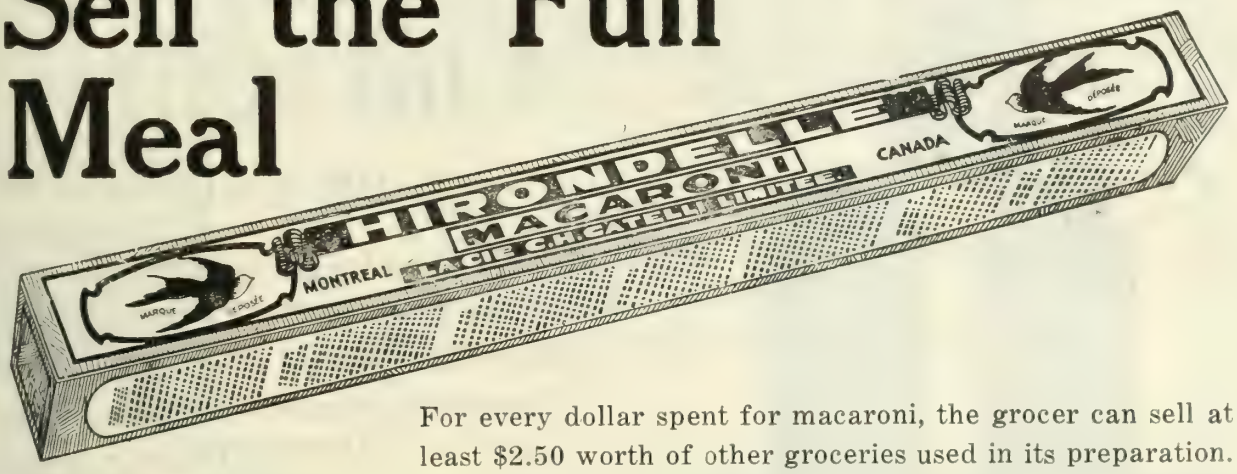
Sole distributors for Crow's Nest Territory, B.C., The Western Canada Wholesale Co., Ltd., Fernie, B.C.

Sole distributors for Canada

Amoroso & Malagodi Co., Ltd.

119 & 121 St. Henry St., Montreal, Que.

Sell the Full Meal



For every dollar spent for macaroni, the grocer can sell at least $2.50 worth of other groceries used in its preparation. Macaroni is not eaten alone—with it go cheese, eggs, tomatoes, butter, crackers, vegetables, etc.

Lent is a big profit opportunity to the grocer who suggests macaroni as a full meal, not just a side dish. Sell the full meal, not just the trimmings.

Suggest to your trade that they eat less meat. They will buy more groceries. Other countries who know its low cost and nutritive value eat 20 to 30 times as much macaroni as Canada.

CATELLI'S

MACARONI SPAGHETTI VERMICELLI

Look at the educational work Catelli's are doing among consumers—**at no cost to you!** Take full advantage of this Lenten season. Why not get the profits that may so easily go elsewhere? Catelli's will keep up the quality and advertising. Your part is merely to keep selling Catelli's.

Catelli's Alimentary Pastes are put up as follows:
"HIRONDELLE" BRAND—Macaroni, Spaghetti, Vermicelli, Noodles, Stars, Alphabets, Animals, Ready-Cut.
"L'ETOILE" BRAND—Macaroni, Spaghetti, Vermicelli, Noodles, Stars, Alphabets, Animals, Ready-Cut.
CATELLI'S MILK MACARONI.

THE C. H. CATELLI CO., LIMITED
The oldest and largest makers of Alimentary Pastes in America
MONTREAL

Made in Quebec

There's no Two Ways about it

No better Jam can be made than

Old City

BRAND

Get the idea at once that they are unlike any jam ever tasted. That's why consumers call Old City brand a **revelation!**

Strawberry, Raspberry, Peach, Plum, Gooseberry

also

Pure Seville Orange Marmalade

put up in glass jars of 1, 2 and 4 pounds net weight. Just as tasty as home-made.

Old City Mfg. Co., Ltd.

QUEBEC, QUE.

Increase Your Profits

by the Sale of Goods

Wanted Everywhere and by Everybody

Large Size

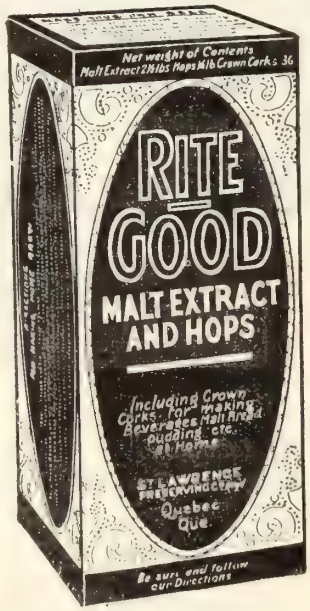
makes 5 gallons

or 50 Pint Bottles

Retail Price $1.75

including 3 dozen

Crown Corks



Small Size

makes 2½ gallons

or 25 Pint Bottles

Retail Price $1.00

including 1½ dozen

Crown Corks.

You are sure of Large Sales and Large Profits.

ST. LAWRENCE PRESERVING CO., Regd.

QUEBEC, QUE.

Made in Quebec

MACDONALD'S

When MacDonald's First was Known

There weren't so many brands of tobacco in Canada as there are to-day—not by a long way. Yet, in spite of all the various names that have come and gone in the past sixty years, the grand old name MACDONALD'S has always stood for the "best value in the best tobacco" in the minds of Canadian tobacco-users. So that to-day more men are buying MACDONALD'S than any other tobacco on the market.

There you have the reason why more dealers are making more money on MACDONALD'S than on any other tobacco. Wider margin of profit—extra profits from extra plugs in every 10 lb. caddy—these help, but the **real** profit on MACDONALD'S lies in the rapid turnover and the enormous demand for "the tobacco with a heart."

The Tobacco with a heart

SPECIALITES CANADIENNES

ET IMPORTEES

NOUS ATTIRONS votre attention sur nos spécialités canadiennes et importées. Toutes ces marchandises sont bien connues du public, car nous les annonçons dans tous les journaux de la province.

PRODUITS "VICTORIA"

Les Tomates et autres produits "Victoria" sont de qualité de "choix" et tiennent aujourd'hui le premier rang sur le marché canadien.

SPECIALITES IMPORTEES

Ces produits jouissent d'une grande vogue grâce à leur qualité supérieure et à une publicité intensive.

Légumes et Petits Pois "Le Soleil"
Moutarde "Géodite" de Julien Mack
Huile d'Olive James Plagniol
Savon de Castille "Le Soleil"
Sardines Michel Poriel
Champignons, Anchois, Pâté de Foie Gras, de Feyret & Pinsan
Eau de Table Evian Cachat
Limonade Château-Robert
Eau du Bassin de Vichy Neptune
Eau gazeuse Perrier
Fromage Roquefort Grimal
Fromage Gruyère "Bouquetin"

THE BLUE BIRD

C'est un triomphe pour ce qui concerne le goût, une rèvèlation pour ce qui concerne la saveur. Demandez des èchantillons.

Notre **Département de Provisions** a toujours en stock des quantités importantes de Beurre, Oeufs, Fromage, à des prix très avantageux.

Avant de placer vos commandes, demandez nos prix et nos echantillons

---

LAPORTE, MARTIN, LIMITEE

Importateurs et Fabricants, Epiceries et Provisions

584, rue Saint-Paul ouest, :: MONTREAL

CANADIAN AND IMPORTED SPECIALTIES

WE call your attention to our Canadian and Imported Specialties. They are all well-advertised to the public and have a ready sale.

"VICTORIA" PRODUCTS

"Victoria" tomatoes and other table products are choice quality. Thousands of dealers are already carrying them with ever-increasing satisfaction.

HIGH CLASS SPECIALTIES

The following Imported Specialties are worthy of your goodwill. They are advertised in a large number of papers, and we supply you with individual advertising matter:

"Le Soleil" Brand Peas and Vegetables
"Le Soleil" Brand Castile Soap
"James Plagniol" Olive Oil
"Julien Mack" Géodite Mustard
"Michel Poriel" Sardines
"Feyret & Pinsan" Mushrooms, Anchovies, Pâté de Foie Gras
"Perrier" Famous French Sparkling Water
"Marie Grimal" Roquefort Cheese
"Bouquetin" Famous Gruyere Cheese

BLUE BIRD TEA

A triumph in cup quality, a revelation in flavor.
Ask for samples.

Our **Provision Department** also has a large and varied stock of **Butter, Cheese** and **Eggs,** at rock bottom prices.

Ask for our prices

LAPORTE, MARTIN, LIMITEE

Importers and Manufacturers, Groceries and Provisions

584 St. Paul St. West, **MONTREAL**

HUDON, HEBERT & CO., Limited
MONTREAL

représentent au Canada les maisons suivantes:

AMIEUX, FRERES & CIE.....NANTES-CHANTENAY, FRANCE
Conserves de légumes et Plats cuisinés.

LA SOCIETE ANONYME DES CONSERVES MARIE THUMAS
LOUVAIN, BELGIQUE
Conserves de Légumes.

LEFEVRE-UTILE.....NANTES, FRANCE
Biscuits.

TALBOT FRERES.....BORDEAUX, FRANCE
Produits Alimentaires.

GORDON & DILWORTH, INC.....NEW YORK, N.Y.
Conserves de Fruits, Confitures, Gelées, Marmelades.

Ils sont aussi les propriétaires des MARQUES ci-après:

GAZELLE ..... **Fruits, Légumes, Saumon en conserve, Thés, Cafés, Vinaigre.**

LE CRIQUET ..... **Savons de Marseille.**

HUDON, HEBERT & Co., Limited

MONTREAL

Agents in Canada for:

AMIEUX, FRERES & CIE.....NANTES-CHANTENAY, FRANCE
Canned Vegetables and Ready-Cooked Dishes.

LA SOCIETE ANONYME DES CONSERVES MARIE THUMAS
LOUVAIN, BELGIUM
Canned Vegetables.

LEFEVRE-UTILE ..... NANTES, FRANCE
Biscuits.

TALBOT FRERES ..... .BORDEAUX, FRANCE
Alimentary Products.

GORDON & DILWORTH, INC. ..... NEW YORK, N.Y.
Preserved Fruits, Jams, Jellies, Marmalades.

They are also the proprietors of the following BRANDS:

"GAZELLE" **Canned Fruits, Vegetables and Salmon; Teas, Coffees, Vinegar.**

"LE CRIQUET" **French Soaps.**

A Line of Steady Profit for the General Store

Where do your customers secure their Paint and Varnish? Are you getting this business—or are you neglecting what can be made one of the most profitable departments in your business?

For, after all, your store is the logical place for your customers to buy their paints and varnishes—that is if you stock the right line, the line of quality and satisfaction at fair prices.

TRADE ELASTICA MARK.

is a

Complete Line of Paints and Varnishes

You are getting most of the trade of your customers—ELASTICA will get you their paint trade and will win you many new customers among the paint users of your community.

ELASTICA offers every general storekeeper a splendid opportunity to increase his profits. Let us tell you the whole story—Send us a post card to-day.

"Save the surface and you save all" *Paint & Varnish*

INTERNATIONAL VARNISH CO. LIMITED.

TORONTO

MONTREAL WINNIPEG HALIFAX VANCOUVER

Made in Quebec

Good Bread? Yes, Sir!
Good Cakes? Yes, Madam!
Good Puddings? Yes, Miss!
Good Pastries? Every Time!

And that's the whole sales story of FIVE ROSES flour.

You are not selling flour, you are selling good **baking!** Sell the consumer the effect and they will buy the cause. They will keep right on buying it as long as it produces the same results.

Since 1887, the makers of FIVE ROSES flour have had but one single ideal—the greatest possible flour service crammed into every bag bearing their brand. Thirty years from now, their policy will be the same! And yet you meet some grocers who are still groping for the **one** satisfactory flour to keep their trade in good humor.

LAKE OF THE WOODS MILLING CO. Ltd.

"The House of Character"

Offices in 16 Canadian Cities

Head Office:
MONTREAL

Western Office:
WINNIPEG

FIVE ROSES FLOUR

"Castor"

Nouvelles Allumettes *EDDY*

Pour les Canadiens Francais

Les Allumettes "Castor" sont destinées exclusivement aux acheteurs du Quebec. Silencieuses, frottantes, non toxiques, bien entendu, et absolument sans danger. **Elles s'eteignent completement sans faire de braise.**

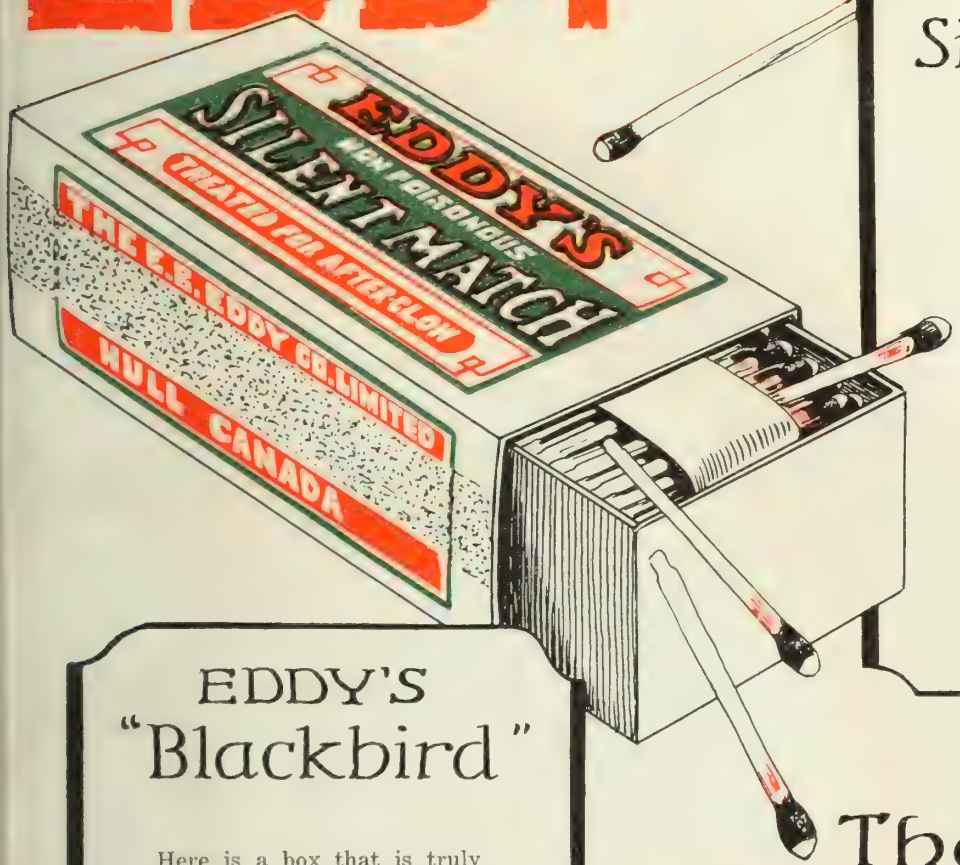
Le menagere exige les **meilleures** allumettes: achetez-lui les "Castor" de Eddy, et elle n'aura rien a redire.

Elles satisfont vos clients et vous donnent un bon profit, tels sont les avantages des "Castor," les nouvelles allumettes de Eddy.

Commandez-les chez votre fournisseur en gros.

La Cie E. B. EDDY Limitée
HULL, CANADA

PERFECT EDDY MATCHES



EDDY'S Silent Five

The ever popular Eddy light. A big box generously filled with perfect matches—500 sure silent strikers, made to light when wanted and to go out **completely** when blown out without fire-inviting afterglow.

Never be without a stock of Eddy's "Silent Five." They are just the right matches to satisfy your particular trade.

EDDY'S "Blackbird"

Here is a box that is truly characteristic of Eddy Match values.

Matches just as safe, as sure and as perfect in every way as the "Silent Five" but put up in smaller quantities—400 to the box—with less excise tax, of course.

Blackbird Matches sell and every sale means a satisfied Match customer.

Keep "Blackbirds" in stock.

The E.B. EDDY CO. Limited. HULL-CANADA-

O-Ced
POL

The Mop with the

1
The firm **Steel Centre** — keeps the mop in its original shape

2
The **Plume** of long, strong, fluffy yarn cleans, dusts, and polishes thoroughly

3
Heavy Padding —Firmly attached to steel centre prevents scratching table legs or wainscoting

4
O-Cedar Polish Mop can be washed and renewed with fresh O-Cedar Polish without taking apart

Big Features

ar MOP
SH
HANDLE

An Every Day Profit Maker that Guarantees Future Profits

TELL any woman about the 4 Big Features of the O-Cedar Mop, and you will gain another profitable customer.

Display the O-Cedar Mop in your window and prominently in your store—its many fine points are so apparent it needs only a few words from you to complete the sale.

Your profit on an O-Cedar Mop is only the beginning of a long series of profits. Every sale of a Mop means many more sales of O-Cedar Polish. Both these well-liked O-Cedar products are repeaters—they sell easily, rapidly, steadily.

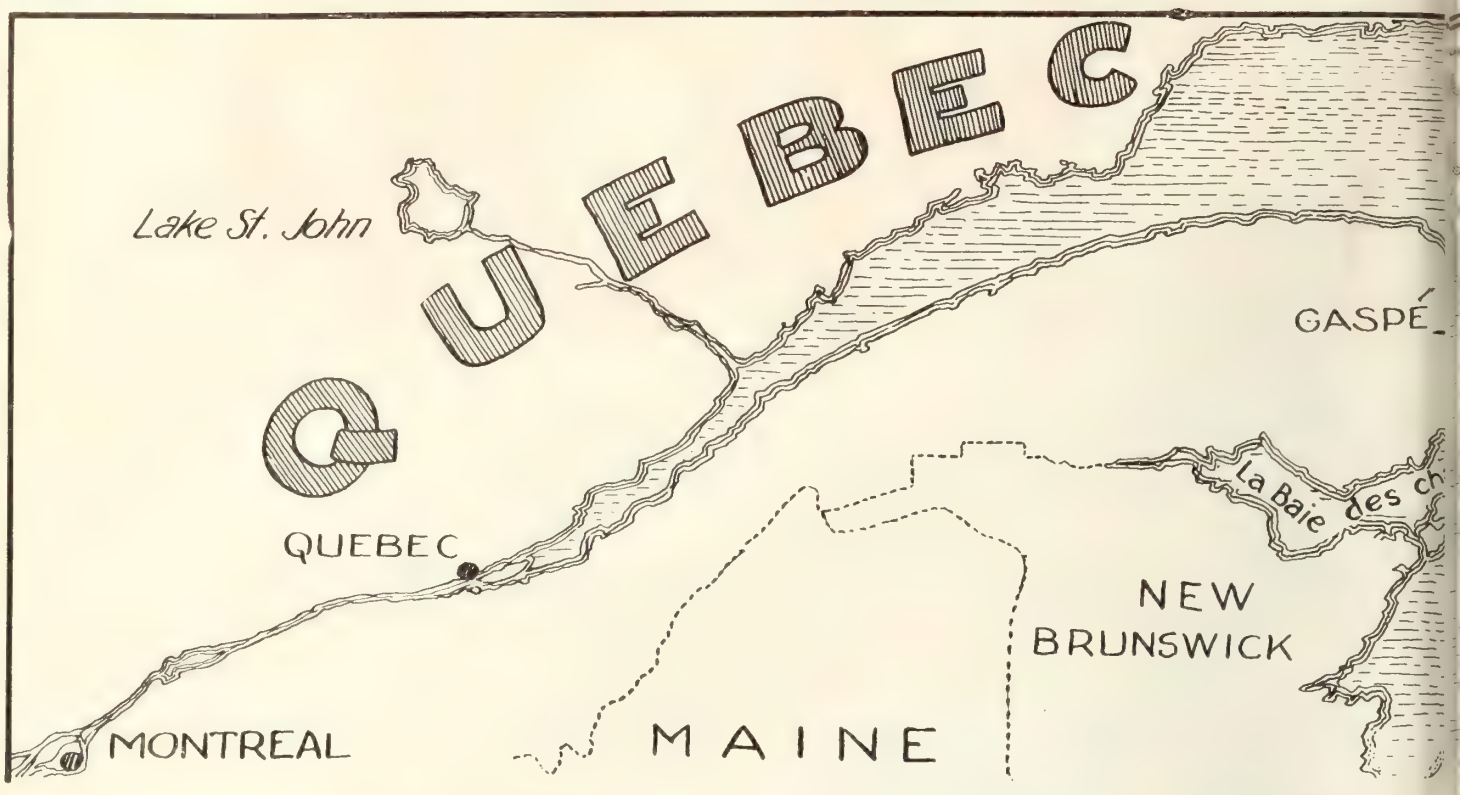
Two sizes to choose from—round and triangular—Price $2.00. There is also a small triangular Polish Mop at $1.25.

Made and Guaranteed by

CHANNELL LIMITED

TORONTO

Made in Quebec

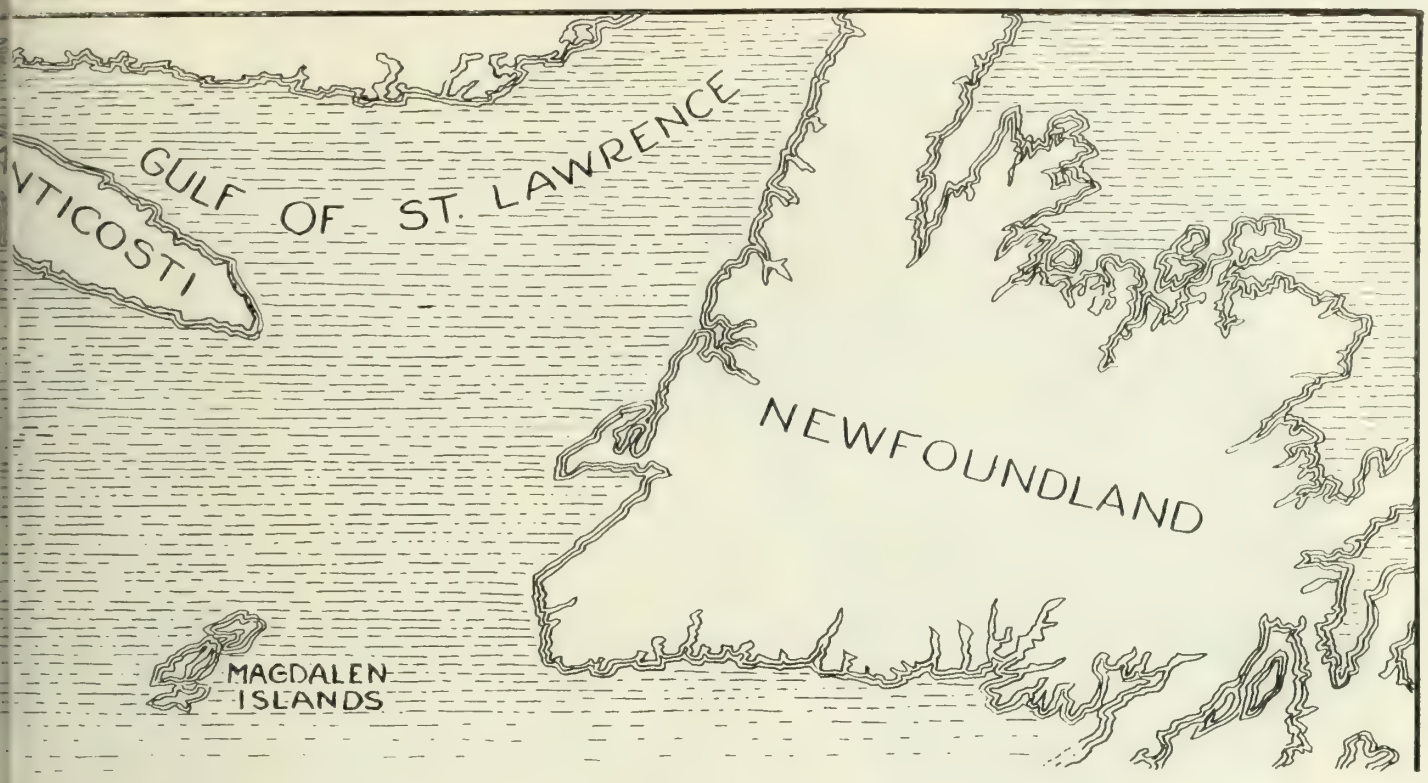


"QUEBEC'S" FISHING RESOURCE
TO WHOLESALE AND RETAIL FISH

THE attention of dealers in fresh Fish is drawn to the advantage of obtaining their supplies from the waters of the Baie des Chaleurs and the North and South Shores of the St. Lawrence. Over two and a half million dollars worth of the finest fish in the world were taken from Quebec waters during last year. This yearly catch was composed of Cod, Lobsters, Halibut, Mackerel, Smelts, Soles, Salmon, Flounders, Sturgeon, Clams, Eels, Caplin and Herring—all of high quality and excellent flavor.

The unusual shipping facilities afforded by the cities of Montreal and Quebec, the two big shipping centres through which the bulk of Quebec's catches are shipped, insures dealers of rapid deliveries on all orders.

Get in touch with any of Quebec Province Wholesale Dealers for your supplies or write to the Minister of Colonization, Mines and Fisheries for full particulars.



FFER EXCEPTIONAL OPPORTUNITIES EALERS . . . . . .

Hunting and Fishing

ALL hunting and fishing by sportsmen on unleased lands and inland waters belonging to the Crown in the Province of Quebec are free to its bona-fide residents who are British subjects.

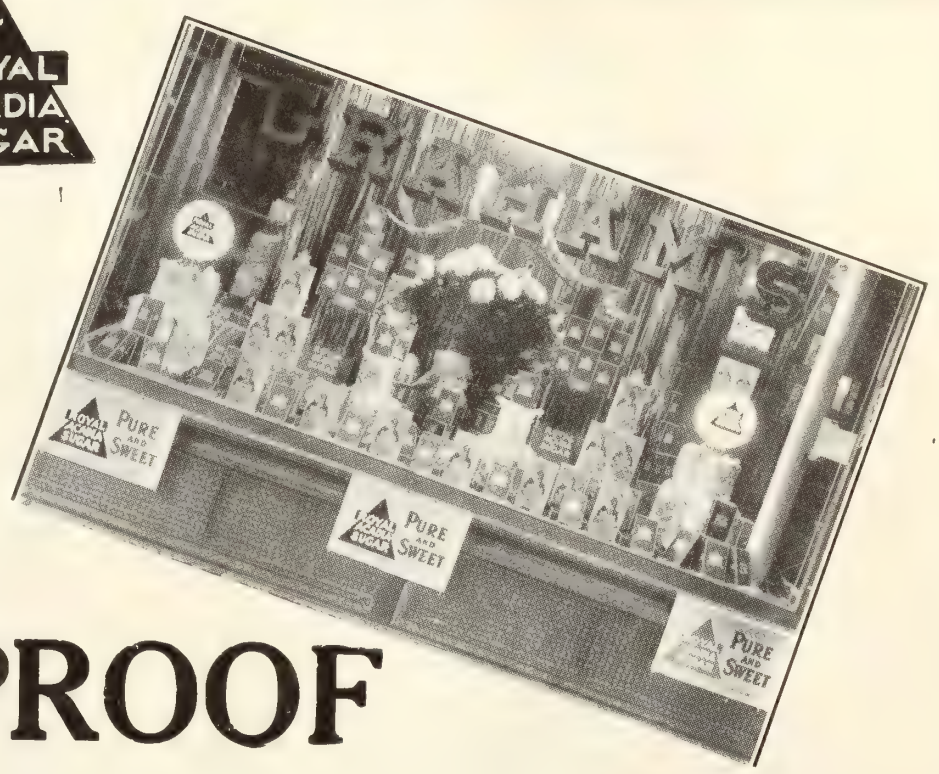
By joining one of the many fish and game clubs of the Province, many of which lease large hunting and fishing territories from the Crown, it is usually possible to secure the right of building a camp on the Club territory, or at least of sharing the comforts of the club camp.

On unleased lands belonging to the Province, it is only necessary for a lover of Nature and Sport to select a suitable site for a summer camp, and then to make application for a lease of the same, which is usually granted at from five to ten dollars per mile per annum, no lease being made, however, for less than the minimum amount of rental for one square mile. Similar leases, on equally favorable terms, may also be obtained by non-resident sportsmen and lovers of wild life.

Non-resident fishing and hunting licenses, tags for the shipment of game killed in the Province, copies of the fish and game laws, and all information regarding fishing and hunting in the Province may be obtained by addressing

Hon. J. Edouard Perrault
Minister of Colonization, Mines and Fisheries
QUEBEC, P. Q.

ROYAL ACADIA SUGAR



THE PROOF

Photographs above illustrate attractive Window Displays of **ROYAL ACADIA SUGAR** at two of Montreal's Leading Grocery Stores.

WALTER PAUL, Ltd.
556-558 University St.

and

GEORGE GRAHAM
572 St. Catherine Street, West

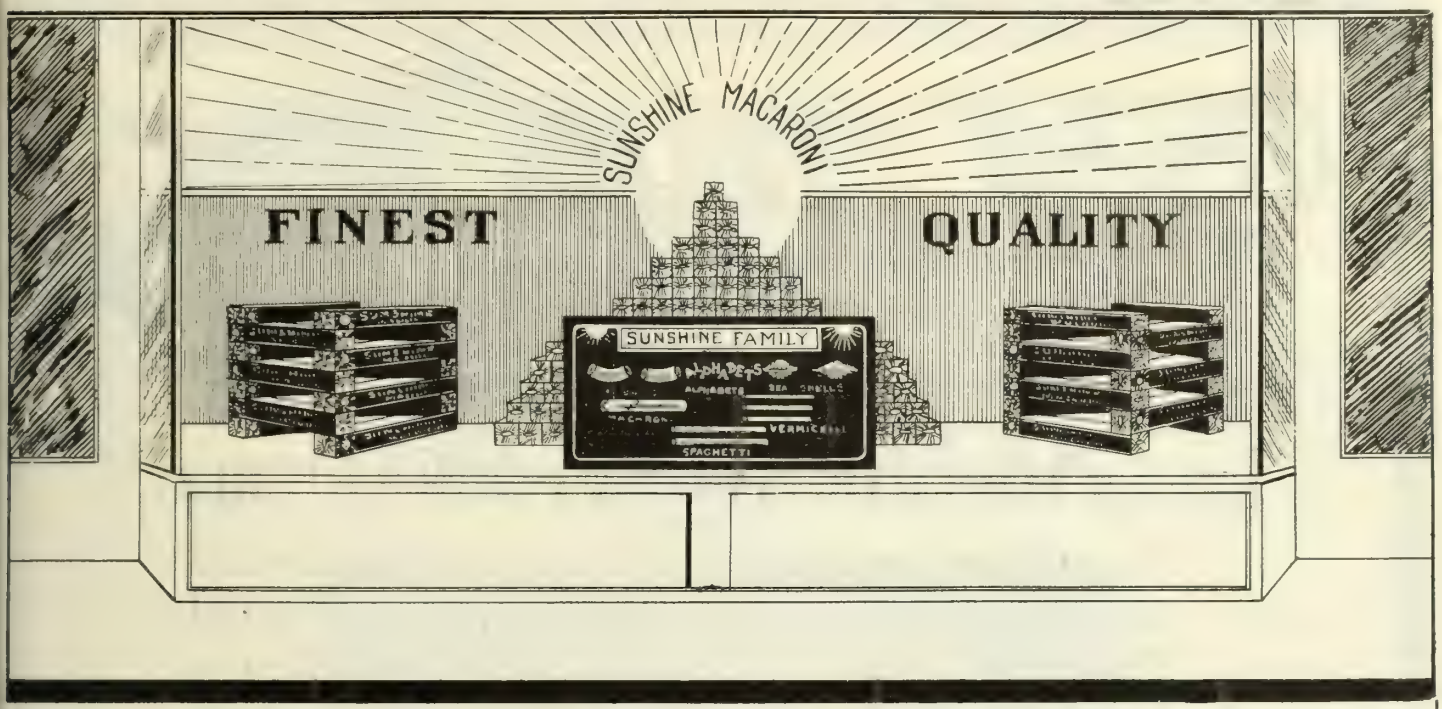
Both these well known stores are recognized distributors of the Highest Class Food Specialties, and their approval of ROYAL ACADIA SUGAR—"The Sugar Now-a-Days"—demonstrates pointedly the old familiar saying,

"The Straw Shows The Way The Wind Blows"

ACADIA SUGAR REFINING CO., LTD.

MONTREAL - - - HALIFAX

Made in Quebec



Now is the Time
to put in a good Window Display of

SUNSHINE MACARONI

and Increase your Macaroni Sales during Lent

With the approach of Lent comes an increased demand for Macaroni and grocers who anticipate this demand with frequent window displays of **Sunshine Macaroni** will be handsomely repaid for their extra efforts.

Not a particle of cheap soft wheat flour is used in making "SUNSHINE" Macaroni—just the FINEST CANADIAN HARD WHEAT SEMOLINA containing the maximum and best gluten. It is sanitarily prepared under ideal conditions by modern machinery (imported from Italy) and a perfected hygienic artificial drying system insures its absolute purity. From the standpoints of quality, elasticity, taste, firmness and tenderness after cooking. Sunshine Macaroni is rarely equalled. Put up in attractive, dust-proof cartons of 16 oz. net contents—30 cartons to the case.

The Lenten Season is the Harvest Season
for Macaroni Sales

P. Pastene & Co., Limited, Mfrs., Montreal, Que.

Demandez nos Cafés
Marques:

EXTRA

FANCY

ROYAL

SEULS DISTRIBUTEURS POUR QUEBEC
DES

Pois Belges, marque.....Campinoise
Confitures .....Waddel
Produits .....Harry Horne
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LANGLOIS & PARADIS Limitee
EPICIERS EN GROS
19 St. Jacques Quebec

LE CARÊME

Est une occasion de developper votre commerce
De POISSON.

Vous pouvez realiser des beaux benéfices et batir un commerce profitable et assuré en achetant d'abord des POISSONS de choix, specialement choisis par des experts, et en quantité qui coupe le prix de revient a sa derniere limite.

Faites parvenir votre commande a la vieille maison de confiance, et assurez vous des meilleurs produits de pecher, a bas prix, et de qualité exceptionelle.

D. HATTON CO.,
MONTREAL

FONDÉE EN 1874.

"ROCK MAPLE" BRAND

PURE MAPLE SYRUP

AND

PURE MAPLE SUGAR

It's better to be "Sure" than "Sorry"

Don't leave yourself open to fines by ordering your Maple Sugar and Syrup from sources that you are not absolutely sure of. When you specify **"Rock Maple"** Brand you can **always** be certain that you are getting the purest maple products in the world.

Only the finest grades of the run selected from the best maple sugar districts in Canada are used in their preparation. That's why "Rock Maple" Brand Maple Sugar is so rich and creamy and "Rock Maple" Brand Maple Syrup of such excellent flavor.

When you fill your customers' requirements with "Rock Maple" Products you can guarantee their absolute purity—for every particle is free from adulteration of any kind and is made in strict accordance with Canada's Pure Food Laws.

UNITED MAPLE PRODUCTS LIMITED

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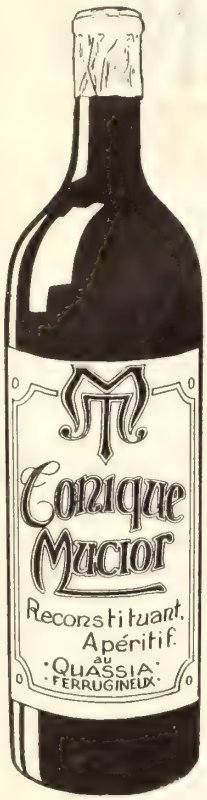
Producers, Packers and Exporters of Pure Maple Products.

Agent for Center Ontario: G. G. YORKE, Cor. Queen & Portland Sts., Toronto

Made in Quebec



There is a big profit in selling

TONIQUE "MUCIOR"

(THE FRENCH TONIC WINE)

Order a trial supply of this ideal tonic and appetizer and put a few bottles in your spring window displays. You'll find it an unusually fast seller and an exceptionally profitable one. Can be sold in all parts of Canada.

QUEBEC DRUG COMPANY

QUEBEC, QUE.

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Ontario, Western Provinces, Nova Scotia, New Brunswick.

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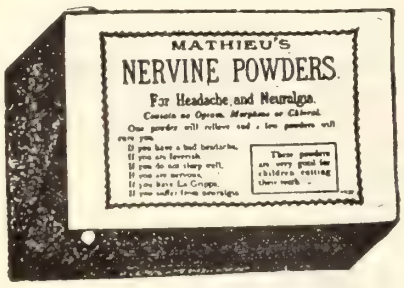
Mathieu's Remedies Have Proven Their Efficiency

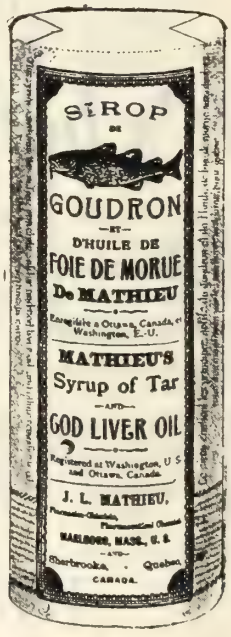


Mathieu's Syrup of Tar and Cod Liver Oil should be recommended to your customers during the Spring Season for coughs, colds, etc. It is a ready and constant relief for Influenza, La Grippe, etc., and at the same time has an excellent tonic effect on the system.

Mathieu's Nervine Powders are excellent for Nervousness, Fevers, Neuralgia, Headaches, etc., and should not be missing from your stock.

Try selling them once and you will always keep them in stock.

Order a supply to-day.



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PROPRIETORS

SHERBROOKE, QUE.

Made in Quebec

For Fine Glossy Finish and High Uniform Quality you can't recommend better than

CHINESE STARCH

Chinese Starch
A starch that is prepared especially for home use.

Chinese Washing Powder

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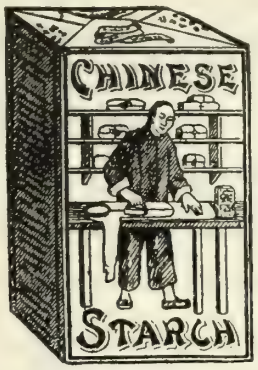
Ocean Blanc Mange Powder, Assorted Flavors



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FREE
Handsome and useful umbrella for your delivery rig given away with an assorted lot of our products.
Please write for information.

SPECIALS
French Mustard packed in improved Queen fruit jars, quart size.

OCEAN MILLS LTD.

MONTREAL, QUE.

Hamilton Agents:
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Toronto Agents:
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Representative required for Northern Ontario, Nova Scotia, New Brunswick, P.E.I.

BABY'S OWN SOAP

50% PROFIT

Buy Direct From the Factory. **Freight Prepaid.** **Minimum Quantity 2 Gross.**

$38.40 less 20% and 5% - $29.18
Sell at 15c per cake - - $43.20

In Sask., Alta. and B.C. add 60c per gross and retail at 50c per box of 3 cakes.

ASK FOR PRICE LIST OF OTHER LINES

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Sales agents for Moose Brand Extra Jumbo Peanuts, Elephant Brand hand-picked Jumbo Peanuts, Tiger Brand Extra Peanuts, Peacock Fancy Peanuts.

QUALITY UNSURPASSED **TRY SOME YOURSELVES**

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Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
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252 Lemoine Street. MONTREAL.

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IMPORTERS
RICE: American, Patna, Siam, Rangoon, MOLASSES, SPICE, JAMAICA GINGER, Granada Nutmegs, Pepper, Cassia, and all Tropical Products.
20 St. Nicholas Street Montreal

Still the Strongest and Best ---and the Leading Seller

In grandmother's day the thrifty housewife preferred Cow Brand Baking Soda because its **greatest strength** made it more economical and more efficient. To-day this old established favorite is still the strongest and best and its sales records indicate that most women know it.

CHURCH & DWIGHT, LTD., Montreal

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FLY TERROR

After years of experimenting, we have succeeded in manufacturing a product that will positively keep **Flies, Mosquitoes, etc., away.**

This preparation is in great demand by Hunters, Campers, Tourists, Fishermen, Surveyors' etc.

Order your supply NOW for the Spring and Summer Trade. A Big Seller—Showing a nice Profit.

Representatives Wanted

THE FLY TERROR MFG., "Regd."
7 NOTRE DAME SQUARE - - QUEBEC

READERS OF CANADIAN GROCER

Please write to our Editor at any time regarding any matter upon which you wish information.

The Editor,
CANADIAN GROCER,
153 University Ave.,
Toronto, Ont.

Made in Quebec

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Mr. Logan, General Merchant of Lyon's Brook, N. S., says:

After trying many brands of Extract of Malt for making Home Brew he finds

MAPLE LEAF PHARMACEUTICAL EXTRACT OF MALT

to be the best on the market and make the finest Brew he has ever tasted.

Have you tried it yet?

Packed in cans of 2 doz. 2½-lb. tins
Complete with best Pacific Hops.
Shows the Grocer big profits.
Send your order direct.

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Reg'd

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The Maple Syrup You Can Always Guarantee as 100% Pure

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MAPLE SYRUP
The Pride of Canada Maple Syrup is made from the sap of the Maple tree and is absolutely pure
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"Pride of Canada" Maple Syrup

When you fill your customers' orders with **"Pride of Canada"** Maple Syrup, you are giving them the purest and finest Maple Syrup that is made.

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MAPLE TREE PRODUCERS ASSOCIATION LIMITED

OFFICES:—58 Wellington St. W., Montreal, Canada.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886.

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MONTREAL WINNIPEG VANCOUVER

Vol. XXXVI MARCH 10, 1922 No. 10

Our Quebec Number

IN THIS issue of Canadian Grocer, space is largely given to the special featuring of articles gathered from merchants in the Province of Quebec. Quebec occupies a foremost place in the several provinces that go to form this great Dominion. Her position industrially, to say nothing of her importance because of her seaports, is a creditable one, and its healthy financial state at the present time is something of which its people are very proud.

The grocers in this province for the most part possess vision and a keen appreciation of right ideas of merchandising. Readers will do well to read the pages of this number, and by so doing will learn something of what their fellow grocers in the French-Canadian province are doing to promote and maintain sales at the present time. Articles from many retail grocers, covering a wide variety of subjects are here contained, and are well worth the time it takes to read them.

Must Mention Names

THE BROAD assertion made by an alderman in a certain Eastern Ontario city, to the effect that grocers in that place were filling orders for the city's poor with rancid butter, rotten fish, and other goods short in weight has met with the denunciation it deserves, at the hands of the grocers' association of that town. A resolution was passed at a meeting of the retail grocers, asking that the alderman name the offending grocers, if there be such, so that the grocers and the general public may know the same. Such a sweeping statement involves the entire body of retail grocers in the city, since no one in particular is mentioned, and it is only fair that in a charge so serious, that specific instances be cited.

Grocers are well advised at all times, whether it is in the filling of city orders for poor people or in filling an order for the best customer of the store, that the goods sent out are above reproach, and will in no way reflect on the reputation of the merchant. Too much care cannot be taken in this regard, and seeing to it that all goods sold are in the very best condition possible, will mean increasing trade to such an extent that cannot be overestimated.

If grocers have taken advantage of city orders to fill them with goods that were not up to the standard, more harm will be done them, than any possible gain that they might imagine they have obtained. On the other hand if the assertion is a random one, made with little or no foundation, any stigma that has been cast on the grocers in this city in question, should at once be removed, by a direct clear-cut statement as to who the offending merchants are.

Business Failures In 1921

ACCORDING to the annual analysis of business failures in Canada by Bradstreets, the period of 1921 saw the heaviest total of large commercial failures ever reported, and in the United States "the second largest total of bank suspensions recorded since modern failure reporting was begun in the early eighties." At the same time it should be remembered that the heavy increases in values of commodities during the years of the war and post-war prosperity greatly added to the totals of failures, really out of proportion to their seriousness, relative to the grand total of those engaged in business.

For some years past the principle has been laid down that business success or failure was largely personal—in other words that the individual himself was chiefly responsible for failure to succeed. In 1918 the proportion of failures credited to causes originating within the individual himself rose to its highest point, 86 per cent., while outside influences were credited with causing 14 per cent. The 1919 returns were almost identical with this, 85.9 per cent. In 1920 the proportion due to personal causes fell to 83.1 per cent. In 1921, however, the trader who failed was comparatively speaking "a child of circumstances," only 74.8 per cent. of the 1921 failures being due to cause inherent in the individuals, while 25.2 per cent. were beyond his control. Lack of capital covered slightly over one-third of the failures in both 1920 and 1921, the percentage in each case being remarkably close, at 34 per cent.

West Shows Biggest Gain

THE CANADIAN census returns which have just been completed, give an opportunity for some interesting comparisons. Our present total population of 8,769,489 persons represents an increase of 21.5 per cent. during the past ten years, and an increase from a population of 3,689,257 fifty years ago. The increase in population in the last ten years amounts to 1,475,988, which is very small compared with the advances which the country has made in other directions. The debts which Canada carries representing development of the country, and the natural resources which exist in the Dominion make advisable the securing of more population of a selected nature to help develop our resources and carry the load of taxation.

Immigration in the past eight years has been greatly interrupted by the war. It is but a few years ago that under the stimulus of a tide of immigration the West was asking for a census every five years instead of ten.

A peculiarity of this unevenly settled country is that Nova Scotia with an area of 21,068 sq. miles, has a population equal to that of British Columbia with an area of 353,416 sq. miles. Ontario with 2,929,054 is the home of almost exactly one-third of the people of the Dominion. Ten years ago Ontario boasted 35 per cent. of the population of the Dominion, thus its proportion has decreased. Quebec's share has also declined from 28 to 27 per cent. of the total for Canada, in the ten years. All provinces except Prince Edward Island have shown steady growth. The weight of population has moved westeward, the West showing an increase from 24 per cent. of the population of Canada in 1911 to 28 per cent. in 1921.

Editorials In Brief

Shall Canada stand alone among the progressive countries of the world in prohibiting the sale of margarine?

* * * *

Kaiserism could not manifest itself more than in banishing a healthy, wholesome food product such as margarine from this country.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Maritimes

The City of Halifax will have daylight saving this year from May first until Labor Day, the first Monday in September.

The death of Hugh Baird, president of James Baird Ltd., St. John's, Newfoundland, is announced in London, England. James Baird, Ltd., are large exporters of Newfoundland fish.

James C. Inness, for many years a grocer in Liverpool, N. S., dropped dead while walking between his store and his stable, the other night. He was 64 years of age, but had not been ill. His death was a great shock to the community. He had been in business for many years. He is survived by his wife, a son and a daughter.

Quebec

J. Lachance has opened a butcher shop at 240 St. Zotique St., Montreal.

Groulx and Freres have opened a new grocery store in St. Laurent, Que.

H. Martelle has sold his grocery business at 809 St. James St., to M. Emard.

F. Allard has purchased the grocery business formerly owned by J. B. A. Charron, 2441 Clarke St., Montreal.

D. Martel and Co., have bought out the grocery business of J. Louis at 181 Demontier St., Montreal.

J, Dufour has bought out the grocery business of R. L. Ayotte, 321 Forsythe St., Montreal.

W. Chagnon has sold out his grocery business at 229 Joliette St., Montreal, which will be operated by H. Prevost.

E. Berard has sold his grocery business at 106 Van Horne St., Montreal to J. Bouthiller, who has sold his grocery business at 24 McGuire St. Montreal to L. Fontaine.

Chamberland and Barcello, 250 Mount Royal E., Montreal, have dissolved partnership. J. E. Barcelo will operate the old store while Mr. Chamberland is opening a new store at 2863 St. Laurent Main.

Ontario

Amos B. Gordon, Ltd., have been appointed Toronto representatives of the Canadian Match Co., of Montreal, and Pembroke, Ont.

A. C. McLeod, president of the Canadian Cereal Co., Stratford, has left on an extended trip to Quebec and the Maritimes with a view to establishing agencies, and renewing acquaintances in the retail and wholesale trades.

Hon. P. C. Larkin, High Commissioner for Canada in London, has been nominated as Canadian representative on the Advisory Council of the Imperial Board of Trade. Mr. Larkin will succeed Lloyd Harris who was formerly Canadian representative on the Council.

William Prophet, a merchant in Agincourt, is retiring, having disposed of his store to Moses Wilson, of O'Sullivan's Corner.

Corlett and Son, have very recently taken over the grocery business at 134 Pitt St., Windsor, Ont., that was formerly conducted by D. Kaplan & Co.

Townsend and Kendrick, 506 Exchange Building, Windsor, Ont., have disposed of their general specialties and sales agencies to George R. Ford, who will carry on the business in the same location. Mr. Ford is a former grocer from Western Canada.

Scales and Store Specialties Ltd., is the name of a new organization doing business in Windsor, Ont. The officials of this company are A. Dumouchelle, president; J. E. Baes, vice-president and general manager and J. G. Love, secretary. These men are former salesmen for the Toledo Scale Co., in the Windsor office. The company plans to handle equipment for the retail store.

Features in Next Week's Issue

The part price tickets play in the sale of an article is generally given a place of importance in the mind of the average grocer. Canadian Grocer has recently sought an expression of opinion from grocers in different parts of Canada, on the value of price tickets. An article covering these opinions will appear in March 17 issue, and should be read by all grocers. Henry Johnson, Jr., whose articles are always awaited with interest, will talk about the subject of inventory, dealing in an analytical way with the statement of a grocer who seeks his advice on his submitted statement. This merchant has taken his inventory but finds that it has not panned out as he expected. Read what Henry Johnson has to say about it next week.

Imported Eggs May Come In If They Are Up To Standards

Ottawa, March 8, (Special).—Egg producers, dealers and consumers were in session here yesterday. The chief feature of the conference is a resolution that was passed, asking that the importation of foreign eggs be prohibited (unless under Canadian standards). The resolution is to the effect that all foreign eggs of not less than 43 pounds to the 30-doz. case be permitted entry into Canada on the understanding that none of them be graded for sale according to the Canadian standards of "specials" and "extras."

The resolution in question was moved by C. M. Goddard of the Ontario Producers' Association and seconded by R. S. White, President of the Canadian Produce Association. Those speaking in support of the motion included Mrs. J. A. Wilson, representing the National Council of Women; R. G. Crabtree, Ottawa Retail Grocers' Association; R. S. White, the Canadian Produce Association, and C. E. Kyle, the British Columbia Poultrymen's Exchange.

Other Resolutions

Other important resolutions passed were:

"That imported eggs be distributed in the original packages or in packages marked showing the country of origin.

"That all invoices covering the delivery of foreign eggs in shell or otherwise state clearly the country of origin." In this the retailers dissented.

"That all imported eggs other than those in the shell shall come in packages plainly and distinctly marked, showing the country of origin, and that when used in the manufacture of foods, and where such foods are sold, a conspicuous sign with two-inch letters must be placed by the seller so that the consumer may know the country of origin.

"That the Department of Agriculture arrange for the supervising of the canned eggs industry.

"That no person operating any cold-storage plant shall receive eggs for storage or shall store eggs therein without an accompanying certificate in writing from the owner of such eggs, certifying that said eggs have been candled and all bad and unsound eggs removed.

"That no person shall receive, sell or demand payment for bad eggs in excess of a margin of allowance of 1 per cent. on the total of each transaction."

Letters To The Editor

Editor, Canadian Grocer:

If of interest to you, I will give you my view on the local grocery trade in Quebec.

Les marchands-épiciers en détail viennent de traverser une des périodes les plus déprimantes de leur histoire.

On constate que plusieurs bons et anciens épiciers ont depuis quelques temps abandonné ce commerce pour cause que les bénifices se faisaient de plus en plus rares dans cette branche de l'activité commerciale. La vente de produits alimentaires de haute qualité et de luxe sur lesquels on réalisait un assez bon bénifice a tellement diminué depuis la guerre, et qu'aujourd'hui la vente se limite presqu'aux articles de première nécessité sur lesquels il n'y a pas de bénifices, même suffisant pour couvrir les frais de'exploitation qui sont très onéreux. Il y a en plus la concurrence, et les pertes inévitables à ce commerce qui exige pourtant beaucoup de travail et de soins, et donne en définitive un résultat peu encourageant.

Il est à remarquer que ce qui est arrivé a été prévu il y a déja près de trois ans, lorsque l'Association des marchands détaillants de la ville, réalisant la situation future du commerce d'épiceries, entreprit une campagne de publicité afin de préparer l'opinion publique à un changement au système de ventes au comptant, et au premier mai 1919 un grand nombre d'épiciers adhéraient au nouveau système. Depuis, pour les raisons particulieres, plusieurs sont retournés à l'ancien système de crédit, bien peu sont restés fideles à la décision prise dans ce temps là. Cependant ceux qui ont strictement observé le système de ventes au comptant n'ont rien à regretter. Les temps sont changés, et aujourd'hui le client est satisfait de toujours payer comptant pour des achats réalisant que ce système élimine pour le marchand les pertes qui sont causés par les mauvais crédits, et diminue de beaucoup les frais d'exploitation, et qu'en retour le marchand est en position de donner plus de valeur et de service pour l'argent qu'il reçoit. Il n'y à pas à s'y tromper, avec le système de crédit, le bon client paye pour le mauvais client, et avec le système de ventes au comptant, le marchand est en position de donner au client au minimum du prix du marché le maximum de valeur et de service. On constate que les choses s'améliorent lentement mais sûrement dans le commerce d'épiceries, la confiance en des jours meilleurs renait un peu partout.

J. SAVARD.

35 Rue St.-Jean, Quebec, P.Q.

As Mr. Savard presents some ideas for all merchants to think about, we give herewith a general translation of his letter:

"Retail grocers have just experienced one of the most depressing periods of their history. It is said that several old established grocers have recently given up business, because profits became smaller and smaller in this branch of commercial activity. The sale of high quality and expensive food stuffs on which sufficiently good profit could be obtained has very much diminished since the war and today sales are limited almost entirely to articles of absolute necessity, on which the profits are not sufficient to cover the very heavy overhead expenses. There has, moreover, been keen competition and the losses inevitable in this business; a business which requires a large amount of work and care and yet does not give very encouraging results.

"It may be mentioned that what is happening was foreseen some three years ago when the Retail Merchants' Association of the city realized the future situation of the grocery trade, and undertook a campaign of publicity, in order to prepare public opinion for a change to the system of cash sales, and on the first of May 1919, a large number of grocers adopted the new system. Since then, for various reasons, several have returned to the old credit system and few have remained faithful to the decision taken at that time. However, those who have strictly observed the cash system, have nothing to regret. Times are changing, and today the client is always satisfied in paying cash for his purchases, realizing that this system saves the merchants from all loss caused by bad debts and lessens overhead expenses to a considerable extent. In return the merchant is in a position to give better value and service for the money he receives.

"There is no doubt that with the credit system, the good client pays for the bad client, but with a system of cash, the merchant is in a position to give his client minimum market prices and the maximum value and service. It is apparent that conditions are gradually improving and there is no doubt that in the grocery trade confidence in better times is becoming evident on all sides."

* * * *

Editor, Canadian Grocer:

The letter in your issue of Feb. 24, under the heading "Mail Order Catalogues," presented very clearly a condition that affects every country merchant in Canada. Why run our parcel post department at a loss to accommodate the mail order houses? They have found a way to get out of paying full postage on catalogues, by using the express companies, and they use the postal department to save the express on parcels.

We have every right in the world to criticize our postal authorities, who run a department at a loss to accommodate the mail order houses. But there would be no catalogues if we were all on the same basis. We cannot blame it all on the postal department. At least their catalogues wouldn't worry us any. I know I have started something now, but I will give three cheers for the fellow who can finish it to the satisfaction of all of us.

The fact that they distribute their catalogues cheaper than we think they should, wouldn't affect us very much, if we also knew they had to pay the same price for their merchandise as we do.

Does it seem really fair that they can sell Chase's nerve food, gin pills, and all 50 cent proprietary articles at 31 cents. when we know what we have to pay? Do you think we small fellows get a square deal when they can sell all laundry soap at 13 bars for one dollar, and include a package of ammonia and a cake of toilet soap at that price? and as one manager said to me, "We make a profit." How do they sell Old Dutch at two for 22c, Gillettes lye 15c, Lux two for 22c, and make a profit? How do they sell 27 inches of gingham at 25c per yard, same patterns, same quality and from the same mill as that for which we pay 21½ cents; and 32 inch at 30 cents, the same as we pay 30c for, and print at 22c, that we pay 22½c for. There is only one way in which it can be done, and that is to buy direct and to buy in quantities. Some tell us, "they are only leaders, and sold at a loss." I know different—so don't let them ever bluff you.

Now then, what is the solution? It is simply "massed action." None of us individually are big enough, but collectively we are. Who sells the greater quantity, we fellows collectively or a few big fellows? Well then, who should get the favors if there are any? This condition will be just as it is today until such time as we all get together and tell the manufacturers what we expect of them. We are the ultimate distributors of all commodities used by the average family, and without us the manufacturer would find himself badly handicapped. Why does he favor the big mail order house and give us the thin edge of the wedge, when we give him the big end?

Let us all get together and work, that we may be all treated alike—big and small.

Yours truly,
George F. East.

Klienburg, Ont., March 2, '22.

* * * *

The Editor,
Canadian Grocer:

Enclosed is a copy of a circular mailed by the Live Stock Branch of the Dominion Government to one of our customers, who apparently is, or has been a customer of the merchant named in the circular.

It would no doubt be interesting to the grocers throughout the Dominion to know, by what authority public servants

(Continued on page 51)

WESTERN CANADA NEWS

Western

Paul Johnson has joined the selling staff of the H. P. Pennock & Co., Winnipeg. Mr. Johnston was formerly associated with Campbell Bros. & Wilson, and will be covering the trade in the City of Winnipeg in the interests of this firm.

Provincial Board Must Be More Representative

Vancouver, March 7, (Special).—The next executive meeting of the Provincial Board R. M. A. of British Columbia is scheduled for March 22, at 2.30 p.m., at Association Headquarters, Vancouver. J. T. Crowder, president of the B. C. Board, has sent out a special appeal to the various locals to send representatives to that executive meeting.

"Demands for service keep coming into this office from different localities," remarked Mr. Crowder to a Canadian Grocer representative the other day, "and owing to our not being in direct personal touch, by having a representative from these places such as Vernon, Prince George, etc., it is extremely difficult to co-operate with these business men. It is therefore imperative that we enlarge our Provincial Board of Directors and have at our regular meetings members from all parts of the Province. It would be quite satisfactory to have members from any or every branch there. In case of outlying districts, if impossible to send a man from every branch, it ought at least to be possible to send a man representing a district embracing several branches. For example, one man might represent the Kootenays, another the Okanagan, another the Northern Interior.

"My experience since last July convonces me that it is impossible for the Province Executive of four men, to attempt to represent the whole Province even partly satisfactorily."

TELLING BUYERS WHAT YOU MAKE

Sir Charles Higham, M. P., speaking at a meeting of the Federation of British Industries recently, said that every trade making British goods should advertise and tell the public why they should be bought. If they could not compete with the foreigner they must put up their shutters. If they could compete, they must "buck up and advertise." Every British man or woman should buy British goods and so help their own country. But they must know they were British goods. The Germans and the Japanese made their articles to look British.—The Times, London.

Will Ask Gov't To Restrict Oriental Immigration

Vancouver, March 7. (Special)—The Provincial Board of the Retail Merchants' Association, B. C. Board, is presenting a special resolution to the government at Ottawa, setting forth the views of the organized merchants on the Pacific Coast, in regard to Oriental immigration. The resolution points out that thousands of returned soldiers and others are unable to find employment, and the Dominion government has recently limited immigration from Great Britain and other European countries by stiffening immigration regulations, and in spite of these facts, immigration from the Orient continues practically unchecked, which if allowed to continue, must by sheer force of numbers alone offer a competition which no Canadian citizen, whether he be engaged in business for himself or as an employee of others, or engaged in any form of agriculture, can successfully meet. It is further contended that it is not in the best interests of Canada to permit the immigration of a people who can never be assimiliated into our national life, as has been proved by the experience of other countries.

LETTERS TO THE EDITOR

(Continued from page 50)

are allowed to squander public funds, advertising the private businesses of a few select party heelers.

In a business experience extending over 20 years this is the first time to the writer's knowledge that His Majesty's mails have been prostituted for private gain, entirely at the taxpayer's expense.

In this case even the envelopes were franked on "His Majesty's Service."

Yours faithfully,
J. C. LEAMAN,
Manager,
General Store.

Fraser Mills, B. C., Feb. 25, 1922.

* * * *

The following is the circular referred to in the letter above:—

Dear Sir or Madam,—

Every housewife wants eggs that can be depended upon for quality. This letter suggests a way in which housewives may protect themselves from unsatisfactory results in the purchase of eggs and, at the same time, secure full value for their money.

Canadian eggs have been standardized as to quality. The legal grades are now in use for export purposes. It is clearly in the consumers' interest that they be adopted for domestic purposes as well. With this end in view, the Dominion Live Stock Branch has made arrangements with certain firms in your city to supply only eggs graded in accordance with the Government standards. One of these firms is the ——, which firm has referred your name to us as being one of their customers. The eggs supplied by them will be graded according to the Canadian legal grades:— viz., "Specials," "Extras," "Firsts," and "Seconds," and sold to you according to quality.

The following is a brief summary of the results of a recent series of experiments carried out by the Household Science Department of Macdonald College, in reference to the relative suitability of the different grades for culinary purposes.

Three types of experiments were used:—"Eggs served Alone" or "Eggs as Eggs;" 2. "Eggs as Lightening Agents" or "Eggs in Flour Mixtures;" 3. "Eggs as thickening Agents" or "Eggs in Milk Mixtures." Each experiment was carried out eight times.

Conclusions

Eggs grading as Specials are attractive in appearance when cooked alone or in combination with other foods, and give a delicious flavor to any prepared dish. These eggs are not found on the market at all seasons.

Eggs grading as Extras are very satisfactory, giving good results when cooked alone, or in combination with other foods. Extras can always be obtained and should prove very popular as the housewife can be sure of the results from this grade.

Eggs grading as Firsts may be used, but the flavor is not as delicious, nor the texture as good as when the higher grades are used.

Eggs grading as Seconds are not uniform in appearance or flavor. The stale flavor is much more noticeable in some than in others. Seconds should not be used as "Eggs served Alone," or in any mild flavored dish. They may be used for cooking purposes in any dish where a strong flavoring is used.

These conclusions, supported by personal experience, should appeal to the housewife as a means of determining the grade or grades which will best suit her requirements. When purchasing, specify the grade desired and insist upon getting it, preferably in a package marked with the name of the grade.

Yours faithfully.
W. A. BROWN (Sg'd.)
Chief of Poultry Division.

Ottawa, Feb. 16, 1922.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

MARKETS AT A GLANCE

THE raw sugar market during the week under review, was easier, with sales being made at 2 1-8c c. & f. New York for Cubas. There has been a heavy demand for raws with Canadian refined particularly active, purchasing San Domingo sugars and one cargo of Haytian. The price paid for these sugars ranged from 2 1-16c to 2 3-32c c. i. f. New York with some direct shipments to Canadian Atlantic refiners at higher parities, the actual sale prices being 2.21c c.i.f. Halifax, N.S., and 2.21c and 2.25c c.i.f. St. John, N.B. Business on the f.o.b. Cuban basis also transpired at 2.05c f.o.b. Cuba.

There are no new developments in Canadian refined sugar with quotations unchanged.

Cereals continue to indicate an upward movement with some advances on rolled oats. One brand of package oats is also quoted at a shade higher figure.

Teas in primary markets are strong with indications for further advances on spot.

Further strength in canned tomatoes and peas feature the canned goods situation. Supplies in canners hands are fairly well cleaned up and as stocks at other sources are not large and there are indications for a steadily growing strength until the new pack is available.

Spices, on account of the small spot stocks and the firmer position in countries of origin, are strongly held. Rices are higher at primary points but show little change in spot conditions, other than a stronger inclination on the part of holders to maintain a firm price.

Prunes are showing indications for an early clean-up at the Coast, while quotations have upward tendencies. Currants on spot have firmed, following the firmer situation in primary markets.

The feature in the produce markets is the abrupt termination to the high prices on hogs, both in Montreal and Toronto. The hog market has been steadily climbing for several weeks, but during last week packers set out to break the market. This they were successful in doing, owing to the fact that receipts were heavier than the requirements. As we go to press the market is still unsettled with packers continuing to offer a lower price. The production of eggs shows improvement, which, coupled with a lower market in Chciago resulted in the situation weakening at a lower basis. Cheese and butter show little change, remaining steady to firm.

QUEBEC MARKETS

MONTREAL, March 9.—The grocery market shows stronger tendencies with some important changes and on the whole a much improved feeling and better buying. The sugar market is quite firm with more confidence behind it. Molasses may be expected to hold until at least the opening of navigation. The spice market is quiet but in rices there is more talk of an advance in local wholesale circles, after recent cuts. The tea market is gaining more and more strength with heavier buying and strong reports from primary markets. The coffee reports are bullish. Many lines of canned fruits are advanced while some jams are reduced in price. Bulk cereals are firm with more strength in rolled oats and Tillson's large package oats have advanced. Oranges are higher and pineapples are temporarily scarce. Strawberries are in better supply and likely to be lower. Tomatoes are easier with a declining market and larger supplies. Potatoes rule easy although reports are for a stronger market. Onions are still high. A number of soaps are reduced in price. Condensed and evaporated milk is lower in price. Another advance is quoted in California prunes.

ROLLED OATS STRONGER

Montreal

CEREALS—The cereal market is strong although there are no changes in local wholesale prices. Rolled oats are strong with a fair demand, which is only to fill immediate requirements.

CEREALS—		
Rolled oats, bag	3 35	3 50
Oatmeal	....	3 75
Pearl Hominy	....	1 40
Corn meal	2 50	2 80
Graham Flour, 98 lbs.	....	7 65
New Buckwheat Flour	....	6 75
Pot Barley	....	4 00
Pearl Barley	....	4 90
Beans, Ont.	....	3 50
Do., Can.	....	3 30
Lima Beans	....	0 06
White beans	....	0 07½
Green peas, dried	0 03	0 05¾
Split Peas	....	0 07½

PRESERVED FRUITS ADVANCED

Montreal.

CANNED GOODS—Canned goods remain unchanged with the cut in tomatoes holding although it may be suspended at any time. The feature of the market is the general advance in preserved fruits. The supplies are running low and the general condition of the market warrants an advance in this line. Preserved cherries are up to $3.20 for 2's Simcoe brand with other proportionate advances. Raspberries, strawberries, black and red currants, peaches and pears are all higher. The advance in most lines amounts to about ten, fifteen and twenty cents a dozen. The biggest advance is in cherries which are advanced forty and forty-five cents. Aylmer and Gazelle brand jams are reduced.

CANNED VEGETABLES		
Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Do., Refugee	2 10	2 15
Cabbage, Simcoe, 2½s	1 80	....
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 55	1 60
Do., 2s	....	1 85
Do., 2½s	1 70	1 67½
Do., gallons	..	6 25
Parsnips, Simcoe, 2's	1 80	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 50
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s	....	3 25
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	..	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
CANNED FRUITS		
Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 60	1 85

Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz	4 00	4 95
Do., gals, doz.	....	18 50
Cherries, red, pitted, heavy syrup, doz., 1	....	3 20
Do., 2½	....	3 50
Do., 2½	....	3 50
Do., 2	3 20	3 30
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Raspberries 2's	....	3 75
California Peaches—		
1s	....	2 90
2s	....	3 25
2½s	....	4 40
Strawberries, 2's	....	3 30
Peaches, heavy syrup—		
2's	....	2 75
2½'s	....	4 20
Pears, 1s, Keiffer	....	2 30
Do., 2-lb.	2 45	3 10
Yellow cling, halves	....	2 60
Yellow cling, sliced	....	2 60
2's	....	2 80
2½s	....	4 20
Bartlett Pears	....	3 40
Greengage Plums, heavy syrup	2 20	2 60
Lombard plums, heavy syrup, 2-lb.	....	2 40
JAMS—		
Strawberry, 16 oz.	3 60	3 75
Raspberry, 16-oz.	3 50	3 75
Black currant, 16-oz.	....	3 75
Orange Marmalade, 12 oz. glass	2 60	2 56
Orange Marmalade 4's	57	70
Plum Jam 4's	....	0 75
Peach Jam 4's	....	0 75

COFFEE GAINING STRENGTH

Montreal.

COFFEE—Although there are no changes in the wholesale coffee market the strength reported from primary markets is more and more certain. Sales locally fair but like teas, as soon as the break comes larger orders are expected since stocks carried by retailers are light.

COFFEE—	
Mocha	0 50
Java	0 45
Maracaibo	0 40
No. 1 Blind compound	0 35

ANOTHER ADVANCE IN PRUNES

Montreal.

DRIED FRUITS—Another advance in prunes features the dried fruit market. Santa Clara Californian prunes are now quoted at a basis of 2½ cents for the 30-40's which is an advance of one half cent. Currants are strong and raisins hold firm with a bullish report from the south. Local wholesale prices show no change.

DRIED FRUITS—		
Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)		0 16
Peaches (fancy)		0 28
Do., (choice)		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon		0 28
Orange		0 28
Citron		0 44
Raisins (seeded)		
Valencias	0 20	0 21
Sultana, unbleached		0 20½
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 16½
Turkish Sultana, 5 Crown		0 21
Fancy Seeded (bulk)	0 18	0 19
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.		0 24
Do., 16 oz.		0 26
California Seedless, in bulk		0 23
Gluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, Excelsior (36 10s), pkg.		5 00
Fard, 12-lb. boxes		8 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 75
Loose	0 10	0 12
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼'s, lb., 7 crown		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, 5 Crown, 10 pounds	0 24	0 26
Do., 12 ounce packages		0 25
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), mats.		0 09
Do., Turkish, 3 crown, lb.		0 22
Do., 5 Crown, lb.		0 28
Do., 7 crown, lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 32
30-40s		0 21½
40-50s		0 18½
50-60s		0 15
60-70s		0 14½
70-80s		0 14
80-90s		0 12½
90-100s		0 12

TILLSON'S OATS ADVANCED

Montreal

PACKAGE GOODS—Following the strength of the rolled oats market and the recent advance in bulk oats, an advance in Tillson's Aluminum package is announced. The advance amounts to 15 cents a case making the price $6.15 for 20's and $5.00 for the square 20's. Aunt Jemima pancake flour is advanced fifty cents a case to $7.65.

PACKAGE GOODS—		
Breakfast fod, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 78
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3 doz. case	3 40	3 55
Cornmeal, yellow, 24s.		2 85
Rolled oats, 20's		5 00
Rolled oats, 18's		2 00
Aluminum package, 20's		6 15
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s.		2 55
Hominy, pearl or gran., 2 doz.		3 00
Scotch Health Bran (20 pkgs.), case		3 50
Pancake Flour, case		7 05
Pancake flour, self-raising, doz.		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat 36s, case		6 40
Do., 20s case		6 50
Self-raising flour (3-lb. pkg.) doz.		2 25
Do., (6-lb. pkg.) doz.		4 40
Do., buckwheat flour, per doz.		1 50
Corn starch (prepared)		0 09
Corn starch, 1 lb. pkgs.		0 07½
Potato flour		0 14½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 35
Shredded wheat		4 45
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		0 09¼
Celluloid starch, 45 pkgs., case		3 80
Malt Breakfast Food (36 pkgs.)		9 60
Macaroni		3 75
Spaghetti		3 75
Egg noodles, Quaker		2 25
Canadian cheese loaf, lb.		0 30
Swiss cheese loaf		0 42

MOLASSES UNCHANGED

Montreal

MOLASSES—There is no change in the molasses or corn syrup market. Prices are steady with a fair demand and no likelihood of a change in molasses until at least the opening of navigation. In corn syrup there is a fair demand with prices ruling steady.

MOLASSES—	
Puncheons, Island of Montreal	0 71
Barrels	0 73
Half barrels	0 74
Puncheons, outside of Montreal	0 68
Fancy molasses in tins (ginger bread)	
No. 2, 2 doz. per case	4 20
No. 3, 2 doz.	4 60
5-lb. tins	5 95
10-lb. tins, per case	8 60
CORN SYRUPS—	
Barrels, about 700 lbs.	0 05½
Half barrels, about 350 lbs.	0 05¾
Quarter barrels, about 175 lbs.	0 06¼
2 gals., 25-lb. pails, each	2 00
3 gals., 38½-lb. jails, each	2 85
5 gal. 5-lb. pails, each	4 50
5-lb. tins, per case	4 20
10-lb. tins, per case	4 00
24 2-lb. tins	3 75
WHITE CORN SYRUP—	
24 2-lb. tins	4 25
12 5-lb. tins	4 70
6 10-lb. tins	4 60

NUT MARKET QUIET

Montreal.

NUTS—The nut market is quiet with a limited demand and prices are holding steady after the drop in walnuts and almonds. Retail prices have not yet shown the decline and this is likely to come just as soon as buying shows improvement and the old, more expensive stocks, are cleaned up.

NUTS—		
Almonds, Tarragona, per lb.		0 19
Do., shelled	0 46	0 48
Valencia shelled almonds		0 45
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily,) per lb.		0 16
Brazils, shelled		0 38
Do., Barcelona		0 15½
Peanuts, Jumbo		0 15½
Do., shelled, No. 1 Spanish		0 10½
Do., salted red		0 17
Do., shelled, No. 1 Virginia		0 12½
Peanuts (salted)—		
Fancy wholes, per lb.		0 34
Fancy splits, per lb.		0 29
Pecans, shelled	1 00	1 50
Walnuts Grenoble in shell		0 33
Walnuts, Marbot	0 26	0 28
Do., new Naples		0 26
Bordeau	0 70	0 73
Do., Chilean, bags, per lb.		0 40
Do., Bordeaux, shelled		0 74

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

WHOLESALE RICE PRICES STRONG

Montreal.

RICE—The local wholesale market for rice is unchanged but primary markets show a much firmer tone for Oriental and Southern rices. Since in the past few weeks there has been much cutting in the price of rice and the wholesale price is now below market value it is very likely that an advance in Carolina, Honduras and Rangoon rice will come in the near future.

RICE—		
Carolina, extra fancy	0 07½	0 08
Do., fancy)		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Rangoon, B, per cwt.		5 75
Texas rice		0 05½
Tapioca, per lb. (seed)	0 07½	0 08½
Do., (pearl)	0 07½	0 08½
Do., (flake)	0 07½	0 08½
Honduras		0 07
Siam		0 14½

QUIET SPICE MARKET

Montreal.

SPICES—The spice market has little feature of note. Buying is limited and while in some lines there is a stronger tendency in primary markets local prices show no inclination to change and a steady but quiet feeling dominates the market.

SPICES—		
Allspice	0 18	0 20
Cassia, pure	0 25	0 26
Cassia compound		0 18
Cocoanut, 20 lb. pails, per lb.		0 30
Do., sweetened, lb., packages		0 39
Chickory, (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 32
Pure, ground		0 35
Cream of Tartar (French pure)	0 44	0 60
Do., American high test	0 65	0 80
Whole cloves		0 55
Ginger (Jamaica		0 30
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs whole—		
Do., 64, lb.		0 30
Do., 80, lb.		0 28
Do., 100, lb.		0 25
Do., ground, 1-lb tins		0 30
Pepper, black		0 24
Do., white		0 32
Do., white, compound		0 18
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Do., black, compound		0 15
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Turmeric	0 28	0 30

STRONG TONE TO SUGAR

Montreal.

SUGAR—There are no new developments in the sugar market. Prices remain firm with less talk of a decline on account of lower exchange rates and more confidence throughout the market. Buying shows much improvement. As no sugar seems to be coming across the border, taking advantage of the smaller premium on American funds, the sugar market takes on a stronger tone in view of the better feeling in the raw market at New York.

SUGAR—

Granulated sugar, per cwt.	6 90
Do., barrels	6 95
Granulated, gunnies, 5/20	7 10
Do., cases, 20 5-lb. cartons	7 30
Do., gunnies, 10-10	7 20
Do., cases, 50 2-lb. cartons	7 40

BETTER BUYING OF TEAS

Montreal

TEAS—The whole tea market is in a strong position with a likelihood of higher prices on Ceylon and black teas. An advance may be precipitated at any time since the primary markets have already advanced and warrant a higher wholesale price. The buying of teas shows much improvement with a stronger market and for the first time in a number of years retailers are putting supplies aside for future use.

TEAS—

Pekoes	0 38	0 45
Broken Pekoes	0 45	0 60
Broken orange Pekoes	0 50	0 70
Broken orange Pekoes	0 44	0 57

China—

Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60

Above retail prices range of quotations to the retail trade.

Japan Teas (new crop)—

Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

CONDENSED MILK REDUCED

Montreal.

MISCELLANEOUS—Borden's have reduced their prices on Reindeer condensed milk, Eagle Brand, St. Charles and on condensed cocoa. The new basis is $9.25 for Eagle brand, $3.20 a dozen for hotel size evaporated milk, Reindeer condensed milk $8.70, Reindeer condensed cocoa $3.00 per dozen for the large and $5.30 a case for the family size St. Charles evaporated. Carnation brand condensed milk, talls are reduced to $6.25 a case.

MANY REDUCTIONS IN SOAPS

Montreal.

SOAPS—There are a number of changes in soaps, all reductions. Shell brand castile soap is reduced to 15 cents a pound in bars. Sal soda is reduced 20 cents a hundred to $1.80. Ivory soap, ten ounce bars is reduced 70 cents to $13.00 and the 6 ounce bars, 25 cents to $7.85. P & G white Naphtha is reduced 25 cents to $6.85 a case and Gold soap the same amount. Lennox is quoted at $3.80 and Pearline at $6.00. All standard lines are reduced 25 cents to the basis of $6.85 for Surprise, Comfort, etc. St. Croix chips are quoted at $7.00 and St. Croix soap at $10.50 a case.

TOMATOES DECLINING

Montreal

VEGETABLES—Larger supplies of better sized tomatoes on the market are responsible for a declining price with a better demand than has been seen for this vegetable at this time of the year for many seasons. The price is expected to be even lower by the end of the week. The present quotation is $6.50 a case. Imported celery is reduced to $5.00 a case. Some dealers are able to dispose of first arrivals of asparagus, put up in four sticks to the bunch and costing wholesale $1.50 a bunch. Potatoes have failed to strengthen up as was predicted on this market and some retailers are able to sell at $1.50 a bag. Onions are still a luxury with no sign of decline. New crop cabbages are quoted at $3.50 a barrel.

VEGETABLES—

Asparagus, bunch		1 50
Cabbage, local, per bbl.	2 50	3 00
Cabbages, new		3 50
Carrots, new, per bag	0 75	1 00
Celery, imported, crate	5 00	5 25
Horseradish lb.		0 60
Mint		1 00
Mushrooms, lb.		1 00
Oyster plant, per doz.		1 50
Parsnips, bag		1 00
Peppers, green, doz.		0 50
New potatoes, Mont. (90-lb. bag)	1 50	1 60
Do., sweet hamper		4 00
Spanish onions, per case		11 50
Do., per 100 lbs.		14 00
Texas Onions, per crate		3 50
Yellow onions, per cwt.		8 00
Tomatoes, crate		6 50

LOWER PRICES FOR STRAWBERRIES

Montreal

FRUIT—Better supplies of fresh fruit feature the market. Strawberries are lower in price with the likelihood of another decline late this week. The present price is 65 cents a box. Recent shipments of pineapples were turned down on account of being under sized and this is likely to strengthen the market for the time being since local wholesalers have little on hand. Oranges are advanced 25 cents to $6.75 for Californian navels and a good demand. There is no change in the apple market.

FRUIT—

Apples, Greenings	10 00	10 50
Spys	10 00	12 00
Baldwins	9 50	10 00
Boxes, 175s, 210s	3 75	4 50
Bananas (as to grade) bunch	6 00	7 25
Lemons, 300-360s		4 50
Grape Fruit, Porto Rico		4 25
Florida grape fruit		5 50
Spys	10 00	12 00
Domestic		6 00
Russetts	8 00	9 00
California navels		6 75
Porto Rico Oranges		5 00
Seville biter oranges, 200s		4 50
Do., Blood Oranges, half boxes		3 75
Malaga grapes, kegs	9 50	9 00
Tokay grapes, per crate		4 50
Blue and green grapes, per bas.	0 40	0 50
California Pears, per case		3 00
Cranberries, per box		9 50
Strawberries, per box		0 65
Pineapples, per crate		7 50

ONTARIO MARKETS

TORONTO, March 8.—Strengthening of many of the markets and an improved buying on the part of the retail trade has resulted in a better tone to business in wholesale circles. Stocks are low both in retail and wholesale warehouses so that manufacturers are also looking forward to a busy spring season. Beans and cereals continue in a strong position with advances on Ontario and lima beans, also rolled oats in bulk and a shade higher price quoted on one brand of package oats. Canned tomatoes are higher with peas likewise stronger. There are no new developments in the local dried fruit situation but primary markets continue to indicate a strong situation. Teas are strong with a likelihood for further advances. Rice at primary points is higher on certain grades.

BEAN PRICES HIGHER

Toronto

BEANS.—As a result of the scarcity of supplies, quotations on Ontario beans are advanced. Hand picked are quoted at $4.25 per bushel while No. 1 lb. pickers are bringing $3.85 per bushel. In smaller than bag lots quotations are 10c. per bushel higher than the above. California limas are also higher at 10c. to 11c. per lb.

BEANS—

Ontario hand picked, per bushel	4 25	4 35
Do. No. 1 lb. pickers, per bushel	3 85	3 95
Cal. Limas, per lb.	0 10½	0 11

TOMATO PRICES HIGHER

Toronto.

CANNED GOODS.—It is estimated that the balance of last year's pack of canned tomatoes is now fairly well out of canners' hands, with the result that the market continues to grow in strength. Wholesalers have advanced quotations on Aylmer brand to $1.80 per doz., while some of the independent brands are quoted around $1.70. Peas are likewise in a strong position with prices firmly held and some talk is heard on the street of higher prices. Corn is fairly steady at $1.45 per doz. although some independent brands are offered as low as $1.20 per doz. The Dominion Canners have placed on the market a smaller can of corn under the Lynn Valley brand. This can weighs 15 oz. net and sells to the retail trade at 95c. per doz. Happy Vale peaches, 2s, are quoted at $3.40 per doz. Crossed fish sardines are reduced to $14.75 per case. Libby's sauer Kraut, 2½s, is quoted at $1.75 per doz. Skipper sardines are reduced to $10 per case.

CANNED GOODS—

Shrimps	2 90
Sockeye 1s, doz.	5 60
Do., ½s, doz.	3 25
Alaska red, 1s	4 25
Cohoe 1s, doz.	2 90
Do., ½s, doz.	1 90
Pinks, 1s doz.	1 45
Lobster, ½-lb. doz.,	3 75
Do., 1-8-lb. tins	2 50
Whale steak, 1s, flat, doz.	1 75
Pilchards, 1-lb. talls, doz.	1 75
Tomatoes, 2½s, doz.	1 70
Do., Gal. No. 10 tins, doz.	5 95

1 80
6 25

Canned Vegetables—		
Peas, standard, doz.	1 75	1 85
Do., Early June	2 15	2 25
Do., Sweet Wrinkle	....	2 40
Do., Extra Sifted	....	3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.	....	2 15
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.	....	6 60
Canadian corn	1 20	1 50
Pumpkins, 2½s, doz.	1 50	1 60
Do. ,gal., No. 10 tins, doz.	1 50	1 60
Spinach, 2½s doz.	....	2 95
Pineapples, sliced, 2s doz.	3 40	4 25
Do., shredded, 2s, doz.	4 75	5 25
Do., sliced, 2½s, doz.	....	4 25
Apples, gal. water pack. dz.		5 50
Do., gal. steam pack. doz.		8 75
Apples, gal., doz.	....	5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.	....	3 25
Plums, Lombard. 2s, doz.	2 40	3 10
Do., Green Gage	3 25	3 40
Cherries, pitted H.S.	....	4 25
Blueberries 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	3 00	3 25
Do., 16 oz. doz.	3 60	3 90
Do., 4s, each	0 85	1 07
Strawberry, 12 oz., doz.	....	3 05
Do., 16 oz. doz.	3 25	3 60
Do. 4s, tins	0 95	0 98
Raspberry, 12 oz., doz.	2 40	3 05
Do., 16 oz., doz.	3 25	3 60
Do., 4s tins	0 85	0 90
Marmalade—		
12 oz. glas, doz.	2 25	2 45
16 oz., glass, doz.	2 75	2 90
No. 4 tins, each	0 58	0 65

ROLLED OATS HIGHER

Toronto.

CEREALS.—The market for practically all lines of cereals continues in a strong position. Rolled oats are advanced to $3.20 per bag and while other lines are unchanged in quotations there is a strong possibility for some advances.

CEREALS—		
Barley, pearl, 98s	....	5 00
Buckwheat flour, 98s	....	4 70
Barley, pot, 98s	....	3 75
Barley Flour, 98s	....	6 25
Cornmeal, golden, 98s	....	2 40
Oatmeal, 98s	....	4 30
Corn flour, 98s	....	2 75
Rye flour	....	3 75
Rolled oats, 90s	3 20	3 10
Rolled wheat, barrel	....	6 25
Cracked wheat, bag	....	5 00
Breakfast food, 98s	....	4 50
Rice flour, 100 lbs.	....	10 00
Flaxseed, 98s	....	7 00
Peas, split, per bag	....	6 90
Marrowfat Green peas, Ont.	7 75	8 50
Do., English, per lb.	....	0.11
Graham flour, 98s	....	3 75
Whole wheat flour	....	3 85
Farina, 98s	....	4 95
Wheat kernels, 98s	....	6 35
Lentils, Red, lb.	0 13½	0 19¾

SOME PACKAGE OATS HIGHER

Toronto.

PACKAGE GOODS.—Following the continued strength in the oats market, Tillson's Aluminum oats are advanced 15c. per case making the new price $6.-15. Package oats reflect the strong position of bulk rolled oats and there is a tendency for some further advances.

PACKAGE GOODS—		
Rolled Oats, 20s, round, case	....	5 00
Do., 18s, case	....	2 00
Do., 20s, square case	....	5 00
Do., Aluminum Prem., 20s	....	6 15
Corn Flakes 36s, case	3 10	3 75
Porridge Wheat, 36s, reg., case	....	6 00
Do., 20s, family, case	....	6 80
Package peas, per doz.	....	0 90
Cornstarch, No. 1, lb. carton	....	0 09
Do., No. 2, lb. cartons	....	0 07½
Laundry starch	....	0 07
Do., in 1-lb. cartons	....	0 07¾
Do., in 6-lb. wood boxes	....	0 11¼
Do., in 6-lb. tin canisters	....	0 14½
Celluloid starch, case	....	4 00
Potato flour, 1-lb.	....	0 14½
Fine oatmeal, 20s	....	5 75
Cornmeal, 24s	....	2 30
Farina, 24s	....	3 25
Barley, 24s.	....	2 75
Self-rising Pancake Flour, 24s.	....	2 70
Buckwheat flour, 24s	....	2 70
Self-rising pancake flour, 18s	....	3 85
F. S. Hominy, gran. case	....	3 00
Do., pearl, case	....	3 00
Scotch pearl barley case	....	2 70
Puffed rice pancake flour, 24s	....	2 90
Macaroni 30-16 oz. per case	3 40	3 75
Do., 30-8 oz. per case	2 00	2 20

DRIED FRUITS HOLD STRONG

Toronto.

DRIED FRUITS.—There is little change in the local situation on dried fruits but at primary sources the situation is decidedly firmer. Prunes at the Coast are becoming stronger and the Association is looking for an early clean up from first hands. Currants for sometime past have been easier in the spot market than at primary points, but there has now developed a decided firmer tone to the spot situation.

DRIED FRUITS:		
Citron caps, 12-lb. boxes, lb.	....	0 06
Lemon caps, 12 lb. boxes. lb.	....	0 29
Orange caps, 12 lb. boxes, lb.	....	0 31
Mixed containing 4½ lb. lemon per lb.	....	0 35
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½ lb. orange 3 lb. citron caps, 3 dozen per case, per dozen	....	4 50
Currants—		
Greek Filliatras, cases	0 14	0 14½
Do., Patras	0 15	0 15½
Do., Vostizza	....	....
Dates—		
Excelsior, pkgs., 3 doz., in case	2 65	2 85
Dromedary, 3 doz. to case	....	7 50
Fard, per lb.	....	0 26
Hallowee dates, per lb.	....	0 12½
Do., Sair	....	0 07¾
Prunes—		
30-40s, 25s	....	0 20
40-50s, 25s	....	0 17
50-60s, 25s	....	0 15
60-70s, 25s	....	0 13½
70-80s, 25s	....	0 12½
80-90s, 25s	....	0 12
Raisins—		
California, Sultanas, lb.	....	0 21
Do., 15 oz. pkts.	....	0 22½
Seeded, 15-oz. packets	....	0 25
Do., 11-oz. packets	....	0 21
Seeded, 15-oz. packets	0 20½	0 21
Thompsons, seedless	....	0 22½
Valencia, Spanish	0 22½	0 28½
Clusters, boxes, 20 1-lb. pkg.	....	6 65
Smyrna Sultanas	....	0 23½
Muscat, 25 lb. box	....	0 19
Evaporated apples	0 16	0 17½
Figs—		
Smyrna, bags, approx. 28 lbs.	....	0 14¼
Do., 60-lb. bag	....	0 11¼
Layer, 1 Crown	....	0 30
Layer, 7 Crown	0 28	0 35
Pulled, 10 lb. box, per lb.	....	0 34
Pulled, 1-lb. box, each	....	0 20
Do., 2-lb. box, each	....	0 36
Mats	0 09	0 09½
Peaches—		
Choice	....	0 20
Choice, extra	....	0 22½
Standard	....	0 18½
Apricots—		
Choice	....	0 32
Standard	....	0 28

NO CHANGE IN HONEY

Toronto

HONEY.—The market continues to show signs of scarcity of supplies of the best grades which would indicate that the crop is fairly well out of producers' hands. Quotations are firmly held.

HONEY—		
5-pound tins, per lb.	....	0 17½
10-lb. tins, per lb.	....	0 15½
60-lb. tins, per lb.	....	0 15
Comb, per doz	3 75	4 50

NUTS UNCHANGED

Toronto

NUTS.—There are no new developments in the market for nuts. Prices are steady at the moment but there appears to be a better movement since lower prices were announced. Shelled Spanish peanuts are slightly firmer with prices up one cent per pound.

NUTS—		
Almonds, Tarragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian	....	0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sac k.	6 00	7 50
Do., unsweetened, strip, lb.	....	0 22
Do., sweetened, lb.	....	0 22
Do., shred	....	20
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 18	0 20
Do., medium	0 14	0 18
Mixed nuts, bags 50 lbs.	0 20	0 25
Pecans	....	0 30
Shelled —		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 28	0 37
Walnuts, Bordeaux, lb.	0 73	0 80
Do., Manchurian, lb.	0 55	0 70
Do., Broken	0 43	0 48
Jordan almonds	0 70	0 75
Peanuts, Spanish, lb.	0 10	0 11
Pecans, lb.	0 85	0 90
Brazils, lb.		0 60

TEAS STEADILY ADVANCING

Toronto

TEAS.—Advances from primary markets continue to indicate a strong situation with upward tendencies. Locally there are no changes but as stocks are not large there is a strong possibility for some advances as importers state spot prices are still far below the cost of replacement.

TEAS—		
Pekoe Souchongs	0 35	0 45
Pekoes	0 36	0 58
Broken Pekoes	0 40	0 68
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans	....	0 58
Do., seconds	....	0 50
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

Above prices give range of quotations to the retail trade.

SUGAR UNCHANGED

Toronto.

SUGAR.—There is little of interest to report in the refined sugar situation. Refiners continue to quote $7.24 Toronto basis or $6.90 Montreal.

SUGAR—	
St. Lawrence, extra gran., cwt.	7 24
Atlantic, extra gran.	7 24
Acadia Sugar Refinery, ex gran.	7 24
Dom. Sugar Refinery, ex. gran.	7 05
Canada Refinery, gran.	7 24

Differentials: Granulated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20., 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.

NO CHANGE IN SYRUPS

Toronto

SYRUPS.—Quotations are unchanged on corn syrups but the market is firm in view of the strong condition of the corn market. Molasses is steady and unchanged.

SYRUPS—		
Corn Syrup—		
Barrels, about 700 lbs., yellow	....	0 05½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	4 25
Cases, 5-lb. tins, white, 1 doz. in case	....	4 70
Cases, 10-lb. tins, white, ½ doz. in case	....	4 50
Cases, 2-lb. tins, yellow 2 doz. in case	....	3 75
Cases, 5-lb. tins, yello , 1 doz. in case	....	4 20
Cases, 10-lb. tins, yellow, ½ doz.	....	4 00
Sugar Syrup—		
Cases, No. 2 tins 24 t ocase	....	4 25
Molasses, baking grade—		
No. 2 tins, 2-doz. case	....	4 00
No. 3 tins, 2-doz. case	....	5 20

SPICES HOLD FIRM

Toronto.

SPICES.—On account of the limited spot stocks and the higher values in primary markets practically all quotations are firmly held. Cream of Tartar appears to be the weak spot and in some quarters a reduction is noted, making quotations 35c. to 40c. per lb.

RICE MARKET HIGHER

Toronto.

RICES.—Primary markets continue in a firm position with some advances registered. In the local situation there is little change but in some quarters an advance is contemplated on account of the higher replacement costs.

SOME PRICE CHANGES

Toronto.

MISCELLANEOUS.—Maple Leaf matches, 400 to 500 count, are quoted at $15.31 per case of 48 packages. Royal yeast is reduced to $1.90 per box while Gillett lye is reduced to $5.25 per case. Bisto, small size is advanced to 90c. per doz. Castoria is reduced to $3.25 per doz. Carnation milk, cases of 48/16 oz. tins, is reduced to $6.25 per case. Campbell's soups are reduced to $1.60 per doz. in single case lots. Catelli's macaroni sauce is quoted at $1.90 per doz. The majority of laundry soaps are down 25c. per case making the new price $6.85.

NEW MAPLE SYRUP OFFERED

Toronto.

MAPLE SYRUP.—Some dealers are offering new make maple syrup to arrive March 23, at the following quotations:

8 lb. tins, 10 to case	14 50
2½ lb. tins, 24 to case	13 25
10 lb. tins, 6 to case	11 50
Imp. 5-Gal. cans, 1 to case	11 00
1½ lb. tins, 24 to case	7 50
5 lb. tins, 12 to case	12 25
Imp. 1-Gal. cans, 6 to case	13 20
Bottles, 12 to case	6 50
Maple Sugar, 1 lb. blocks, per lb.	18 00

STRAWBERRIES 85 CENTS

Toronto

FRUITS.—Navel oranges are fairly steady at $5.75 to $6.75 per case. Messina bitter oranges are slightly lower at $4.50 per case while lemons are also easier at $5.00 per case, Porto Rico pineapples 24s, are quoted at $8.00 and 30s, at $7.75 per case. Florida strawberries are in fair demand at 85c. per box.

TOMATOES LOWER

Toronto

VEGETABLES. — The potato situation continues easy at unchanged quotations. Mexican tomatoes in lugs of 28 lbs., dropped 50c. making the new price $5.50. Florida celery is lower at $4.50 to $5.00 per case. New Texas cabbage is down to $3.50 per 100 lb. case, while other lines of new Southern vegetables remain unchanged.

FLOUR HOLDS FIRM

Toronto.

FLOUR.—The flour market continues in a firm position but millers are not anticipating any further advances in the immediate future.

SCARCITY OF MILLFEEDS

Toronto

MILLFEEDS.—The scarcity of millfeeds show no improvement with the demand still greater than the supply. Quotations are unchanged as follows:

MANITOBA MARKETS

WINNIPEG, March 8.—Canned goods of all description are firmer. The coffee market continues firm and tendencies are upward. There has probably never been at this time of the year a stronger market for spot dried fruits and predictions are for higher prices on all lines. Prunes are reported scarce. The cereal market continues firm and quotations on Ontario and Michigan beans have advanced. The flour market is ruling steady. The shelled walnut market is advancing and almonds are firming up. A strong tone continues in the rice market. No change in the sugar market. The feature of the spice market has been the growing scarcity of practically all lines and values are likely to advance. Tea continues on the upward trend. There is practically no change in fruit quotations. New California vegetables are arriving and are meeting with a good demand.

CANNED GOODS STRONG

Winnipeg.

CANNED GOODS.—The past week has seen a local strengthening of all lines of canned goods. Some lines which have been offered at cut prices are withdrawn. Certain brands of canned fish are offered at an attractive figure especially sardines. Canned tomatoes are decidedly firmer and brokers report very few available. Sales have been made of standard Eastern tomatoes at least 30c. per case higher. Peas are scarce and firm. Corn is in good supply and attractive prices are quoted.

COFFEE MARKET FIRM

Winnipeg.

COFFEE.—Santos and Rio coffee continue firm with upward tendencies. Trading is showing a steady tendency and although buyers continue a hand to mouth policy it has resulted in a steady business. It is reported that the quality of the new crop will be below standard as it has suffered through the late rains.

COFFEE—		
Rio, roasted, best grade, per lb.	0 19½	0 20½
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica, roasted, best grade, lb.	0 28	0 30
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

PRUNES BECOMING SCARCE

Winnipeg

DRIED FRUITS.—There has probably never been at this time of year a stronger market for spot dried fruits. The comparatively small stocks confine trading to small proportions. Export trade has been a big factor in the dried fruit situation. Under the above conditions there is a general disposition on the part of all holders to keep quotations advancing, as the supplies diminish. Apricots, figs, peaches and pears are sold out. The week has been marked by the withdrawal of quotations by the prune association as they claim they have sold practically all their holdings. Locally the market is practically cleaned up of all low-priced stock and predictions are for higher prices on prunes.

DRIED FRUITS		
Evaporated apples, per lb.		0 18
Currants, 90-lb., per lb.		0 14
Do., 8 oz. pkgs., 6 doz. case, lb		0 12
Dates, Hallowee, bulk, lb.		0 15
Do., pkgs., 3 doz. case, lb.		0 08½
Figs, Spanish, per lb.		0 15
Loganberries, 4 doz. case, pkt.		0 23½
Peaches, standard, per lb.		0 17
Do., choice, per lb.		0 18
Do., fancy, per lb.		0 20
Peaches, unpitted, per lb.		0 10
Pears, extra choice, per lb.		0 30
Do., Cal., cartons, per carton		1 30
Prunes—		
30-40s, 25s, per lb.		0 21
40-50s, 25s, lb.		0 18½
50-60s, 25s, lb.		0 15
60-70s, 25s, lb.		0 12½
80-90s, 25s		0 11½
90-100s, 25s, lb.		0 09
In 5-lb. cartons, carton	0 68	0 75
Raisins—Seeded—		
Cal., pkg., 16 oz., fancy, per pkg.		0 20
Do., pkg., 12 oz., fancy, per pkg.		0 16¾
Do., 16 oz., choice, per pkg.		0 19
Do., 12 oz. choice, per pkg.		0 16
Cal. 5-lb. cartons, per carton		1 20
Do., bulk, 25-lb. boxes, per lb.		0 19
Raisins—Seedless—		
Cal., pkg., 11 oz., per lb.		0 19½
Do., bulk, 25-lb. boxes, per lb.		0 22
Do., bulk, 5-lb. cartons, per carton		1 30
Do., Cal. Muscatels, 5 lb. carton, per carton		1 35
Apricots, choice, 25s, lb.		0 32
Do., 10s, lb.		0 34
Do., Standard, 10s, lb.		0 28¼
APRICOTS—		
Do., Standards, 25s, lb.		0 25½
Do., choice, 10s, per lb.		0 34
Do., choice, 25s, per lb.		0 32
Do., fancy, 25s, lb.		0 35
Do., fancy, 10s, lb.		0 36
Apricots, 5 lb. cartons, per carton		1 65

CEREAL MARKET STRONG

Winnipeg

CEREALS.—The cereal market continues strong and can be expected to remain so long as wheat and oats show strength. Ontario prices on beans are considerably higher as a strong situation prevails in the market and prices have advanced $1.00 per bushel on Ontario with prices on Michigan beans being fully maintained. The local market is holding firm and prices have an upward tendency on these lines within the next few weeks.

PACKAGE CEREALS—		
Rolled Oats, 20s, round cartons	3 75	4 65
Do., 36s, case square pkts.		3 50
Do., 18s, case		2 10
Corn Flakes, 36s, case	3 50	3 80
Cornmeal, 2 doz. case, per case		3 40
Puffed wheat, 4 doz. case, per case		4 40
Puffed rice, 3 doz. case, per case		5 70
Cream of Wheat, 3 doz. case per case		7 50
Grape Nuts, 2 doz. case, per case		3 80
Package Peas, 3 doz. case, per case		3 00
BULK CEREALS—		
Rolled oats, 80s, per bag		2 60
Do., 40s, per bag		1 38
Do., 20s, per bag		0 71
Do., 10-8s, per bale		3 35
Do., 15-6s, per bale		3 85
Oatmeal, 98s, gran. of stand bag		3 50
Wheat granules, 98s, per bag		5 00
Do., 16-6s, per bale		5 40
Barley, pot, 98s, per bag		3 60
Do., pot, 49s, per bag		1 85
Do., pot, 24s, per bag		0 97
Barley, pearl, 98s, per bag		4 80
Do., barley, 49s, per bag		0 97
Do., barley, 48s, per bag		2 45
Do., pearl, 24s, per bag		1 28
Buckwheat, Gritz, 98s, whole, per bag		6 25

NO CHANGE IN JAMS

Winnipeg.

JAMS.—There is no change in the jam situation. It is reported that some manufacturers are offering some odd lines at attractive prices as many of the more staple lines are practically cleaned up. Local quotations show no change and a better demand is noted.

JAMS

Strawberry, 4s per tin	0 89
Black Currant, 4s, per tin	0 89
Raspberry, 4s per tin	0 89
Apricots, 4s, per tin	0 83
Cherry, 4s, per tin	0 83
Peach, 4s, per tin	0 83
Compound (all flavors), 4s, tin	0 55

SHELLED WALNUTS ADVANCING

Winnipeg.

NUTS.—The shelled walnut situation is firm. Reports state that there is only 44,000 cases in France and the yearly consumption of Canada and the United States is 180,000 cases. This shows a big shortage and has caused prices to firm up considerably. Shelled almonds are showing a firmer tendency as well and lines that are offered to-day are particularly good buying. Shelled peanuts are slightly firmer and are likely to continue on the upward trend.

NUTS, SHELLED—	
Almonds, per lb.	0 44½
Spanish Peanuts, No. 1, lb.	0 12
Pecans, per lb	0 60
Walnuts, per lb.	0 72
Brazils, per lb.	0 62
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 23½
Walnuts, per lb.	0 23
Almonds, per lb.	0 20¼
Brazils, per lb	0 18
Pecans, per lb.	0 30
Filberts, per lb.	0 16

STRONG TONE TO RICE

Winnipeg.

RICE.—The rice market is showing an improved condition. The demand for Southern rice is showing more activity. Chinese rice is reported scarce at the Coast as very few shipments are arriving due to the strike. Tapioca and sago are barely maintaining the present prices and easier tendencies are looked for.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.		0 08⅛
Do., 50-lb. sacks, lb.		0 08⅝
Siam, 100-lb. bags, lb.		0 05¾
Do., 50-lb. bags, lb.		0 06
Sago, sack lots, 130 to 150 lbs., per lb.		0 07¾
Sago, in less quantities, lb.		0 08¼
Tapioca, Pearl, per lb.	0 07½	0 08¼

REFINED SUGAR STEADY

Winnipeg.

SUGAR.—There are no new developments in the sugar situation. There is a good export demand for sugar from Europe and locally the demand has shown a decided improvement. Wholesalers quotations on sugar are from $7.80 to $7.90 per 100 pounds. Differentials on granulated sugar have been reduced.

SUGAR—		
Extra gran bags, 100 lbs.	7 80	7 90
Do., gunnies, 5-20 lbs.	8 00	8 10
Do., gunnies, 10-10 lbs.	8 10	8 20
Do., cartons 20-5 lbs.	8 20	8 30
Do., cartons, 50-2 lbs.	8 30	8 40
Yellow, No. 1 lt., bags, 100 lbs.		7 60
Do., golden, bags, 100 lbs.		7 50
Powdered sugar, bbls.		8 40
Do., boxes, 50 lbs.		8 60
Do., boxes, 25 lbs.		8 80
Icing barrels		8 50
Do., boxes, 50 lbs.		8 70
Do., boxes, 25 lbs.		8 90
Soft lumps, boxes, 100 lbs.		8 80
Do., boxes, 50 lbs.		9 10
Do., cases, 20 cartons		9 85
Do., cases, 40½ lbs.		10 60
Small lump, boxes, 100 lbs.		8 70
Do., boxes, 50 lbs.		8 80
Do., boxes, 25 lbs.		9 00
Do., cartons, 50 2-lbs.		10 10
Hard lump, boxes, 10 lbs.		8 80
Do., boxes, 50 lbs.		8 95
Do., boxes, 25 lbs.		9 10

SYRUPS UNCHANGED

Winnipeg

SYRUPS.—The market for syrups and molasses is steady under a moderate demand which is regulated by the consumption.

CANE SYRUP—	
No. 2s	5 50
No. 5s	6 25
No. 10s	5 80
No. 20s	5 60
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 45
Cases, 20-lb. tins, white, ¼ doz. in case	4 45
Cases, 2-lb. tins, yellow, 2 doz. in case	3 75
Cases, 5-lb. tins yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz. in case	3 95
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 95
MAPLE SYRUP—	
Pure, 2½'s, tins, case of 2 doz.	20 00
Pure, 5s, per case of 1 doz.	19 10
Pure, 10s, per case of ½ doz.	17 75
TABLE SYRUP—	
Maple flavor, 2½'s, tins, per case of 2 doz.	10 50
Do., 2s, tins, per case of 1 doz.	10 00
Do., 1s, tins, per case of ½ doz.	9 75
MOLASSES BARBADOES—	
2 lb. tins, 2 doz. case	8 35
5 lb. tins, 1 doz. case	9 50
MOLASSES BLACKSTRAP—	
½s, 4 doz. case, per case	4 65
10 lb. tins, ½ doz. case	9 20
2s, tins, 3 doz. case	4 50
2½s, tins, 2 doz. case	4 15
5s, tins, 1 doz. case	3 95
10s, tins, ½ doz. case	3 80

STARCH PRICES UNCHANGED

Winnipeg

STARCH.—There is no change in quotations on starch. More activity is being shown as retailers are beginning to buy more freely.

SHORTAGE OF SPICES

Winnipeg.

SPICES.—The feature of the spice market has been the growing scarcity of practically all lines, a feature that is likely to exist and become more acute. Supplies in first hands are much reduced and values are likely to advance before adequate supplies can possibly be found. Declines are improbable in most lines.

SPICES—	
Allspice, Jamaica, best qual., lb.	0 14
Cassia, Batavia, per lb.	0 35
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1 per lb.	0 53
Cinnamon, Ceylon, per lb.	0 50
Do., No. 0, carton, doz.	0 75
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar, per lb.	0 58
Ginger, washed, Jamaica, No. 1	0 65
Do., Jamaica, No. 2	0 40
Do., Japan or Africa, lb.	0 30
Mace, extra bright Penang, lb. per lb.	0 66
NUTMEGS	0 37
Nutmegs, medium, 9 lb.	0 29
Do., carton of six, per doz.	0 80
Pepper, blk., Singapore, ex. lb.	0 21
Do., white, per lb.	0 33
Picking, ¼-lb. pkg., per doz.	0 80
Do., bulk, No. 1, per lb.	0 20
GROUND SPICE—	
Allspice, bulk, per lb.	0 18
Do., No. 2, per lb.	0 95
Do., No. 1, 4 oz. cartons	1 30
Do., No. 1 4 oz., cartons	1 30
Cassia, No. 1 bulk, per lb.	0 27
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	0 95
Do., No. 1, 2 oz. cartons	1 30
Cinnamon, bulk, per lb.	0 38
Do., 4 oz. cartons	1 95

TEAS CONTINUE FIRM

Winnipeg

TEAS.—The Ceylon market continues to move up steadily and is now on a higher basis. The position is exceptionally strong owing to the shortage of all tea in producing countries and there is no likelihood of lower prices. The Indian tea market continues quiet and quotations show little material change. Common tea is ruling steady.

LITTLE CHANGE IN FRUIT

Winnipeg.

FRUIT.—Quotations show little change as compared with a week ago. Navel oranges are fairly steady at $7.00 to $7.50 per case. California lemons show no change and are quoted at $8.00 to $8.50 per case. There is a fair demand for grapefruit at $6.50 to $7.00. Apples are in good demand and Rome beauties are quoted at $3.60 with winesaps and Spitz at $4.00 per box.

FRUITS

Oranges, navels, 126s, per case	7 50
Do., navels, 324s, per case	7 50
Do., navels, 176s, 200s, 216s, 250s, per case	7 50
Do., navels, 324s, per case	7 00
case	6 50 7 00
Lemons, Cal., fancy, per case	8 50
Do., Cal. choice, per case	8 00
Grapefruit, finest Florida, all sizes, per case	6 50 7 00
Bananas, per lb.	0 10
APPLES—	
B. C. Delicous ,No. 1, per box	3 [illegible]
B.C., Delicious No 2, per box	3 25
B.C. Wagners, No. 1, per box	3 25
B. C. Jonathans, No. 1 per box	3 00
B. C. Snows, No. 1, per box	3 00
B. C. McIntosh Reds, No. 1, per box	3 25
B. C. Wagners, Domestic, unwrapped per box	2 50
B. C. Jonathans, Domestic, unwrapped, per box	2 50
Grapes, Malaga, per keg	16 00

CALIFORNIA VEGETABLES ARRIVE

Winnipeg.

VEGETABLES.—New California carrots, beets and turnips are on the market and are quoted at $1.15 per doz. bunches. Cucumbers are reported scarce and are offered at $5.50 per doz. Texas tomatoes in 30 lb. lugs are quoted at $6.00 with Florida tomatoes, 6 baskets to the case, at $12. California celery is scarce and is quoted at $15. per case. Florida celery is arriving and is quoted at $6. per case. Cauliflower is arriving in small quantities and is bringing $3.50 per case. There is a good demand for California spinach at $3.75 per hamper.

VEGETABLES

Cabbage, per lb.	0 02½
Head lettuce, per case	7 50
Head Lettuce, per doz.	2 00
Leaf Lettuce, per doz.	0 75
Green Onions, per doz.	0 40
Cucumbers, per doz.	5 50
Tomatoes, per case	6 00
Potatoes, per bushel (Carload lots)	0 40
Do., per bushel (smaller lots)	0 [illegible]
Celery, per case	15 00
Onions, per sack (B. C.)	10 00
Do., per case (Valencie)	12 00
Cauliflower, per doz.	3 50
Mint, per doz.	1 00
Parsley, per dozen	0 75
Carrots, per lb.	0 0
Beets, per lb	0 0
Brussels sprouts, per lb.	0 50
Green peppers, per lb.	0 40
Leeks, per doz.	0 75

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., March 6.—Ivory soap advanced 25c per case while most brands of laundry soaps and washing powders have also declined. Canned milk declined 50c to 60c per case. Shelled almonds are scarce at 54c per lb. Evaporated apricots are higher. Gilletts lye declined $1.40 per case while Royal yeast dropped 30c per box. Libby's olives are quoted at lower prices and Libby's pork and beans show a slight advance. Lard, threes, is higher at $11.70 per case. Stocks of strawberry jam are getting very low. The bean market is very firm and higher prices are almost certain.

Beans, Kotenashi, per cwt	5 35	5 90
Rolled oats, 80s	....	2 60
Rice, Siam	6 00	6 50
Japan, No. 1	7 65	8 00
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.	....	8 40
Sugar, pure cane, gran., cwt.	....	8 19
Cheese, No. 1, Ont., large	**0 22½**	**0 23**
Alberta cheese, twins	....	0 20
Do., large	....	0 22
Butter, creamery, lb.	0 31	0 35
Do., dairy, lb.	....	0 22
Lard, pure, 3s	....	11 70
Eggs, new laid, local, case	....	13 50
Tomatoes, 2½s	4 15	4 35
Pumpkin, 2½s, case	4 20	4 50
Lemons, case	....	7 75
Corn, 2s, standard case	2 80	3 60
Peas, 2s, standard case	3 95	4 20
New early June peas, case	....	**4 75**
Salmon sockeye 1s, case	**19 80**	**21 50**
Do., Sockeye, ½s	....	21 55
Strawberries, 2s, Ont., case	7 95	10 00
Raspberries, 2s, Ont., case	7 60	9 25
Cherries, 2s, red, pitted	....	8 50
Peaches, 2s, halves	....	5 85
Do., 2s, sliced	....	6 25
Apples, evaporated, lb.	....	0 18
Do., 25s, lb.	....	0 18½
Pineapples, Hawaiian, sliced 2's	**6 80**	**7 95**
Do., canned, 2s	7 45	7 90
Potatoes, local, ton	20 00	30 00

British Columbia

FROM VANCOUVER, BY WIRE

Vancouver, March 7,—A number of changes are noted in the market reports from Vancouver this week. Victoria cucumbers are quoted at $6. per doz. Local washing powder is reduced 50c per case on threes and 25c on ones. Fresh eggs are 32c per doz. and butter 35c per lb. Local cheese is 21c per lb., pure lard 16½c and compound lard 14½c. Beef steers are 13½ per lb., cows 12c, mutton 26c, lamb 28c and veal 16c. Hogs are 19½c. Brussels sprouts are 28c per doz., cauliflower $2.50 per doz. and cabbage 6 per case. Celery is $12 per crate, head lettuce $8 per crate and leaf lettuce $2, Okanagan onions and Spanish onions both quoted at $8 per crate. Potatoes are 35c per peck, grapefruit $4.25 per crate, lemons $7, oranges $7.50. Oranges en route will be higher. Hothouse rhubarb is 21c.

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., March 7.—Pork, clear is quoted this week on the basis of $34.-50 per bbl. Creamery butter is 41c and solids 39c. Eggs are 40c and rice is lower at $6.60 per cwt. Prunes are 12c per lb. and bananas also 12c per lb.

Rolled oats, bag		3 65
Do., bbls.		8 30
Cornmeal, gran., bags	....	3 00
Rice, Siam, per cwt	....	6 60
Tapioca, per 100 lbs.	....	9 50
Molasses, gal.	....	0 60
Tomatoes, cans	....	2 00
Do., bags	....	6 00
Raisins, Valencia layers	0 24	0 30
Currants, cleaned	....	**0 20**
Prunes, 90-100, 25-lb. boxes	....	0 12
Lemon peel	....	0 34
Orange peel	....	**0 34**
Citron peel	....	0 46
Walnuts	....	0 28
Almonds	....	**0 22**
Brazils	....	0 20
Peanuts	....	0 17
Filberts	....	**0 16**
Cocoanuts, bag	....	6 00
Potatoes, per bbl.	....	2 75
Onions, bag	....	14 00
Do., crate	....	5 00
Pork, clear, bbls.	....	34 50
Pigs, feet, per 20-lb. pail	....	2 25
Hams, shoulder, per lb.	....	0 22
Bacon, side, per lb.	....	0 32
Bacon roll, per lb.	....	0 62
Lard, pure, in pails, lb.	....	0 20
Lard, pure in tubs, lb.		0 19½
Shortening, in pails, lb.	....	0 17
Shortening, in tubs, lb.	....	0 16½
Butter, creamery, prints	....	0 41
Butter, creamery, solids	....	0 39
Oleomargarine	....	0 24
Cheese, whole, lb.	0 19	0 21
Cheese, twins, lb.	....	0 21
Eggs, doz.	....	0 40
Sugar, cut loaf, cwt.	....	8 70
Sugar, stan., gran., cwt.	....	7 10
Do., Messina	....	6 00
Grapefruit, Florida, case	....	7 00
Bananas, lb.	....	0 12
Cornmeal, Gran. bags	....	3 25
Oranges, per case	....	7 00

Nova Scotia Markets

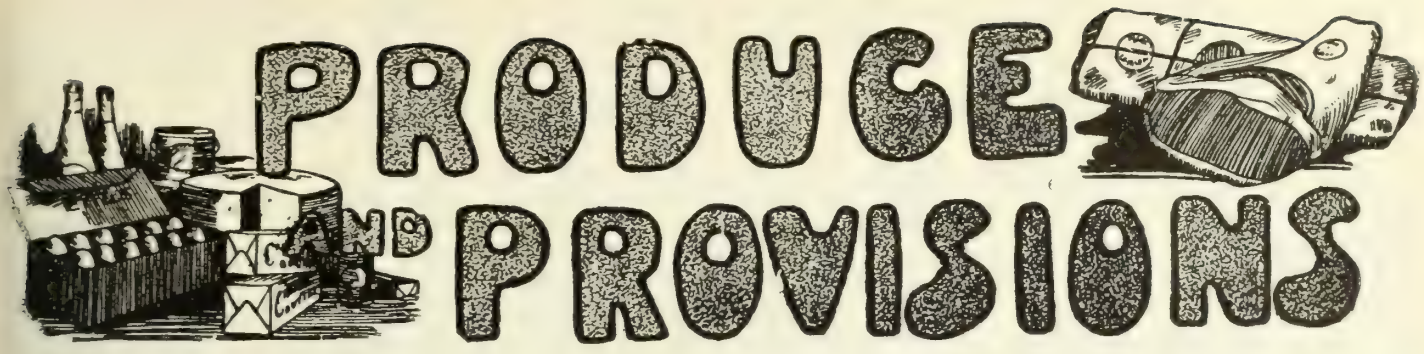
FROM HALIFAX BY WIRE

Halifax, N. S., March 6.—Apples are getting scarce and bringing higher prices No. 1 spys are quoted at $7.50 per barrel. Spanish onions are higher at 12c per lb. an advance of 2c. Fresh eggs are plentiful at a lower price of 38c per doz. There are no changes to note in quotations on staple groceries.

Flour, No. 1 patents, bbl.	....	**11 00**
Cornmeal, bags	....	**2 50**
Rolled oats, per bag	....	3 75
Rice, Siam, per 100 lbs.	**0 06¾**	**0 10**
Tapioca, 100 lbs.	....	7 70
Sugar, standard, gran.	....	7 10
Do., No. 1 yellow	....	6 60
Molasses, gal.	....	0 63
Cheese, Ont., twins	....	0 22
Eggs, fresh, doz.	....	0 38
Lard, compound	....	0 15
Do., pure, lb.	....	0 19
American clear pork, bbl.	....	32 00
Tomatoes, 2½s., stan., doz.	....	2 00
Hams, aver., 12-18 lbs.	....	0 27
Do., aver., 18-25 lbs.	....	0 20
Hams, aver., 12-18 lbs.	....	0 26
Roll bacon	....	0 20
Butter, creamery, lb.	....	0 40
Do., dairy	....	0 30
Raspberries, 2s Ont., doz.	....	**4 00**
Peaches, 2s, standard, doz.	....	3 32½
Corn, 2s, standard, doz.	....	1 62½
Peas, standard, doz.	....	1 97½
Strawberries, 2s, Ont., doz.	....	**4 00**
Salmon, Red Spring, flats, cases	....	....
Do., pinks	....	**7 00**
Do., Cohoes	....	**14 00**
Do., Chums	....	6 00
Evaporated apples, per lb.	....	0 17
Dried peaches, per lb.	....	0 22
Potatoes, Nat., 90-lb. bag.	....	1 35
Corned beef	3 00	3 55
Onions, Spanish, lb.	....	0 12
Do., American, bag 10 lbs.	....	13 50
Oranges, per case	7 00	7 50
Bananas, per lb.	....	0 10
Apples—		
Northern Spys, per bbl., No. 1		7 50
Do., No. 2	....	6 00
Do., No. 3	....	3 50

Many Take Retailers' Course at University

Winnipeg, March 7—Fully 200 peop took advantage of the annual lectu course in Manitoba University for men bers of the Retail Merchants' Associatio last week. Nineteen speakers, specia ists in particular branches of trade, co tributed to the program of addresse Subjects dealt with included, "Accoun ing systems" by J. D. Reid, C. A., "Crea ing business" by J. M. Thompson, "T community's greatest asset" by Al Karr, "Remodelling your store" by C. Line, "Retail advertising" by F. Dunlop, "Showcard writing" By Baxter, A. H. Galle and Geo. B. Henr "The retail merchant and his corr spondence" by H. J. Russell, "The polici behind our business" by P. A. Kenned "The University and commercial educ tion in 1922," Pres. Tory, University Alberta.



Why Interfere with a Wholesome Food?

Wholesomeness of Margarine is Not in Question, and Why Should an Edible Product Such as it is be Prohibited?—Vancouver Retailers Declare Consumers Have a Right to it as Long as There Is No Fault to be Found With It

By ROY H. HUNTER, B.C. Correspondent Canadian Grocer

VANCOUVER, March 4.—Among the trade in Vancouver, the remarks made by the Minister of Agriculture recently, which seemed to foreshadow action against the manufacture and sale of margarine in Canada, aroused considerable comment.

The packing houses, who manufacture and sell margarine from animal fats, are in a position to know how much is sold, and while stating that at present, due to the low price of butter, sales of margarine are slow, at the same time there is a definite market for oleo. In speaking about this subject one official said:

"It would be a mistake for even the cattle raisers to assume that the elimination of the competition of margarine would be an unmixed blessing for them. I can quite realize, that with butter selling for lower figures than in recent years, they would be casting around for a reason. It is a mistake to jump to the conclusion that margarine is in any sense an important factor in setting butter prices. On the contrary, the price of butter sets the price at which margarine will sell. It must always be cheaper than butter.

Wholesomeness is Unquestioned

"The wholesomeness of oleomargarine is not questioned. It is made from valuable, edible fats. Fats which must be sold. If good fats, that are suited for food, must be disposed of for such purposes as soap-making—and I doubt if the soap industry could use up the available supplies—then the farmer must be content with less for his stock. If the fats are not marketable to advantage, the stock raiser will be unable to collect as well for them.

"In the case of animal fat margarine, I consider that the major portion of it is bought by bakers, and housewives for baking and cooking. I consider also that the baker or housewife who wishes to buy this shortening has a perfect right to do so, nor has the government a right to interfere except the question of wholesomeness or injuriousness enters into the case, and this does not enter into the case.

"There would be large plants in Canada, built to carry on a legitimate and useful business, rendered comparatively valueless to suit the wishes of one class of the community, if the sale of margarine were interfered with, and all without any consideration for the consumer, who should be at liberty to choose for himself as his taste and his thrift dictates."

When Butter Soars Again

A. Urquhart & Co., Vancouver, manufacturers' agent, stated that although at the present time, the demand for margarine was light, a strengthening of the butter market would result in some increase. "I could give you the names of consumers and merchants who use nut margarine on their tables as a matter of preference," Mr. Urquhart continued. "Then there are the remainder who use it because of economy. As long as the government can find no fault with the product on the grounds of wholesomeness, I can see no reason in justice why the consumer should not be the sole judge of what he chooses to use. With the elimination of margarine competition, it would be presumed that when butter soared again, the consumer could pay the price, or eat dry bread. It is flying in the face of the public good to suppress competition in such a staple as flour, meat, bread, butter or any wholesome, economical alternative therefore."

A Dangerous Interference

"The dairying interests, may, for their own selfish purpose, attempt by legislation to eliminate their competition—though up-to-date margarine can hardly be dignified by the term competitor—it is a dangerous interference, and a dangerous precedent.

"The shingle interests in British Columbia, might, with equal justice, ask for a legislative enactment forbidding the importation or manufacture of prepared roofing, on the grounds that it interfered with the Canadian industry of shingle manufacture. The importation of all vegetable cooking oils and fats might be also stopped, as it keeps home grown lard from selling and soaring, and so the list might go on.

"The dairying interests have protected their product from margarine quite radically as it is. when you consider that in advertising a margarine, the word "butter" cannot be used in any connection. You may not say, "A butter substitute," "used instead of butter," "spread on bread like butter," "cheaper than butter," or any use of the word "butter" by itself or in combination. The word dairy or creamery is likewise forbidden. Also no manufacturer, wholesaler or retailer who sells margarine may deal in, sell, or give away butter coloring. I say, when you consider the safeguards that have already been put into effect, and compare them with the way any other Canadian industry has been protected, you cannot say that almost the limit has not been gone."

What Retailers Think

Interviewing some retailers here, Canadian Grocer finds the retailer holds no brief for either the dairyman or the margarine manufacturer. He studies the public's interest solely.

F. Filion, 204 Carrall Street, Vancouver, says, "A small percentage of my customers buy margarine. Unless the government has some fault to find with it on the grounds of health, there is absolutely no excuse for depriving those who wish to buy margarine of that which they desire. I don't believe in coercion."

Kirkham's Grocerteria (chain of 20 stores), Mr. Kirkham stated:—"So long as people know what they are buying, they are entitled to get it. The per-

centage of people who buy margarine is low just now, but some buy for economy and some for preference. The government has no call to step in unless the purity or wholesomeness is in question,"

Mr. Lamonte, butcher section, Hudson's Bay Store, stated, "We do not sell a great deal of margarine, but those who want it are entitled to get it. Any interference by the government is a dangerous step and wou'd be taken to indicate a new era of class legislation. The consumer's interest is the government's first obligation."

Con. Clarke, A. & C. Grocery, Vancouver, says; "The government has gone the limit of its duty and its right when it takes steps to see that oleomargarine is not foisted upon the public as butter. I consider that it has done this. For it to interfere further and prevent the citizens from buying wholesome margarine as margarine—that would be a most unreasonable usurpation of the individual's rights."

No Justification for Interference

Geo. S. Hougham, secretary, B. C. Board, Retail Merchants' Association of Canada, stated:

"Our association has gone on record for two successive years as favoring the unrestricted importation and sale of margarine. It is unlikely that our membership has undergone a complete change of mind in the interim. On the face of it, such action against margarine looks like the creation of another artificial barrier raised against the consumer, forcing him to buy in a restricted market. The way to success in production in this country lies along the lines of increased population, not in compelling the present population to pay higher prices than they need do. Always providing that the purity is protected, there is no justification for interference further, by the government."

It also transpired in conversation to-day that the boats plying from Vancouver use a lot of margarine as well as butter. Even the "Raleigh" the British warship here last bought a big quantity of margarine in addition to the butter purchased. If margarine is not procurable in Vancouver, it would not mean that butter would be purchased instead—it would simply mean that Seattle would ship what was required—in bond.

Prices Vary in Quotations on New Laid Eggs By These Grocers

Four Merchants in One Block Quote Four Different Prices and All Advertise Eggs as Being Strictly New Laid

MONTREAL.—The declining market for eggs has furnished a strong advertising point for a number of local grocers, and as a result prices on eggs vary considerably. Within one block, three grocery stores quote a wide margin in egg prices. The first grocer quotes 51 cents for new laid eggs, the second 48 cents, the third 43 cents and the fourth 38½ cents a dozen and all quoting strictly new laid eggs. While three of the grocers make a real feature of the produce line, advertising it in big letters across their windows and on sign boards in front of the store, there is something besides an advertising value in the incident.

Whom Does it Hurt?

Is it any wonder that the buying public wonder at the wide range of prices? If they wonder and begin to think is not someone's business going to be hurt by the conclusion? A Canadian Grocer representative heard some comments on the incident which the retail grocers in question were not privileged to hear. One passer-by said, "Those can't be fresh eggs at 38½ cents."

"Oh yes they can," said another, "the egg market is dropping quickly. I noticed an item in the paper about it and that grocery is evidently giving the public a square deal. Look at these other prices."

Had it not been for the newspaper item, the grocer quoting the lowest price might have got a black eye for his business. On the other hand the neighboring grocers were branded as unfair. There is no doubt that such a wide margin in prices is ground for doubt and it was unwise for those merchants to feature such prices, knowing, as they did, that nearby a much lower price was quoted. It was poor advertising after all.

To be fair to the trade it must be understood how quickly egg prices have dropped of late. Local wholesale quotations have dropped twelve cents in two weeks. In one particular case a grocer who on Wednesday, March 1st, quoted 60 cents for new laid eggs is now featuring them at 43 cents a dozen. Still he could not be expected to loose the whole amount had he had a stock on hand. But that is a weak excuse, an excuse that was given to a customer by a grocer recently but he forgot that he was advertising "strictly new laid eggs."

Showing the produce section of the Pure Food Store in Montreal

THIS MERCHANT SAYS GOODS ON RIGHT HAND SIDE SELL BETTER.

A Detroit dealer has proved by experiments that the right-hand side of his store is worth several times as much as the left-hand side for merchandising. He has tried shifting goods from the centre to the sides, and from side to side, with the result that he is firmly convinced that people have a tendency to bear toward the right side. There are at the rear of the store, for example, two telephones up on the walls, one on the left, the other on the right.

There is a directory beside each, and there is no apparent reason why one of these instruments should be used more than the other. Yet the fact remains that the phone on the right-hand side of the store takes in about four times as many nickels as the one on the left. A penny scale also took in far more coins after being shifted from a position on the left of the entrance to one directly across on the right.

This same dealer had a glass display of pencils on his front-centre showcase and the pencils were not moving at all well. He moved the display to the right-hand showcase, and the sales were immediately greatly increased.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, March 8.—As was expected the high prices on hogs attracted larger offerings and a reaction occurred with a drop in prices. Fresh pork is higher and smoked meats are steady. Lard is in better demand with an advance of one cent. Butter is a little scarce with an advance in prices. Stocks of butter have been pretty well cleaned up locally. The cheese market is firm without any change in wholesale prices. The egg market is the feature of the grocery trade with a rapidly declining market and a better demand. The poultry market is quiet and benefiting little by the Lenten season on account of the stiff prices. Fish is moving better with prices steady. There is no change in margarine and only a moderate demand.

BUTTER PRICES ADVANCE

Montreal

BUTTER—Receipts of butter locally show a big decline during the past week. Stocks of creamery butter were reduced to about 40,000 packages at the first of this month which, coupled with delayed arrivals of New Zealand creamery, has strengthened the market with a temporary scarcity. There is a steady demand for Canadian creamery butter and a much firmer feeling has prevailed in the market with advance prices. Creamery prints are advanced to 39c and 40c but certain grade creamery remain unchanged in price.

BUTTER—		
Solids, creamery, finest	0 37	0 38
Prints, creamery	0 39	0 40
Second grade creamery	0 32	0 34
Dairy solids	0 30	0 31

CHEESE PRICES UNCHANGED

Montreal

CHEESE—The local wholesale cheese market remains unchanged in price with a firmer tendency owing to a better feeling in the export market. At present the export business is quiet but the firm feeling holds.

CHEESE—		
Large, per lb.	0 19	0 20
Twins, per lb.	0 19	0 20
Do., white	....	0 27
Triplets, per lb.	....	0 20
Fancy old cheese, per lb.	0 28	0 30
Stilton, per lb.	....	0 30
Quebec	0 19	0 20

EGG PRICES DROP

Montreal

EGGS—Receipts of eggs have shown a big increase with a larger production due to the milder weather and a weaker market in the United States. An easy feeling has prevailed for some weeks which has resulted in a reduction of 11c during the last two weeks. New laid eggs are quoted from 35c to 38c per doz.

EGGS—		
New laid	0 35	0 38

MARGARINE QUIET

Montreal.

MARGARINE— Margarine prices hold with only a fair demand which is limited to a certain class of trade. Bricks are quoted at 22c.

HOG PRICES LOWER

Montreal.

FRESH MEATS—Reaction has come in the hog market with a decline of prices. Last week prices advanced steadily to $15.00 per cwt. but this price attracted larger supplies than were thought to be ready for the market and a weakness followed. Prices declined to $14.25 and $14.50 per cwt. for selected lightweight, weighed off cars. Packers are holding off and the weakness is likely to continue until an easier basis is reached. Prices on fresh pork are, however, higher with an advance of 2c on trimmed loins, making the price 31c and 32c. The beef market is unsteady but unchanged in price. Supplies offered are quite sufficient to cover the demand.

FRESH MEATS—		
Hogs, live (selected, weighed off cars)	14 25	14 50
Fresh killed	21 00	21 50
Fresh Pork—		
Legs of pork (foot on)	0 22	0 24
Loins (trimmed)	0 31	0 32
Trimmed shoulders	0 21	0 22
Untrimmed	....	0 19
Pork sausage (pure)	....	0 20

Fresh Beef—	(Cows)		(Steers)	
Hind quarters	0 10	0 13	0 12	0 16
Front quarters	0 05	0 09	0 05	0 08
Loins	0 19	0 22	0 22	0 27
Chucks	0 07	0 08	0 08	0 09

SMOKED MEATS FIRM

Montreal

SMOKED MEATS—The trade in smoked and cured meat is fair with a steady demand for local and country accounts. The tone of the market is firmer as a result of the higher prices which have been paid for hogs. Prices are unchanged after the advance of last week.

BACON—		
Breakfast, best	0 28	0 50
Smoked breakfast	0 28	0 40
Cottage rolls	....	0 28
Picnic hams	....	0 19
Wiltshire	0 25	0 28

MEDIUM SMOKED HAMS—		
Weight, 814, long cut	0 30	0 33
Do., 14-20	0 29	0 30
Do., 20-25	0 27	0 29
Do., 25-30	....	0 27
Over 35 lbs.	....	0 26

LARD PRICES ADVANCE

Montreal

LARD—The market for lard is stronger and prices closed 1c per lb. higher than a week ago. The demand for supplies is steady with a fair trade in Canadian fine grade. 20 lb. wooden pails are quoted at 17½c to 18½c per lb. while bricks are advanced to 21c and 22c.

LARD		
Tierces, 60 lbs.	0 15½	0 16
Pails, 20 lbs.	0 17	0 18
Tubs, 20 lbs.	0 17½	0 18½
Bricks	0 21	0 22

COOKED MEATS STRONGER

Montreal.

COOKED MEATS—In sympathy with the hog market and fresh meats, cooked meats have advanced generally with some improvement in the demand. A further advance in price is expected in boiled hams.

COOKED MEATS—		
Hams, cooked	....	0 47
Square pressed	....	0 49
Smoked shoulders	....	0 22
Bologna	0 10	0 20

BETTER DEMAND FOR FISH

Montreal

FRESH FISH—Fish prices remain unchanged with a better demand due to the Lenten season. Supplies are quite sufficient to meet the demand and no changes in quotations are expected.

FRESH FISH—		
Filets, 20 lb. boxes		0 17
Herring		0 08
Market Cod, fresh		0 07
Steak cod		0 08
Dressed B. C. Salmon		0 24
Haddock		0 06
Halibut		0 20
Flounders		0 10
Mackerel		0 16
White fish		0 18
Eels		0 18
FROZEN FISH—		
Haddock		0 06
Halibut		0 20
Chicken halibut		0 17
Market cod	0 05	0 05½
Steak cod	0 6½	0 07
Doree		0 11
Qualla Salmon		0 11
Dressed B. C. Salmon		0 22
White fish		0 18
Dressed pike		0 07
Mackerel		0 18
OYSTERS—		
Herrings		0 06½
Lake trout		0 14
Shell oysters, bbl.	8 00	15 00
Standard—Per No. 1 can		2 50
Do., No. 3 can		7 50
Do., No. 5		12 25
Jars—1 doz.	4 50	5 25

POULTRY MARKET SLOW

Montreal.

POULTRY—The poultry market is quiet with a smaller demand due to the high prices. The market is almost entirely served by storage stocks and the movement is slow. Dealers expected Lent to bring a better demand but this has not yet come and it may be that lower prices will be quoted to stimulate buying. Prices are unchanged.

POULTRY—		
Dressed turkeys	0 50	0 52
Geese	0 28	0 30
Ducks	0 30	0 35
Chickens	0 34	0 42
Fowl	0 23	0 30
Roosters	0 18	0 23

WOMEN WANT OLEOMARGARINE

Ottawa, March 4.—A strong plea for the continued distribution in Canada of oleomargarine, was voiced by a delegation representing the National Council of Women, who waited on the Minister of Agriculture, Hon. W. R. Motherwell. The case was presented by Mrs. Adam Shortt, of Ottawa, who said she spoke on behalf of the women and children.

ONTARIO MARKETS

TORONTO, March 8.—The high prices in the hog market came to a sudden termination during the week with prices dropping considerably. This is attributed to the fact that the big packers set out last week to break the market by sending out lower quotations. Heavier receipts of hogs is also an attributing factor, which coupled with a smaller demand from outside sources resulted in the break. The big packers are still endeavoring to further reduce prices by offering a lower bid for the balance of this week. Smoked bacon, hams, lard and shortening show advances in quotations. Butter is fairly steady but there appears to be a shade firmer undertone. Eggs are weaker and lower. Cheese is inclined to be easier in a quiet market. Barrel meats are higher while fish show no change in quotations under an active demand. Live heavy fowl and ducks are higher under a good demand.

BUTTER FAIRLY STEADY

BUTTER—The market shows little change compared with a week ago. There is still considerable New Zealand butter offered but prices are holding steady, although there appears to be a shade firmer undertone. Quotations on the best grades are running from 39c to 40c per lb. and on the lower grades around 35c per lb.

BUTTER—

Creamery prints, No. 1	0 39	0 40
Do., No. 2	0 35	....

CHEESE MARKET QUIET

Toronto.

CHEESE—Under influence of a lack of enquiry for export, the cheese market is quiet with prices inclined to be easier. There is hope, however, that the cheese market will recover as there is still nearly two months to go before the new make is made to any extent. Dealers quotations to the retail trade are unchanged.

CHEESE—

Large, new (fodder)	....	0 19
Do., Sept	0 20	0 21
Do., June	0 23	0 26
Stilton, new	....	0 24

Twins, 1c higher than large cheese and triplets 1½ cents higher than large.

EGG MARKET WEAK

Toronto.

EGGS—Further weakness has developed in the market for eggs. This is due to the heavier production in Ontario and the lower prices in the Chicago market. Although the domestic production is steadily improving, it is still less than requirements, and heavy shipments continue to arrive from the United States. Quotations to the trade are down to 34c in case lots while extra select Ontario stuff in cartons, is bringing 38c per doz.

EGGS—

New laid	0 34
New laid in cartons	0 38

LARD AGAIN HIGHER

Toronto

LARD—The market continues strong with quotations again advanced one cent per pound making one pound prints 19c to 20c and on the tierce basis 17c to 17½c per lb.

LARD—

1-lb. prints	0 19	0 20
Tierces, 400 lbs.	0 17	0 17½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

SHORTENING STRONG

Toronto.

SHORTENING—Higher quotations are again noted in the market for shortening. Quotations on one pound prints now stand at 19c and on the tierce basis 15½c. to 16c. per lb.

SHORTENING—

1-lb. prints		0 19
Tierces, 400 lbs.	0 15½	0 16

MARGARINE QUIET

Toronto

MARGARINE—There is little to report in the market for margarine, which continues quiet with quotations unchanged.

MARGARINE—

Margarine, No. 1	0 22	....
Do., No. 2	....	0 18

COOKED MEATS FIRM

Toronto

COOKED MEATS—The market is firm under the recent advances. In some quarters an advance is recorded on cooked hams, making the range on ordinary trimmed 46c to 47c and square pressed 48c to 50c per lb.

COOKED MEATS—

Boiled hams, lb.	0 46	0 47
Do., square pressed	0 48	0 50
Boiled shoulders, lb.	....	0 40
Head cheese, 6s, lb.	....	0 10
Choice jellied ox tongue, lb.	....	0 60
Jellied pork tongue	0 32	0 35
Bologna	0 13	0 15

Above prices subject to daily fluctuations of the market.

SMOKED HAMS HIGHER

Toronto

PROVISIONS—In some quarters small and medium smoked hams are advanced to 35c per lb. while others continue to quote 32c. Larger sizes are also advanced one to two cents per pound. Smoked boneless backs are quoted at 39c to 42c an advance of one cent per pound. Breakfast bacon, ordinary trim, is unchanged at 28c to 30c while special trimmed is quoted at 38c. to 41c. per lb. Barrel pork is advanced $1 to $2 per barrel; mess pork is now quoted at $34; short cut backs $36; pickled rolls lightweight $49 and heavy at $43.

Hams—		
Small, 6 to 12 lbs.	0 32	0 35
Medium, 12 to 20 lbs.	0 32	0 35
Large, 20 to 35 lbs. ea., lb.	0 32	0 35
Heavy, 35 lbs., and upwards	....	0 27
Backs—		
Boneless, per lb.	0 39	0 42
Rolled, per lb.	....	0 48
Peameal	0 38	0 41
Bacon—		
Breakfast, ordinary, per lb.	0 28	0 31
Do., special trim	0 38	0 41
Cottage rolls	....	0 32
Rol, per lb.	....	0 28
Wiltshire (smoked boneless) lb.		0 30
Do., three-quarter cut		0 33
Do., middle		0 35
Dry Salt Meats—		
Long clear bacon, av. 50 to 70 lbs.		0 19½
Do., av. 80-90 lbs.	....	0 18
Clear Bellies 15-30 lb.	0 17½	0 19½
Fat backs, 10-12 lbs.	0 17½	0 16

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—	
Mess pork	34 00
Short cut backs, 200 lbs.	36 00
Picked rolls, bbl., 200 lbs.—	
Lightweight	49 00
Heavy	43 00

Above prices subject to daily fluctuations of the market.

BREAK IN HOG PRICES

Toronto

FRESH MEATS—The feature in this market is the sudden termination to the upward movement in hog prices with a drop of $1 per cwt. at the end of last week and 50c this week, making the fed and watered basis $13.00. For the past week the big packers have been endeavoring to reduce prices and in this they were successful, with the above results. Another reason for the break was the heavier receipts and the lack of buying by one of the big packers and the smaller packers. There are indications for a further reduction as the big plants are offering on the basis of 50c per cwt. lower. The cattle market continues firm with little change in prices. In dressed meats there is practically no change other than a slight advance on some fresh pork cuts.

FRESH MEAT—

Hogs—		
Live, f.o.b. per cwt		12 25
Live, off cars		12 75
Live, fed and watered, cwt.		13 00
Dressed, light, per cwt.	17 00	18 00
Do., heavy, per cwt.	12 00	14 00
Fresh Pork—		
Legs of pork, up to 15 lbs.		0 30
Loins		0 30
Fresh hams, lb.		0 31
Tenderloins, lb.		0 60
Picnics, lb.		0 18
Montreal shoulders		0 23
Boston butts, lb.		0 27
New York shoulders		0 22
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 14	0 18
Front quarters, lb.	0 08	0 10
Ribs, lb.	0 12	0 18
Chucks, lb.	0 08	0 09
Loins, whole, lb.	0 25	0 28
Hips, lb.	0 12	0 14

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb.	0 13	0 16
Sheep, whole, lb.	0 08	0 12
Spring lamb	0 20	0 26

Above prices subject to daily fluctuations of the market.

FISH PRICES STEADY

Toronto

FISH—There are no changes in quotations to report this week. The market is fairly brisk with all lines well represented.

FRESH SEA AND LAKE FISH

Cod steak, lb.	0 10	0 11
Do., market, lb.	....	0 09
Oysters, No. 1 tins	3 25	3 70
Do., No. 3 tins	9 25	11 [illegible]
Do., No. 5 tins	15 00	18 00
Do., glass jars, doz.	5 00	5 75
Do., shell, per bbl.	13 50	14 00
Smelts, No. 1, per lb.	....	0 12

FROZEN FISH

Halibut, medium	0 17	0 18
Do., chicken	0 13	0 14
Do., Qualla	0 08	0 09
Flounders	0 09	0 10
Pike round	0 05	0 06
Do., headless and dressed	0 07	0 08
Salmon, Cohoe	0 15	0 16
Do., Red Spring	0 20	0 21
Brill	0 10	0 11
Sea Herring	0 07½	0 08
White Fish	0 12	0 13

SMOKED AND SALT FISH

Haddies, lb.	0 10	0 13
Fillets, lb.	....	0 16

Kippers, box	2 25	2 75
Bloaters	2 00	3 00
Ciscoes, lb.	0 15	0 18
Salmon snack, lb.		0 20
Digby chicks, 6 to bundle	1 00	1 20
Boneless Digbys, 10 lb. box		1 50
Shred cod, box 24 cart.		2 20
Cod, 1 lb. tablet, box 24s.		3 20
Quail on toast		0 14
Holland Herrings, mixed 10-lb. keg	85	1 10
Do., milkers, 10 lb. keg.	95	1 20
Labrador Herrings—		
Kegs, 100 lbs.		5 75
Do., barrels, 200 lbs.		11 00

LIVE FOWL IN DEMAND

Toronto

POULTRY—There is an active demand for live fowl and ducks and in consequence, dealers are offering a higher price. Dealers are paying 27c per lb. for heavy fowl and 32c for ducks live weight. Dressed are quoted at the same price as live. There are no other changes in prices and the market generally is steady to firm.

Poultry—

Prices paid by dealers—	Live.	Dressed.
Turkeys	30-35	40-50
Chickens, spring	00-25	00-32
Roosters	00-16	00-18
Fowl, 4 to 5 lbs.	00-24	00-25
Fowl, over 5 lbs.	00-27	00 27
Fowl, under 4 lbs.	00-14	00-22
Guinea hens, pair	1 25	1 50
Geese		00-26
Ducks, 4 lb. and over	00-23	00-32
Prices quoted to retail trade:		**Dressed:**
Ducklings	0 32	0 38
Hens, heavy	0 28	0 32
Hens, heavy	0 28	0 32
Do., light	0 20	0 28
Geese		0 30
D. P. Chickens, 3½ lbs., and under		0 30
Do., 3½ lbs., and over		0 35
D. P. fowl, 3½ lbs. and under		0 22
Do., 3 lbs. and over		0 24
No. 1 broilers		0 29
Turkeys, per lb.		0 42

MANITOBA MARKETS

WINNIPEG, March 8.—The produce and provision markets are again featured by higher prices for hogs. The strong tone in the hog market is also reflected in ham, bacon, lard and other hog products. Lard, smoked hams and bacon have advanced. The butter market is showing a firmer tone. There is no change in the cheese market. Large quantities of eggs are arriving from the South at lower figures. There is very little change in the poultry market. Receipts are light as likewise the demand. There is a steady demand for fish, with Holland herring in kegs, reported scarce.

BUTTER MARKET FIRM

Winnipeg.

BUTTER.—The butter market shows a firmer tone with quotations advanced 2c. per lb. Fresh made butter is not arriving in sufficient quantities to take care of requirements. Best creamery butter in prints is quoted at 42c. per lb. with solids at 39c.

BUTTER—

Creamery, best table grade		0 42
Best table grade solids		0 39
Margarine	0 22	0 25

CHEESE MARKET UNCHANGED

Winnipeg.

CHEESE.—There is very little change in the cheese market. Ontario large is quoted at 21c. per lb. with twins at 21½c. and triplets at 22c., but some dealers are offering cheese at 1c. per lb. less than the above quotations.

CHEESE

Stilton cheese, large, lb.	0 24
Ont., large, lb.	0 21
Ont., twins, lb.	0 21½
Ont., triplets, lb.	0 22

EGGS ARRIVING FREELY

Winnipeg

EGGS.—Large shipments of eggs are arriving from the South and are quoted to the retail trade at 40c. per doz. case counts. Very few are arriving from the country districts locally. The demand continues good.

LARD PRICES ADVANCE

Winnipeg

LARD.—The market continue strong and quotations advanced ½c. per lb. Lard in tierces of 400 pounds is quoted at 17½c. per lb. The shortening market is in a strong position but there has been no change in quotations.

LARD—

Pure Lard, No. 1 quality, per lb. (in tierces 400 lbs.)	0 17½
Do., wooden pails, 20 lb. pail	3 90
Shortening tierces of 400 lbs.	0 15
Do., per pail, 20 lbs.	3 40

COOKED MEATS ADVANCE

Winnipeg

COOKED MEATS.—The demand continues fair and following the higher tendency of the hog market an advance of practically all lines of cooked meats has been recorded. Best quality hams are quoted at 44c. per lb. Roast shoulders have advanced to 32c. per lb. Pork tongues are quoted at 33c. with ox tongues at 55c. per lb.

COOKED MEATS—

Hams, best quality, skinned 8-14 lbs.	0 44
Do., 13-1 lbs.	0 44
Roast ham, lb.	0 44
Roast shoulders, lb.	0 32
Head cheese, 6-lb. tins, lb.	0 12
Pork tongues, lb.	0 33
Jellied ox tonsgeu, lb.	0 55
Luncheon cooked meats	0 22

SMOKED HAMS HIGHER

Winnipeg.

PROVISIONS.—The strength of the hog market is reflected in the market for ham and bacon. Hams have advanced to 36c. per lb. Lower grades are offered as low as 25c. Bacon has also shown an advance and best quality is quoted at 45c. with other grades varying as low as 29c. There is an improved demand for bacon.

Hams—

8 to 16 lbs., per lb.	0 36
16 to 20 lbs., per lb.	0 34
Boneless, 8-14 lbs., per lb.	0 40
Skinned, 14-18 lbs., per lb.	0 40
Skinned, 18 to 22 lbs., per lb.	0 40
Bacon, 6 to 10 lbs., per lb.	0 45
Cottage rolls, boneless	0 26
Bellies, 6 to 10 lbs., per lb.	0 44

NO CHANGE IN POULTRY

Winnipeg.

POULTRY.—The market is quiet with prices holding steady. There is however only a limited demand which tends to hold the market steady.

POULTRY—

Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28

HOLLAND HERRING SCARCE

Winnipeg

FISH.—There is shortage of Holland herring in kegs. Very few are available in the city and practically none in transient. Shipments of fresh frozen salmon are arriving and are quoted at 16c. to 20c. per lb. Haddies and fillets are in good demand. Fresh frozen white fish has declined and in case lots is quoted at 10c. per lb.

FISH—

Black cod, lb.	0 12
Brills	0 08
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15½
Salmon, Cohoe, in full boxes, 300 lbs.	0 16
Salmon, Cohoe, in broken cases	0 17
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08
Whitefish, dressed, case lots	0 10
Whitefish, dressed, broken cases	0 10½
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Haddies, in 80-lb. cases, per lb.	0 12
Kippers, East. Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 17
Salt Fish—	
Holland Herring, milkers, 9 lb. pail, pail	0 95
Holland Herring, mixed, 9-lb. pails, pail	0 85

HOGS MOVE UPWARD

Winnipeg.

FRESH MEATS.—Light receipts and a keen demand for hogs has resulted in prices soaring upwards. The market is unsettled and best selected live hogs are quoted at $12.50 per cwt. The cattle market is ruling active under a strong enquiry. Butcher heifers are quoted at $5.00 to $5.50. Extra good quality steers are quoted at $7.25. All fresh pork cuts have advanced in sympathy with the firm tone of the hog market.

HOGS:—

Selected, live, cwt.		12 50
Heavier	8 50	10 50
Light	12 00	12 50
Sows	6 50	8 50
Fresh Pork—		
Legs of pork, lb.	0 22	0 28
Spare Ribs		0 16
Loins of Pork, lb.	0 28	0 30
Fresh hams, lb.	0 23	0 29
Shoulders	0 16	0 17½
Fresh beef—from steers and heifers—		
Hind quarters	0 12 to	0 17
Front quarters	0 06 to	0 10
Whole carcass, good grade, lb	0 09 to	0 13
Mutton—		
Choice, lb.		0 16
Choice long hinds (leg and loin)		0 27
Choice Stews		0 10
Lambs—		
Choice, 30-45 lbs.		0 25
Veal—		
Good veal, 40 to 80 lbs. hind quarters		0 25

J. B. Evans, who was elected president of the Retail Merchants' Association of Fort William, at the last annual meeting, has tendered his resignation, and W. F. Hogarth, vice-president, was chosen to fill the position, and H. H. Wightman was elected vice-president to fill the vacancy caused by Mr. Hogarth becoming president.

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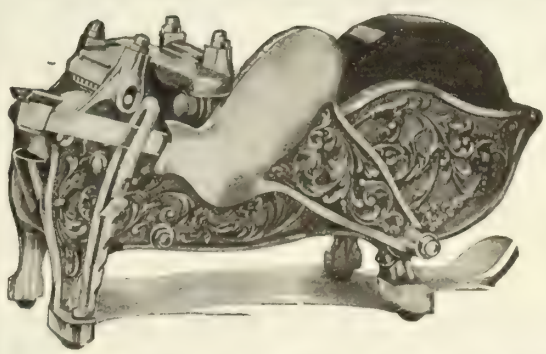

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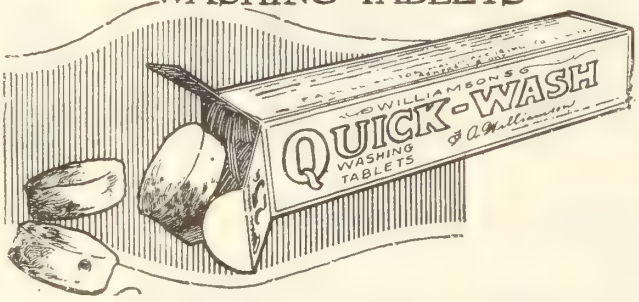
QUICK-WASH
WASHING TABLETS



THE NEW WASHING TABLET

Here is a New Preparation that takes the work out of wash day

Softens the hardest water and makes the clothes as white as snow. Stains, greasy spots, etc., vanish like magic. Attractively packed in convenient cartons. Sells at a popular price.

Shows the Grocer a nice profit. Be the first Grocer in your town to stock

QUICK WASH

Our advertising will help to make Quick-Wash a big seller this Spring.

Order from your wholesaler or direct from

F. A. Williamson Mfg. Co., Ltd.

465 Wellington St. - - Ottawa

REAL FRESH SEVILLE ORANGES

Usual—for SHIRRIFF'S

Nothing but the best, **new** Seville oranges, fresh from Spain, is good enough for Shirriff's True Orange Marmalade. Fifteen carloads of these fine, fresh oranges have already arrived. More are to follow.

Supply your customers with Shirriff's and you sell them **real** orange marmalade—the best that human skill can prepare from Nature's finest products.

Write us now for prices on our **new** 1922 Marmalade—ready for immediate delivery.

IMPERIAL EXTRACT COMPANY

TORONTO - CANADA

Selling Agents: HAROLD F. RITCHIE & CO., Limited, Toronto and Montreal

JELL-O

"Canada's Most Famous Dessert"

Now selling at a lower price

3 Dozen Case (any flavor) - - $3.50

Price to consumer, 2 packages for 25 cents

THE GENESEE PURE FOOD COMPANY OF CANADA, Limited

MADE IN CANADA

At Bridgeburg, Ontario.

Experience Teaches the Grocer To Sell The Best

IN KING OSCAR sardines you have the sardines that will please your most particular customers.

They are packed from the finest selected Norwegian caught bristlings—it pays to give them the best, one customer tells another. Build up your reputation for quality and satisfaction.

Your wholesaler can supply you.

Canadian Agents:

John W. Bickle & Greening

Hamilton, Ontario

INTERLAKE

"For Your Family's Sake, Always ask for Interlake."

Cash in on the demand that is being created for Interlake Toilet paper. The slogan above is becoming well known to housewives in Canada, and this will mean profitable business for live dealers. Now is your chance to reap the benefit by selling

INTERLAKE

A brand of Toilet Tissue, cloth-like, white, soft, absorbent in texture—specially made, well-perforated in rolls of 700 sheets—made in the most MODERN mill in Canada by Canadian workmen. A standard brand, having all the qualities you would expect in a good paper.

The Interlake Line of Toilet papers also includes "White Cross," "Old Dutch," and "Blue Bird."

May we send you samples and prices?

Interlake Tissue Mills Co.
Limited

HEAD OFFICE: 54 University Avenue, Toronto, Ontario, Canada.

SALES BRANCH: McGill Building, Montreal, Canada.

MILLS AT MERRITTON, CANADA

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BUYERS' MARKET GUIDE
Latest Editorial Market News

TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

BROOMS
Every Housekeeper needs a Good New Broom
FOR HOUSECLEANING
There are none better than
JOHN ADAM & SON,
Collingwood, Ont.
Thousands of satisfied users say so

J. & J. Taylor's Safes
One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.
One J. & J. Taylor safe 18 inches deep, two feet 9 inches wide. four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 108, Canadian Grocer. 153 University Ave., Toronto

Say You Saw It In Canadian Grocer, It Will Help To Identify You

PRUNES FAST CLEANING UP

A recent advice from California says: "Packers suddenly realize that there is no tonnage of unsold prunes on the coast and they are endeavoring to secure resales on the large Eastern markets, resulting in sharp advances and various predictions of high spots the market will hit. It is conservatively estimated that the unsold stocks are not over 6,000 to 7,000 tons."

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

Say you saw it in
CANADIAN GROCER
it will help to identify you

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank Street

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

BARRELS
For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

When Writing to Advertisers Kindly Mention This Paper.

FOR SALE

UP TO MINUTE GROCERY STORE AND ICE-Cream Parlor combined, in the best town on the Georgian Bay. Good reasons for selling. For particulars, write Box 172, care of Canadian Grocer. 153 University Ave., Toronto, Ontario.

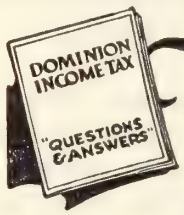
FOR SALE—MERCHANTS' PRICE TICKETS—$1.50 a hundred; 10 samples 25c., M. Moorby Newmarket, Ont.

POSITION WANTED IN WESTERN CANADA by clerk, married, with 12 years' experience in groceries and hardware in general store. Thoroughly understands the business, also curing of butter and packing of pork to preserve it through the summer. Not afraid of work, can furnish best of references. Available May 1st. Please state salary and apply to Box 170, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—BRICK STORE 25 x 60 TWO story. An excellent opening for business. Situated in Melbourne, Ont., on the provincial highway. Also the M. C. Railway. Apply to Anderson Co., 12 Market Lane, London, Ont.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

Being Frank About Peanut Butter Promotes Business



Your Income Tax

We have just issued a booklet—
"Dominion Income Tax—Questions and Answers"
which explains in a simple, concise way all Canadian Government Tax requirements.
The booklet is the work of a tax specialist. It simplifies—for any individual, incorporated company or estate—the preparation of the necessary income tax return.

We will be pleased to forward a copy on request.
Ask for Booklet 36A.

Canadian Debentures Corporation Limited
Established 1910
36 KING ST·EAST TORONTO

Now is the Time to Buy—don't wait.
Consult these Advertising Pages.
Our Advertisers will *Save* You Money—buy now.

to HELP you sell them the year 'round

Now that prunes, thanks to Sunsweet, are a year 'round staple—now that Sunsweet advertising is at work every day educating your customers to eat prunes and apricots at all seasons—

It is only good business for you to tie up to this year 'round movement. Pictured here are some specimens of Sunsweet advertising that live grocers are using with telling and selling effect.

Here, for example, are full color display cards that show up great in the windows or inside the store; bright-looking streamers and price pasters that tell a big story in little space; educational recipe folders that show your customers how to keep the family food-bill down and the family health up; colorful slides for your movie advertising; a Retail Selling Price Chart by which you can price merchandise *instantly and correctly* on any margin from 20% to 30%; Paul Findlay's book, "Profits in Prunes" —filled with such clean, crisp profit-logic that it has caused a sensation among grocers the nation over—

All these advertising and selling helps are ready for you. We *want* you to have them. But, first, we *want* you to want them. We want you not merely to get them but to *use* them—and come back for more any time. Just check off on the coupon below which sales-helps you can use to good advantage—and we'll do the rest. California Prune and Apricot Growers Inc., 399 Market Street, San Jose, California. 11,000 grower-members.

☐ Full color display cards [11x21]—each set has three cards on prunes, one on apricots.

☐ Two-color window streamers. Two color price pasters.

☐ Recipe Folders: "Keep the family food-bill down and the family health up."

☐ Full color movie slide with our store name imprinted at the bottom.

☐ Retail Selling Price Chart [good for *all* merchandise] ready to tack up.

☐ Paul Findlay's book "Profits in Prunes" [how many copies?] for clerks and myself.

Name. _____ *Street* _____ *City* _____

Please PRINT name and address to avoid error

Canadian Representatives

SAINSBURY BROS.

TORONTO MONTREAL HALIFAX
WINNIPEG & VANCOUVER

SUNSWEET
CALIFORNIA'S NATURE-FLAVORED
Prunes & Apricots

NEW DAYTON SCALES CONTEST

$1000 in cash prizes to merchants and clerks

Come in and Win!

No entry fee! Nothing to pay!

Turn your Ideas into Dollars!

Win a Nice Fat Cheque by a Little Brain-work

THE record of the Dayton Automatic Scale has been a story of improvement after improvement. We've seen the Dayton grow, and we've told the story chapter by chapter as added features brought new time and money saving advantages to Canadian merchants.

Some of the most helpful opinions we have had on Dayton Service have come from merchants who use and know and live with the Dayton. Continually, our salesmen are hearing from satisfied Dayton users of new advantages attaching to the use of the Dayton, which had never come to our attention. We're always glad to hear and study the opinions of the merchant—in city, town or country. We regard these opinions highly. They're valuable to use—so valuable that we're willing and glad to PAY FOR THEM.

The present $1,000 Prize Contest will be in the nature of a Clearing House for the ideas of merchants and clerks. To make it worth your while to put down on paper a short statement of these ideas we are offering to distribute $1,000 in prizes.

You know the Dayton. You've seen it in action day after day. Just apply your experience and observations to this question which we give you to answer.

Here is the Question

If you were a Dayton Salesman what reasons would you advance to sell a Dayton Scale?

Here are the Prizes

2	Prizes for the best answers	$ 100 Each
4	Prizes for the next best answers	50 Each
10	Prizes for the next best answers	25 Each
10	Prizes for the next best answers	20 Each
15	Prizes for the next best answers	10 Each

This contest offers you a fine opportunity to try your hand on the writing of an advertisement—as we will be glad to have your reply in that form if you prefer it to a written article. The only restriction we impose is that statements shall contain no inaccuracies or exaggerations, expressed or implied.

SHARPEN YOUR PENCIL—YOUR WITS, TOO—BEGIN TODAY!

List of winners will be announced in trade papers at close of contest.

Here's the QUESTION
Study it—we pay $1,000 for the best answers:

If you were a Dayton salesman what reasons would you advance to sell a Dayton Scale?

Rules of $1,000 Dayton Prize Contest

1. Contest will be closed June 30, 1922. No letter postmarked after that date will be accepted.
2. Write your replies on one side of paper only.
3. Contest is open to all merchants and clerks in Canada in stores wherein scales are used.
4. Each reply MUST bear the sender's name and address, and name of firm of which he or she is proprietor or employee. Should you be a prize winner this information is to be verified by someone representing that company.
5. You may send in as many replies as you wish.
6. A committee whose impartiality will be guaranteed by this Company will judge the replies and make the awards, such awards to be considered as final.
7. No employee of International Business Machines Co., Limited will be eligible for the contest.
8. Address your Contest letters to Head Office (not to any branch) as follows:

International Business Machines Company, Limited

Contest Dept., 300 Campbell Avenue, Toronto

INTERNATIONAL BUSINESS MACHINES CO., Ltd.

Frank E. Mutton, Vice-President and General Manager. Head Office and Factory—300 Campbell Ave., Toronto

THE DAYTON IS MADE IN CANADA

CANADIAN GROCER

The Largest Circulation of any Trade Paper in Canada
Members of The Associated Business Papers—Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI PUBLICATION OFFICE: TORONTO, ONT., MARCH 17, 1922 No. 11

"Here is the answer to every Retailer's Window Sales Idea."

A complete Line under one Label.

THIS WINDOW CONTAINS G.M. CANNED—SOCKEYE SALMON—PINK SALMON—DEEP SEA TROUT—KIPPERED SALMON—PILCHARDS—FRESH HERRING—KIPPERED HERRING—AND HERRINGS IN TOMATO SAUCE

Wins First Prize three consecutive years.

Three Vancouver merchants—the last three years—have taken the Canada National Fish Day first prize for the best dressed window, by displaying exclusively GOSSE-MILLERD Canned Ocean Products.

Gosse-Millerds'

CANNED OCEAN PRODUCTS

A Label that Exemplifies the contents of the Can

The selling power of a window such as illustrated is 100 per cent. Wherever G.M. Products have been introduced a regular display of the various lines perpetuate profitable, daily sales.

GOSSE-MILLERD Ltd. Vancouver, B.C.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation

FACTS!

You may be asked to stock unknown, untried brands of matches to the exclusion of EDDY'S which have always served you and your customers well.

So we put the facts clearly to you.

For 71 years, Eddy's have been making matches—so that, to-day, EDDY MATCHES are not equalled anywhere in the world.

In Eddy Matches, every objectionable feature is eliminated; EDDY MATCHES are non-poisonous and harmless if children eat them, yet rats won't gnaw them because we make them unpleasant to taste. EDDY Matches won't explode—the heads won't fly—the sticks don't break—EDDY Matches do not glow when blown out. Every EDDY Match is a safe, sure light.

Because of our enormous plant, up-to-date methods and output of 120,000,000 a day, we can not only make better matches, but we sell them cheaper. EDDY Matches give the dealer a larger profit.

It is sound common-sense to insist on EDDY'S MATCHES when ordering from your wholesaler.

THE E. B. EDDY CO., LIMITED

HULL - CANADA

Pure Country Milk

With the Cream Left In

Now is the Time

For an attractive WINDOW DISPLAY to co-ordinate with our recent price decline. It will undoubtedly increase your volume of turnover.

Feature Borden's "ST. CHARLES" Milk in four sizes—"A size for every need." This will build up your trade on quality lines and assures fullest satisfaction to your customers.

At all times Borden's National Advertising is telling your customers about this quality, convenience and economy—constantly at work doing its share to speed up sales and profits.

We invite the trade to apply for our attractive window trims, dummy cartons and counter cards—new and effective silent salesmen. A post card will bring these to your door free of charge.

The Borden Co. Limited
Montreal

MONO SERVICE
CONTAINERS

—light, strong, hygienic and economical—for all foodstuffs

A few of the many commodities "Mono" Service is successfully serving.

To carry for an indefinite time

Honey	Marmalade	Milk Powder
Syrup	Lemon Curd	Malt Extract
Jams	Custard Powder	Water Glass
Jellies		Cocoa
		Dried Eggs

To carry for a limited period only

Milk	Potted Meats	Margarine
Cream	Potted Fish	Lard
Butter	Mince Meat	Oysters
Cheese	Dripping	Salads

Sole Makers:

MONO SERVICE CONTAINERS, Ltd.
Park Royal, LONDON, N.W. 10

Manufacturers, packers, wholesale grocers and retailers—write for further information and quotations to

CANADIAN AGENTS

BRADSHAWS LIMITED

107 Atlantic Avenue, TORONTO, CAN.

MASTER MASON
PLUG SMOKING
"It's good Tobacco"
The Big Plug
20¢
MASTER
MASON
YOU pack real enjoyment into your pipe when you fill up with Master Mason. Because the fine flavor that is packed into the Master Mason plug, HOLDS to the last pipeful. There is no better, handier or more economical way to buy high-grade tobacco, than in the big plug of Master Mason.

Big Profits in the "Big Plug"

Retailers who have handled Master Mason Plug Smoking know there is a wider margin of profit on it than on other brands of tobacco.

That is the reason it pays to tie up with the big Master Mason advertising campaign. You sell more tobacco and you make more money on the tobacco you sell.

Don't miss any of the big Master Mason profits. Start now to push the Big Plug in your store.

ROCK CITY TOBACCO CO.
Limited
QUEBEC - CANADA

MASTER MASON

Do You Get the Business

—or does someone else?

If you sell inferior Maple Syrup, and some other dealer sells Old Colony, you gradually lose your Maple Syrup Custom—because Canadians demand quality in their national product.

OLD COLONY PURE MAPLE SYRUP

Made From the first run of sad

is 100 per cent. pure and is absolutely without a rival for quality and delicious flavor.

Old Colony can increase your Maple Syrup custom and add to your profits. Write for prices.

All Orders billed through jobbers.

CANADIAN MAPLE PRODUCTS, Limited

250 Van Horne Street, Toronto

REPRESENTATIVES:

Manitoba, Saskatchewan and Alberta—W. H. Escott Co. Ltd., Winnipeg, Man.
Quebec—A. Dumoulin & Co., 157 Commissioners Street East, Montreal, Que.
British Columbia—F. G. Evans, Vancouver, B.C.
Maritime Provinces—Supplies, Limited, Kentville, N.S.

100 per cent. pure Quebec Maple Syrup

BE IT EVER SO HUMBLE THERE'S NO BREW LIKE HOME.

Sell your customers the most scientifically correct

"SYMO" MALT SYRUP

to make their Home Brew. Simple complete directions with each can. Each can will make from 5 to 12 gallons of very nourishing and refreshing Home Brew.

Directions printed in French, English and Italian.

We can ship you in the following packages:—
Cases containing 24 cans of 2 lbs. 8 oz. net each.

Barrels	containing about	600 lbs.	net.
Half Barrels	"	300 lbs.	"
Kegs -	"	130 lbs.	"
Tins -	"	60 lbs.	net each.

(two tins to a crate)

You can buy "Symo" in bulk and sell it by the pound, or in quantities to suit all users, at a big reduction under the cost, in cans, and have a larger margin on the transaction.

We are direct distributors for the manufacturers of this product, and can offer very attractive prices to the trade.

Sections 199 and 204, of the Dominion Inland Revenue Act, contain regulations regarding the home brewing of beer, to the effect that:—

Any person without a license may brew beer for the use of his family or himself.

The utensils used solely for the purpose of beer brewing for his own use or for his family, are exempt from the provisions of the act.

Therefore you can stock and offer "Symo" with confidence.

Big reduction in prices on spring shipments. Please order now through your jobber.

Write for Prices **CANADA FOOD PRODUCTS CO.** 239 THIRD AVENUE MAISONNEUVE, MONTREAL

Kolacafé

REG'D

The World's best coffee essence

If your Wholesale grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.

The Best Spices That You Can Buy for Your Trade are---

STICKNEY & POOR'S
PURE SPICES

Every sale you make brings you closer to those you serve.

Selling S. & P. Pure Spices to your customers is bound to create more sales for you.

So stock and display S. & P. Pure Spices prominently, and tell your customers about them.

Your co-operating servant,
"MUSTARDPOT"

Pepper Cloves
Cinnamon
Allspice Paprika
Ginger Cayenne
Carroway

STICKNEY & POOR SPICE COMPANY
1815 Century old - Century honored 1922
HALIFAX
Mustard - Spices - Seasonings

WARM WEATHER
and your
Eureka Refrigerator

Within the next few weeks spring with its warm weather will be here once more. During the season of warm weather you will need the best refrigerator you can get — namely, the **Eureka!**

Warm weather never yet won out against a Eureka refrigerator, because they are built right and heavily insulated for the particular job of keeping your perishable foods **cool, dry** and **fresh** during the hottest weather.

We have many designs and sizes for grocers, cafes, etc., in stock for immediate shipment. Write for catalogues—and **Place Your Order Early.**

Eureka Refrigerator Co., Ltd.
Head Office & Factories, Owen Sound, Ont.

PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Winter Trade

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. Mackenzie & Co., 96 King St. E., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers' Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

Now is the Time to Buy—don't wait.
Consult these Advertising Pages.
Our Advertisers will *save* you Money—buy now.

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

Offer Their Principals

A Successful Sales Organization

Exceptional Warehouse Accommodation
For Storage and Unloading

The Service of a Strong, Successful Organization

THE NATIONAL BROKERS

HEAD OFFICE:
WINNIPEG, MAN.

Branches : REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER, MONTREAL
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

WILLIAMS STORAGE LIMITED

W. R. WILLIAMS, PRESIDENT AND MANAGER

The Largest Storage, Distributing and Forwarding House in Western Canada

Concrete and Steam-Heated Warehouses - Excellent Track Facilities

LOW INSURANCE

"SERVICE" is Our Motto - WINNIPEG

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

Do You Miss Important News?

WE read the newspapers of Canada and the United States as a business. We can supply you with valuable news on any subject, whether you are interested as a manufacturer, wholesaler, retailer, advertiser, editor, farmer, or politician. We send you these original clippings, which keep you posted on current events, changes in business, prices, construction news or any special information you wish us to gather. This service costs you little and is valuable to any business. Write for prices and name your subject. Canadian Press Clipping Service, 143-153 University Ave., Toronto.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Personal Marketing Service

The "House of Scott-Bathgate" offers manufacturers who are desirous of successfully placing their products in the rich Western field a personal selling organization with an 18-year-old reputation for producing big results.

We have successfully placed such products as Christie's Biscuits, Robertson's Confectionery and Hungerford & Smith's Fountain Supplies and we can do the same for yours. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

Our advertising reaches ½ million readers weekly. Some of them trade with you. Co-operate.

The Codville Co. Ltd.

OAKEY'S
"Wellington"
KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.I. Eng.

Agents:

John R. Anderson, 36-38 St Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B.C.

Cane's Pencils, extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.

Newmarket, Ontario

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West, TORONTO.

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa
Let us demonstrate what we can do for your product in this rich territory. We are especially equipped to produce the results you are looking for.

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

When Answering Advertisements Please Mention
Canadian Grocer

ACME PELLETS

In 5 lb. decorated glass-front tins.

Also put up in 5 lb. paper boxes.

In 5 lb. decorated glass-front tins.

Also put up in 5 lb. paper boxes.

Everything in Licorice for the Grocer's requirements, including Lozenges in 5 lb. paper boxes, Powdered Licorice Extract and Paste.

Y & S Stick Licorice
in individual 10c. cartons; 30 cartons to box.

Price List on Request.

NATIONAL LICORICE COMPANY
MONTREAL
—WE SELL THE WHOLESALE TRADE ONLY—

75

GLASSES OF EXCELLENT HOME BREW

MADE FROM

1 TIN OF MAPLE LEAF

PHARMACEUTICAL

EXTRACT OF MALT

Think of It

Big demand during the Spring and Summer

Big Profits Quick Sales

Packed in cases of 2 dozen 2½-lb. cans
With best B.C. hops

Order Direct

Maple Leaf Malt Extract Co.
Reg'd
61 Canning Street, Montreal

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
ST. NICHOLAS BUILDING, MONTREAL

Italian & European Importing Co., Reg'd.
78 Crescent St., Montreal
Importers of
Italian Nougat, Italian Macaroons
Price list and samples free to the Grocers

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL.
Established 1876
Telephone Main 1561.

When Writing to Advertisers Kindly Mention This Paper

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL.

J. Russell-Murray Co., Limited
IMPORTERS
RICE: American, Patna, Siam, Rangoon, MOLASSES, SPICE, JAMAICA GINGER, Granada Nutmegs, Pepper, Cassia, and all Tropical Products.
20 St. Nicholas Street — Montreal

Mr. Merchant:

Here is the Leader of hair tonics and renewers

Glover's Mange Medicine

A business success of over 35 years is behind this medicine.

Advertising matter bearing imprint and display cards supplied gratis.

H. Clay Glover Company, Inc.
129 West 24th Street — New York City

THE MALT OF A 100 SMILES

GROCERS! ARE YOU PREPARED?

Warm weather approaches.

Thirsts must be quenched.

After winter's hard struggle
Health must be re-built.

People never have to be coaxed
To buy CREAM OF MALT.

The oldest established
Malt Extract in Canada.

Quality is the supreme test.

Brew your own.

Order at once.

Wholesale Distributors:

Perkins, Ince & Co., Groceries, Ltd.
H. P. Eckardt & Co.
Jas. Lumbers, Ltd.
Medland Bros.
Lumsden Bros.
John Garvey & Sons
Randall & Roos
T. Long & Bro., Ltd.
Parsons, Brown & Co. Wholesale Groceries, Ltd.
Eby-Blain, Ltd.
John Sloan & Co., Ltd.
Sloan, Dickson & Bone, Ltd.
McPherson, Glassco Co.
M. Masuret & Co.
J. T. Festing & Sons
Hicks-Groom Co.
T. Kinnear & Co.

Reliable as the Sun. *Remember Cream of Malt.*

CANADIAN MALT EXTRACT CO.
16 Pearl Street, Toronto, Ont.
Tel. Adelaide 3304.

ST. WILLIAMS

Your best Customers Consider more than Price

Merchants are getting tired trying to urge the sale of Jams and Marmalade that had been made up on a price basis for "cut rate" selling. Price is the last consideration in making St. Williams, we make first the best product we know how from the best materials we can buy—and sell at a fair price. That's why St. Williams is in glass jars—you and your customers can see the quality before you buy. If you stock St. Williams your best customers will always pick it out. It stands by itself—because "it's just a little better." Have you tried St. Williams Pineapple Marmalade—it is rich enough for the soda fountain—and a delicious preserve for the table.

PACKED BY

ST. WILLIAMS FRUIT PRESERVERS

SIMCOE, ONTARIO

Selling Agents:

LANGLEY HARRIS & COMPANY, Limited

MONTREAL - TORONTO - WINNIPEG

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is a part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Write if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

ENQUIRY PAGE

Will you kindly advise me through Canadian Grocer on the following? Our store is six inches back from street line. The question is "are we allowed any space in front for displaying goods" say fifteen or eighteen inches. Some of the town authorities claim we are not, yet no one seems to be sure. N.R.C., North Bay, Ont.

Answer: Merchants are allowed up to 12 inches in front of their places of business for display purposes. That is, provided there is no by-law prohibiting the displaying of goods on the street, as is the case in some cities.

MERCHANTS AND DOCTORS OF CANADA

Kindly inform me where I can buy a directory or mailing list of merchants and doctors of Canada.

C. H. Munro
General Merchant,
Embro, Ont.

Answer: Might's Directories, Church St., Toronto, Ontario.

GENESEE PURE FOOD COMPANY

Can you give us the name and address of the district manager of the Genesee Pure Food Company, of Canada, located in Toronto? Advertiser.

Answer: G. S. Robison, 153 Robert Street, Toronto, Ont.

VACUUM WASHING MACHINE

Will you please send names and addresses of selling agents or manufacturers of vacuum washing machines both hand and electric.

J. H. Rogers,
Fordwich, Ontario.

Easy Washer Company, Limited, 4 Clinton Place, Toronto, Ontario. There are other manufacturers of hand and electric washing machines but this firm we know specializes on the Vacuum Washing Machines.

REFRIGERATION COUNTER AND COUNTER BINS

Please let me know the address of people who sell refrigerator counter and counter bins.

J. W. LEGER,
Vaudreuil Station, Que.

Answer: List has been sent direct.

BRITISH COLUMBIA SALMON PACKERS

I desire to secure a list of salmon packers in British Columbia.

Reader.

Answer: You will find this answered above.

CARD WRITERS' SUPPLIES

Kindly give me names of firms selling card writers' supplies.

Wm. J. Jones,
Box 29, Midland, Ontario.

Answer: The Artists' Supply Company, 77 York Street, Toronto; Art Metropole Company, Temperance Street, Toronto.

ELECTRIC PEANUT ROASTER

Kindly advise us if there is a Canadian firm that can quote us on a peanut roaster, electric preferred.

Messrs Clarke Brothers.
Charlottetown, P.E.I.

Answer: There is no Canadian firm manufacturing these and would refer you to the Kingery Mfg. Company, 420 N. E. Pearl St., Cincinnati, Ohio; Holcomb and Hoke Mfg. Co., Indianapolis, Indiana, U. S.A.

WASHINGTON COFFEE

Would you kindly give me the address of the people who put up "Martha Washington" Coffee?

A.C.S., Moncton, N. B.

Answer: The "George Washington" Coffee produced by the Geo. Washington Refining Co., New York City, is the only "Washington" Coffee on the market that we know of according to reports from our New York and Boston offices.

APPLE PECTIN AND LABELS

Please tell me where I could buy apple pectin, alsos labels suitable for jam jars.

J. W. A. Jarvis,
701-20th St. West,
Saskatoon, Sask.

Answer: You could get Pectin from the Douglas Packing Company, Cobourg.

For labels suitable for jam jars we would refer you to any job printing plants in your own city, or the Stovel Company, Winnipeg, Man.

NOT FOR MRS. JIGGS

Kindly advise name of manufacturers of rolling pins in Quebec and Ontario.

The Fryfogle Handle Works,
Cedar Dale, Ontario.

Answer: Firms in Ontario are, Walter Woods & Company, Hamilton, The Fletcher Manufacturing Company, Toronto, Ontario, and the McFarlane Manufacturing Company, Toronto. Quebec: J. H. Hanson Co., Ltd., St. Paul St. W., Montreal.

CONFECTIONERY SHOW CASES

Please give us some names of manufacturers of show cases for candy department.

Wm. Buggs & Sons,
278 Dundas, St.,
Woodstock, Ont.

Answer: Walker Bin & Store Fixture Co., Kitchener, Ont., Toronto Plate Glass Co., Toronto; National Show Case Company, 578 Queen St., E., Toronto; Kent-McClain, Queen & Carlaw Avenue, Toronto; The Crawford Mfg. Company, Montreal.

BRITISH COLUMBIA SALMON PACKERS

I desire to secure list of names of salmon packers in British Columbia.

Reader.

Answer: B. C. Fishing & Packing Co., Ltd., Gosse-Millerd Limited, J. H. Todd & Sons, Ltd., A. B. C. Packing Co, Ltd., Northern B. C. Packing Fisheries, Ltd., Wallace Fisheries, Ltd., B. C. Canning Co., Ltd., Kildala Packing Co. Ltd., Canadian Fish & C. S. Co., Ltd., M. Desbrisay & Co., Canadian Fishing Co., Ltd., Nootka Packing Co., Ltd., Provincial Canning Co., Glenrose Canning Co., Ltd., Lumi Bay Packing Co., Ltd., Cassiar Packing Co., Ltd. Quathiaski Canning Co., Ltd., Western Salmon Packing Co., Great West Packing Co., Ltd., Maritime Fisheries, Ltd., Wm. Hickey & Sons, Great Northern Packing Co, Ltd, Canadian Fish & C S. Co., Ltd., Western Packers, Ltd., Sea Fish Co., Ltd., A. H Sherman Ltd, Sooke Harbor Fishing & Packing Co, Ltd.

INTEREST CHARGE ON OVERDUE ACCOUNTS

Can a merchant charge interest on an account say an account that is to be paid for in two weeks or a month? We have large mill trade and pay day is on the 5th and 20th of each month and each acct. is supposed to be paid on those dates. Can we collect interest after those dates?

R. A. Murdock,
Mill Roches, Ont.

Answer: The legal rate of interest is 5% where no other amount is mentioned in the undertaking. A maximum of 1% a month or 12% a year is allowed by law to be taken. It is necessary that the rate of interest on overdue accounts be agreed to in writing by the debtor in some way. This appears to be the law and it applies to Ontario. It would therefore appear that merely placing the words "Interest at 7% per annum carried on over-due accounts" on the statement does not give the seller proper legal protection in the matter. It would be necessary that this should appear on a contract or some such signed document.

NUCOA

"A Wholesome Delicious Spread for Bread"

Nucoa Sales Bring Repeat Profits

Nucoa advertising is creating orders from new customers every day. Secure your full share of the business by displaying the attractive red Nucoa cards and by familiarizing yourself and your clerks with Nucoa's excellence. The only way to do this is to eat it yourself.—We do.

Nucoa is used regularly in all households where once tried. Establish yourself as Nucoa "headquarters" and you will realize continued profits from repeat sales to the ever-increasing number of families who use Nucoa exclusively as the spread for bread.

THE NUCOA COMPANY
NUCOA BUILDING
Fourth Ave. at 23rd St.
NEW YORK CITY

The Largest Tea Business in North America - WHY?

BECAUSE for more than thirty years the SALADA TEA COMPANY has been supplying the public with the finest tea value on the market. They have guaranteed the purity, flavour and quality of every pound of "SALADA" sold, and have always stood behind their guarantees at no small cost sometimes, as was demonstrated in November, 1920.

The largest Tea business in North America because they have served the public better. Only the finest tea procurable has been sold, and the quality of the leaf is preserved from impurity and deterioration in the most scientific manner—for the protection and satisfaction of the public.

The public appreciate service and annually buy more "SALADA" than any other tea on the market because

"SALADA"

IS THE BEST

Two Popular "Canadian Made" Sellers

Junket
MADE *with* MILK

A delicious economical and nutritious dessert that can be quickly prepared in a great variety of dainty desserts. It is put up in 10 tablet packages and retails at 15c —a very fine seller.

JUNKET POWDER

This is Junket in powdered form. Just the thing for quickly made desserts. Retail at 15 cents with an excellent profit margin. Attractively packaged and comes in four different flavors.

Chr. Hansen's Canadian Laboratory, Toronto, Canada
LOGGIE, SONS and COMPANY
SELLING AGENTS FOR CANADA
32 FRONT STREET TORONTO

Get More Profits From Gasoline and Oil

Satisfied customers mean more business. More business means more profits.

Write for Illustrated Booklet C-11

You can get more business if you sell gasoline and oil from Bowser Piston-Type Measuring Pumps.

Car owners are coming more and more to prefer gasoline and oils from Bowser pumps because actual test has proven that Bowser-served gasoline will give more miles per gallon with less motor trouble and that Bowser-served oil reduces friction and helps motors run smoothly.

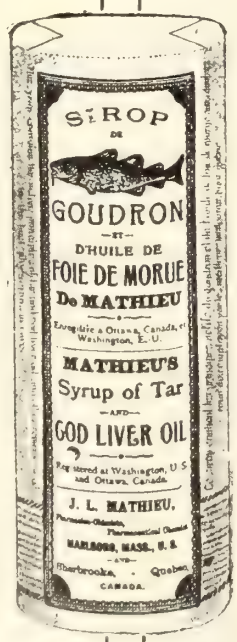
The patented Bowser Centrifugal Separator takes all moisture and sediment from the gasoline, the Piston-Type Measuring Pump, combined with positive mechanical stops, assures accurate measurement. Declare larger dividends on your gasoline and oil business—install Bowser Equipment.

Bowser Equipment is MADE IN CANADA by

S. F. BOWSER CO., LTD., 1168 Fraser Ave., TORONTO, ONTARIO

BOWSER ESTABLISHED 1885

PISTON-TYPE MEASURING PUMP



How Many Customers will enter your Store with Colds this Spring?

MATHIEU'S SYRUP OF TAR AND COD LIVER OIL

Spring is the season when coughs and colds are rampant and hundreds of your customers will undoubtedly have their share. Don't let them go to a drug store to buy cough remedies when you can sell them in your store and reap handsome profits by giving them **Mathieu's Syrup of Tar and Cod Liver Oil**, the nationally-known and dependable cough remedy. Leading grocers throughout Canada are earning big profits selling this excellent remedy. Why not get your share?

J. L. Mathieu Co.

Proprietors

SHERBROOKE - - QUEBEC

Keep on Smiling!

THE better times we've talked and worked for are making themselves felt. Haven't you noticed increased business especially since the first of the year?

The steadily growing sales of Red Rose Tea are an example of how stable is a quality tea, well advertised, in spite of depressions.

That's why we've advised our customers to "Keep Smiling" and to advertise and dig for business. Red Rose Tea sales are already rewarding you, and they'll grow easier for you as the year advances.

Mail in your orders before your stock gets too low.

T. H. Estabrooks Co., Limited

St. John, N.B. Toronto Winnipeg
Montreal Calgary

Bodley's Chocolate Surprise
Bodley's Chocolate Walnut Kiss
Bodley's Chocolate Marshmallow Bar
Bodley's Chocolate Lunch
Bodley's Fruit Cake Bar
Bodley's Chocolate Smacks

Each one of the six new Bodley Chocolate Creations listed on the left is a masterpiece in high grade confectionery. Their deliciousness has made them big favorites wherever they have been introduced, and the profit margin they offer is particularly inviting. Put these "business builders" on your counter.
Then watch how fast they repeat.

C. J. BODLEY, LIMITED, TORONTO

House Cleaning Time

Your customers will use lots of blueing during house-cleaning time for laundering curtains, etc. Be sure you recommend Keen's Oxford Blue and gain their confidence in your judgment.

COLMAN-KEEN (CANADA) LTD.

520 King St. West - Toronto

LANKA

TEA

You Can't Say You Keep the Best

Unless You Offer Your Customers

LANKA TEA

Sold through Wholesale Grocers only.

BONUS COUPONS SUPPLIED FOR RETAILERS' PRESENT STOCK ON HAND.

Write, giving quantities of 1 lb. and ½ lb. packages.

S.H. MOORE & COMPANY

51 Wellington Street East
TORONTO

Handsomest Package
Finest Tea

CANADIAN GROCER

Vol. XXXVI. TORONTO, MARCH 17, 1922 No. 11

Are Opposed to This Egg Resolution

Cake and Biscuit Manufacturers Will Not Favor Any Proposal to Make it Compulsory to State Country of Origin of the Eggs From Which Biscuits Are Made—Retailers Too, Are Against Any Such Move

A STORM of protest is being registered against the resolution passed at the conference of representatives of producers' organizations, wholesalers and consumers, at Ottawa last week, whereby all imported eggs other than those in the shell, shall come in packages plainly and distinctly marked, showing the country of origin, and that when used in the manufacture of foods, and where such foods are sold, a conspicuous sign with two-inch letters must be placed by the seller so that the consumer may know the country of origin.

Manufacturers of foodstuffs, in which eggs are an ingredient, and retailers who, should this resolution be put into effect, would be compelled to hang signs over certain foods saying that they were made with eggs from the United States or whatever country it happened to be, intend to make strong opposition to this proposal. Should the government seriously consider such a move, it will not become effective, only under vigorous objection.

Very Impracticable and Ridiculous

Biscuit and cake manufacturers declare themselves in no uncertain terms, in regard to the enactment of any such legislation. C. E. Edmonds, general manager of the Christie-Brown Co., Toronto, thought such a resolution was absolutely ridiculous and very impracticable "In the first place," he remarked, to a representative of Canadian Grocer, "the Canadian farmers do not produce enough eggs to keep manufacturers supplied, and we have to import eggs. We would much prefer to buy the Canadian eggs if it were possible, but it would be a bad outlook for this country if we were not able to get imported eggs. We use imported canned eggs in the manufacture of our products, but as far as the wholesomeness of the same are concerned, there is absolutely nothing to be said against them. The Medical Health Officer of Toronto some years ago, when there was some controversy in the matter, stated that the wholesomeness of these frozen eggs could not be questioned. They are fresh eggs put into cans, sealed, and frozen. Nothing better could be used in the egg line, by any manufacture. We have no objection to having these eggs inspected on their entry into this country, but for every dealer who sells any article of food in which imported eggs are an ingredient, to have to show a conspicuous sign stating the country of origin of the eggs in the product, is absurd, and I don't think could be successfully carried out."

Confectioners Will Oppose

C. J. Bodley, of C. J. Bodley, Ltd., cake manufacturers, Toronto, stated that it was the intention of the Confectioners' Association to ascertain the likelihood of such a resolution being adopted by the government. He did not think that it would be made effective, but if it should, it would not be without strong opposition from the confectioners of the country. Mr. Bodley, too, pointed out that there were not sufficient eggs produced in this country to meet the demand for them, and it is absolutely essential to use the frozen canned eggs. The latter are much cleaner than is often the case of the egg in the shell, and there is no question whatever of their wholesome ness. The best plants in the country are using canned eggs. To make it obligatory on the part of a retailer to show what country the eggs from which the cakes and other confectionery lines he is selling are made come from, is very unreasonable, and would not serve any worthwhile purpose.

H. A. Telfer, of Telfer Bros., West Toronto, expressed much the same opposition to any such proposal, as has already been stated here. A resolution of this kind is not practical and would work hardship on the trade. The canned eggs that are imported and used in the manufacture of confectionery and kindred lines, are very often preferable to the whole eggs and their wholesomeness can be better relied upon.

"This firm will certainly oppose any legislation of this kind," added Mr. Telfer.

Now Only Two Standards

Discussing with R. S. Whyte, president of the Canadian Produce Association, the resolutions passed at this conference, Mr. Whyte, who attended, told Canadian Grocer that all produce men in the association at any rate, graded eggs, whether Canadian or American, before they were sold to the retail trade. They are graded, he said, according to two standards, namely, boiling and cooking eggs, not as American eggs or as Canadian eggs. As far as the Chinese eggs are concerned, he did not think that any were being sold in the shell in Canada. It is absolutely essential to bring American eggs into this country, in order to meet the demand at a time when there are very few being produced. Storage eggs are always pretty well disposed of by the first of January. The question arises as to whether it would be better to store the eggs that are now exported in the fall, for home consumption, or rather export them and replace them with fresher imported eggs from the Southern States. In the future Mr. Whyte stated that the association will distribute imported eggs in the original packages or in packages marked showing the country of origin.

Egg-Marking Act in B.C.

In British Columbia there is an egg-marking act, requiring each retail food merchant to display above his egg display in letters of a prescribed prominence, the country of origin of the eggs he is selling, but at the present time the merchant is forced to proclaim a fact of which he has no means of verifying the truth. He buys eggs by the case. He asks for B.C. fresh, and, presuming that B.C. eggs have been supplied to him, he displays the card stating the fact that his eggs are B. C. fresh. The odd part of this business is the fact that in the last year just about 1,000,000 dozen eggs have been imported into B.C. from the Pacific Coast States, and, according to the poultry

officials, only one or two retailers have been known to display a sign reading, "Washington fresh," or "Oregon fresh" eggs. There is at present no means by which the retailer can know.

Moreover, it is claimed the eggs that are shipped to this market are not, generally, the best quality eggs from that state. They are mostly "store gathered," the eggs collected by the country merchant from various small producers and shipped into the cities. These are discounted 2 cents per dozen on the American market, being considered of lower grade than the eggs marketed by the great co-operative poultrymen's associations.

Then again, these eggs shipped to Canada are culls. The large eggs, the white eggs, are picked out and sold on the New York market at a premium. Thus the resultant remainder is underweight compared with the way the average B.C. shipment grades out.

Retailers Dissent

The resolution as referred to at the opening of this article was moved by Prof. W. R. Graham, Guelph, Ont., and seconded by G. E. Kyle, Vancouver. It was carried with the retailers dissenting. Retailers were also opposed to the resolution requiring that all invoices covering the delivery of foreign eggs in shell or otherwise state clearly the country of origin.

Vancouver retail grocers at a recent meeting discussed the egg question, and forwarded their resolution to Ottawa for the conference last week. They endorsed the resolution in regard to invoices and as just referred to, also advocating that the quality of eggs imported into Canada, for domestic consumption, be such as would make it a desirable product for consumption in Canada, this proof to be submitted in such form as is ordinarily required by the Customs Department, that imported eggs be distributed in original packages or in packages marked with markings similar to those required on the original packages, that all merchants, wholesale or retail, advertising eggs for sale, be required to state the grade of eggs advertised.

Advocates Uniformity in Labels

Many of the Larger Food Firms Have Changed From the Individual Package to "The Family Line" Policy—Each New Line Helped by the Reputation of the Old

By F. E. ROBSON, President, The Carlton Publicity Service of Canada

Editor's Note—This is the first of a series of articles on the importance of design, color and style of packages. F. E. Robson, the writer, has had a long connection with the grocery trade. He represented Old Country food manufacturers in Canada for 16 years. For three years he was president and managing director of a chain of grocery stores. He was later business manager of a large publicity organization in London, Eng.

THE largest merchandizing firms in the world are now spending thousands in standardizing design and color.

Look at the pages of any modern magazine and study the design and color of the packages advertised, compare their packages of three years ago. You will find that the largest firms in the merchandizing business have changed their individual packages to "a family line." The best brains in modern publicity favor "institutional advertising."

The products of a number of the large food manufacturers are good examples of the family line advertising. When one of them brings out a new product it bears the familiar family label which at once inspires confidence and quality in the product. All the previous advertising of the well-known design is reflected in the new line. If a firm brought out a new label on each line, not only would the cumulative advertising be lost but public confidence would be disturbed.

It requires courage to change old established labels with which the trade and the public are familiar into "family line designs." There are many who fear trade will be lost and some who dislike change of any kind.

In fairness to the new principle of "family line" design and institutional advertising let this fact be known. Many firms distributing millions of packages a year have turned from individual labels to institutional labels. Some have scrapped several hundred thousand perfectly good and well-known labels simply because they did not conform to institutional design. As yet no case is known of disaster following the venture and certainly no firm has gone from institutional design back to individual labels.

The institution is first. The individual package (or any individual for that matter) is secondary. A firm's reputation should guarantee every article they produce. Individual articles with varying labels seem to rest on their own merits rather than on the stability of the firm.

Institutional advertising has now progressed so far it would seem unnecessary to advocate it further. While there is ample evidence of its success yet there are many large concerns which might advantageously undertake it.

Not only is well-planned institutional advertising most productive, but it also cuts out a great deal of waste. Creating new designs for each separate article is very expensive and it continues to be expensive in necessitating separate runs in printing and separate plans in each and every development made.

The thousands of dollars spent each year by the progressive manufacturers in making better packages has a direct bearing on the sales of all grocers handling their lines. It is a time-worn adage that "goods well displayed are half sold." So it becomes of vital interest to every merchant to co-operate with manufacturers in raising the standard of labels because it will improve the appearance of the store and increase sales.

Montreal Retailers Are Opposed to This Resolution

Montreal.—One hears much these days about the importation of Chinese eggs, particularly in the newspapers, but as for the sale of these eggs, little is known. Yet it is stated that they are in Canada. One local dealer states that in Montreal at present, as far as he knows, there are none but that in the course of six or eight weeks some will be here. Just what effect, if any, this will have on the local market it is hard to say. Canada, during the twelve months ending, January, 1922, imported $2,705,548 worth of eggs but that statement is apt to be misleading, as far as Chinese eggs are concerned, for a large part of this importation is of canned eggs which find their way to the manufacturers.

How About Eggs in Shell?

But how about the eggs in shell? One never sees "Good Chinese Eggs" advertised. Dealers assure us that a certain amount do find their way to the retail stores but there they lose their identity. This is one of the points that was taken up most strenuously at Ottawa last week by the convention of dairy interests of Canada. Those produce dealers from Montreal who attended the convention refuse to make any statement, apart from the official report of the convention and the resolutions then adopted.

Must Show Country of Origin

Local retailers, interviewed on this subject by a Canadian Grocer representative, do not object to the idea of labelling packages, but they feel that it is asking too much to require each sale of imported eggs to be recorded on the invoice as "Chinese eggs" or U. S. eggs." Moreover, the proposal made to the government that manufacturers using imported eggs in food-stuffs shall be forced to display a sign on their goods, where offered to the consumer, stating that the eggs were imported from "such and such a country," has met with most strenuous objection from the retailers and needless to say from the manufacturers.

Co-operative Marketing Helps Retailer

Aaron Sapiro, of San Francisco, Cal., Tells Producers of the Advantages to be Gained Through Co-operative Selling of Their Products—Retailer Benefits Because of Stabilized Prices

By Staff Representative Canadian Grocer

TORONTO, March 15.—Outlining the advantages to be gained by producers, through the system of co-operative marketing, Aaron Sapiro, of San Franciso, recently talked to a large audience in Convocation Hall, in this city. Mr. Sapiro related in a most graphic and convincing style, the transformation that had been brought about in the State of California, in the lives and affairs of the farmers of that State, as a result of co-operation in the marketing of their products.

Co-operative Selling—Not Buying

Mr. Sapiro's remarks were entirely along the lines of co-operative selling rather than buying, and his purpose in Ontario at the present time is to show the Ontario producer that by following the example of the California grower, he will find better markets and better prices for his products than is the case at the present time. From a condition, almost of chaos and ruin, to one of prosperity and happiness, the farmer in the Pacific Coast State had been raised, through co-operation. To-day the tobacco growers and the cotton growers in the south are likewise co-operating. Merchants, bankers and manufacturers, Mr. Sapiro pointed out, had all benefited by the system. In fact rural communities in California had been raised to a standard of living and prosperity, that led all other states of the Union.

Reviewing the history of co-operative marketing, Mr. Sapiro remarked that primarily both the United States and Canada were agricultural countries, and neither could be prosperous unless agriculture was prosperous. Co-operative marketing was in vogue in Denmark, Italy, Germany, Austria and to some extent in Russia. But of all the nations of the world, the United States and Canada had been the most backward to adopt it, at least on the proper basis.

Many Experiments Tried

Before the awakening to this new scheme of marketing, conditions in California were in a deplorable way, chiefly for the reason that the State was so far away from its markets that distance seemed a formidable object to overcome. Thus leaders of the farmers were forced to study a way to save the agricultural industry from absolute ruin. California became a huge economic laboratory. Every conceivable experiment was tried. The Danish system, the Piedmont method from Italy and the English consumers' stores were all tried but ultimately failed. The earlier mistakes were caused by trying to maintain the local group system. How this turned out unsuccessfully, Mr. Sapiro instanced that the market for, say, oranges, in Kansas City, might be good, while that in Chicago would be low. The manager of each group, thinking he was a little keener than his associates, would ship his stuff to Kansas City, with the inevitable result of a "glut" in Kansas City, and a famine in Chicago. Fruit would thus rot by the carload in Kansas City. It took some time to discover that blunder and the remedy for it.

Organize by the Commodity

"When you start in to market you have to organize by the commodity, not by the locality," continued Mr. Sapiro. "When this great principle was grasped all shipments of fruit were routed through one office. This office knew at any moment how many carloads of fruit were in any city in the United States or Canada, and how many more were moving toward any particular place. If, for instance, Toronto's capacity was twenty carloads a week, and there were 10 carloads here, five on the way from Florida, and ten from California, five of those ten would be diverted to some other market.

"We have stopped dumping and substituted merchandising of agricultural crops This means the centralized control of these crops so that they move to such markets and at such times that the market can absorb the crop at a fair price."

Steps in Merchandising

The various steps in the merchandising process, Mr. Sapiro outlined as follows:

1. To inspect and grade and improve the quality of the crop.

2. To get the right and proper type of package.

3. To extend the market period as to time.

4. To extend the market as to place and location.

5. To control the movement of the crop by conditions at the point of consumption, instead of at the point of production.

The speaker pointed out that as the farmers of Ontario sold, and as the farmers of California used to sell, the price was determined by the supply at the point of production. The price should be determined by the supply at the point of consumption.

Hon. Manning Doherty, Minister of Agriculture in the Ontario Legislature, presided. Premier Drury and J. J. Morrison also spoke.

Canadian Grocer interviewed Mr. Sapiro at the conclusion of his address.

"What effect has the system of co-operative marketing you have described on the retail merchant selling oranges, for instance?" he was asked.

"It has had the effect of making oranges a more stable proposition for the retailer," he replied. "There are not the violent fluctuations we used to have. The retailer buys his normal supply to-day, knowing that the price will be maintained tomorrow and the next day. Depreciation from rot is practically eliminated, because the fruit is marketed quickly.

"The oranges, being graded, are sold to him on a quality and size basis, and the merchant always knows what he is buying and selling."

The same, he pointed out, applied in a general way to the raisin growers, the prune and apricot, the peach and fig, the walnut and almond growers. The bulk of the products of all these producers was marketed co-operatively, through the centrally located organization in each case.

"Did you have much opposition from the trade that buys and sells these products, when changing your system?"

"Very little. A few wholesalers raised objections but more, of course, was heard from the speculator, who was eliminated in this process of change. But we were not particular about what happened the speculator."

MONTREAL AGAIN ADOPTS DAYLIGHT SAVINGS MEASURE

Montreal.—Montreal city council has again adopted daylight savings, and on April 30, theofficial time of the city will be set back one hour. The change to old time again will be on October 1. Alderman Sansregret, a local grocer who heads the council, proposed that the question be delayed for one week to give the aldermen time to investigate the reasons given by many who petitioned against "Daylight Saving" for this year. The council rejected this motion however, by a vote of 18 to 15. The "Daylight Saving" bill was passed by the council with a vote of 23 for and 10 against. Alderman Sansregret was one of the alderman who voted against the bill. The Montreal Publicity Association, backed by many of the retail firms, manufacturers and local institutions was active in agitating for the adoption of this summertime measure again this year.

Turn the Light on Your Business

Editor of Canadian Grocer Addresses Gathering of Grocers in Sarnia, Ont., on Some Phases of Present Day Methods of Doing Business—A Lively Discussion Follows

SARNIA, March 14.—A special meeting of the Retail Grocers' Association was held here last Thursday evening in the Board Room of the Chamber of Commerce Building. This meeting was called for the purpose of discussing the wave of price cutting which has been going on for sometime among the retail grocery trade of the city. J. L. Wyckoff, Editor of Canadian Grocer gave an address on the folly of price cutting and present day merchandising, illustrating his talk with actual figures on a blackboard. After the address, the members present were invited to ask the speaker any question upon the subject and a general discussion followed on the correct method of figuring margins. Prices of various articles were taken as examples and Mr. Wyckoff plainly showed that on many of them, the merchants were taking a loss. At the conclusion of the meeting Robert Kirby, secretary of the Association said: "If there are any merchants here tonight who are not readers of Canadian Grocer, just let me say, don't lose any time subscribing to it. You will get more than your money's worth every week in the year. I have always found Canadian Grocer a great help to me.

"If you ask them a question, you get an answer promptly and if at any time they have not the information immediately at hand, they go to all kinds of trouble to procure it, even to far corners of the continent."

The following is the substance of Mr. Wyckoff's address:—

In opening the question of price cutting for discussion, one is inclined to ask what is the definition of price-cutting?

Can a merchant be classed as a price-cutter who buys goods below the market value, sells below the market price and at the same time show a fair margin of profit? Or can price-cutting be defined as selling goods below a regular set price irrespective of whether the merchant has made a profit or not? If this is so, and there appears to be many who think so, then who is to say just what the regular price is to be in order to show a profit to merchants situated in all communities, supplying all classes of citizens? You will all agree that the store rendering the public a real service, delivering goods, giving credit, must necessarily mark its merchandise to get a greater margin than the store which does not give any of these services. The biggest point to my mind, to the question of price-cutting is, have you made a profit based on replacement value plus overhead expenses?

According to a survey of the retail grocery business, the average cost of doing business is 16½ per cent. Some stores are operating at a lower figure than this, but there are others whose overhead will run as high as 18 per cent. Add to this, say 2½ per cent. to take care of shrinkage, loss by petty pilfering and carrying charges, and you have your cost of merchandising 19 per cent. To this amount must then be added a certain sum that will give you a fair profit at the end of the year, to repay you for the chance you have taken on prices falling and a just return on your investment.

But, it is regrettable to notice that there are many merchants who are not even getting their own money back. Competition being so keen, undoubtedly, some merchants are overlooking the most part of their business. That is the making of a profit. By profit, I mean, the actual amount of money to put in your pants pocket after paying all bills and after allowing yourself a fair salary.

I recently ran across a merchant who offered sugar to the amount of 25 lbs. at the rate of five cents a pound, provided that the customer would also purchase at the same time five dollars' worth of other groceries.

Now, how does this figure out? Take sugar costing $7.00 per hundred. This merchant was losing fifty cents on every 25 pounds, or practically speaking, on every $5.00 worth of groceries, not including the sugar, he was handing back to the customer fifty cents. In other words, he was giving away ten per cent of his gross margin. Let us say that most of the orders received under this plan were for fast-moving articles, upon which the average mark-up is 25 per cent. We will say the cost of operating is 16½ per cent., plus 2½ per cent carrying charges. Therefore every order for $5 worth of goods would cost $3.75. The cost of operating plus carrying charges is 19 per cent. on sales, or 95 cents, making a total cost of $4.70. Now, then, this merchant gives back to the customer 50 cents, which represents the loss on the purchase of sugar. The whole transaction, therefore, shows a net loss of 20 cents.

This merchant claimed the sugar was used as a leader, to induce people to trade at his store, as an advertisement.

But was there any real advertising value in the scheme? I doubt it. There was certainly no profit.

Another store offered canned tomatoes at two cans for twenty-seven cents, as a week-end inducement. These tomatoes cost this merchant $1.59 per dozen, which showed a loss of seven cents per dozen on the invoice cost, or figuring in the cost of operating, a straight loss of 38 cents per dozen.

Merchants Fooling Themselves

There are hundreds of other instances of a like nature, where merchants are reducing their selling prices below the replacement cost basis, and fooling themselves into believing that by so doing they are throwing out an inducement to people to trade at their store.

And the unfortunate part of it is, usually it does not end with using one or two lines as leaders. Other articles are added to the list of "no profit" goods, and gradually the merchant finds himself handing out dozens of articles at prices that do not nearly represent the total cost, instead of one or two as originally intended.

Now, what happens in a community where one merchant is using such tactics?

Like an epidemic of measles, we find other stores following suit, believing they must do so in order to hold their trade. Business is demoralized. Confidence of customers in their grocer is in the balance. They begin to lose faith in him and are led to believe that the merchant, who is selling his goods at a just profit, is profiteering.

Apparently the chief object of these merchants is to sell goods, but you must remember that you can pack your store with customers and at the same time ruin yourself.

Anybody can sell goods at a price that does not represent the market value. It requires no great effort of salesmanship to do that. The main thing in selling, is not to attract a crowd by advertising a popular line at a cut price, but to sell merchandise at a profit.

And when I say profit, I do not mean the margin between the buying and the selling prices, but the balance that can be used for investment after all bills have been paid.

Turnover Not Always Profitable

It is frequently remarked that a merchant can afford to lower his selling price, by increasing his volume of turnover. That is very true, providing his mark up is sound and profitable.

To understand this more clearly, let me illustrate this point by an actual occurrence.

A few years ago a young man decided to enter business for himself. He was a thorough grocer. He had made a special study of the business and from a salesmanship point of view was well qualified to launch into a business career on his own hook. He managed to scrape together a few thousand dollars and event-

ually opened a store. He had been educated in stores which enjoyed a high-class trade, and naturally when he opened his own store, he followed to a certain extent the policy as outlined by the firms he had been working for. His connections were good so that in a short time business was on a fairly sound foundation. For five years he continued along the lines as first mapped out, and each year showed a nice increase over the preceding year. Then someone whispered in his ear that if he would only reduce his selling prices, his business would go ahead by leaps and bounds. His friends argued that by reducing his selling prices, the increased turnover would more than take care of any reduction in price. After many months of thought and discussion, the young man decided to give the plan a trial. The first week showed such an increase in sales that he was firmly convinced that that was the only way to do business. Business went humming along for several months. He increased his selling staff, put on more deliveries, and every week, sales showed a big increase and apparently he was making money.

Then came a day when he found it becoming difficult to meet his bills on time, some discounts had to be passed over. But, mind you, the cash receipts were steadily growing. There was something wrong, but where was it? He was figuring his selling prices on what he considered would show a profit, basing them on his previous year's cost of operating. One day he received a bill for $150 covering the repairs on his delivery cars for the month. Like a flash the thought came to him, that he had struck the real reason for being so hard up. He went carefully, step by step, over all expenses. He found that the business previous to adopting the new selling campaign, was carrying as large an expense account as it possibly could afford. But in pushing harder for business by decreasing margins, he did not figure the additional cost in getting the business, and while the gross sales were secured, he found the expense had paralleled the increase. Extra salesmen, increased advertising space in the newspapers, and additional delivery bills, made the extra sales cost even more than the regular business.

And there you have one of the serious fallacies quite common to the retail grocery business. You cannot increase your profit, by cutting your selling prices, unless you likewise reduce your expenses. Merely increasing your turnover will not do it, because your expenses will also increase.

Watch Small Items of Expense

I was in a co-operative store not long ago and in conversation with the manager asked him what were their operating costs. He replied 9½ per cent. Six months afterwards, when the books were balanced for the year, the company showed a net loss of several thousand dollars. Investigation showed that several items of expense were not taken as running expenses, consequently selling prices were marked too low.

So I cannot too strongly urge you merchants who may be contemplating cutting your prices, thinking that by so doing you can afford to do so because the turnover will be increased, to beware of that little word "expense." It is the rock upon which many a promising business has been wrecked.

Another merchant told me that his overhead was 10½ per cent, everything figured in. When I was talking to him a fashionably-dressed woman came into the store and, interrupting our conversation by requesting a donation to a charity affair. Without hesitation the merchant put his hand in his pocket and handed the woman a five dollar bill.

"To what account do you charge that?" I asked him.

"Oh, I don't put it in any regular account. In a case like this it is good business," he replied.

Further enquiry showed me that this merchant was giving away sums of a like nature amounting to upwards of $200 a year. He did not charge it up to advertising or to any other expense, but just considered it good business and let it go at that.

Was there any wonder his overhead only showed 10½ per cent on his books?

As I was looking around in another store, the proprietor went to the cash register and extracted thirty cents, handed it to one of the clerks and told him to slip across the street for a couple of rolls of crepe paper. It developed that this paper was to be used for decorating the window, so I casually remarked to the merchant that "I supposed he charged that thirty cents to advertising." He replied it was only a small amount, and did not bother to keep track of such little sums. Think of it!

If there is any merchant here tonight who is guilty of such business negligence, I just want to say that in a quiet moment take a pencil and paper, figure up if you can, the various small sums of money which have been spent out of the business for such items as decoration, window cleaning material, pencils and tickets to concerts which you bought just because a customer asked you.

The answer will be a revelation to you. It will open your eyes to the fact that these little items of seemingly outside expense, are in reality regular running costs. You will also be convinced you have found at least one of the reasons your profits this past year were not as large as you anticipated.

I might also say a word here in regard to the Sales Tax. What are you doing with this 1½ per cent which is tacked on to the cost of fully one-third of your merchandise?

Are you adding it to the cost of your merchandise or are you simply considering it just a small item and forgetting all about it? I would say that the best way to get back this Sales Tax is to charge it up as a running expense and figure it as an overhead.

Some of you may question the remarks I have made about the importance of looking after the small items of expense. You may think it sounds all right in theory, but in actual practice it is a lot of bunk.

Let me impress upon you that there are hundreds of merchants all over Canada who claim the reason they have been able to lay aside certain sums of money for the proverbial rainy day out of the earnings of the retail grocery business, was due entirely to the fact that they have always paid the strictest attention to little items of expense.

Listen!

A short time ago I was in a retail grocery store in Toronto. This merchant invited me to look over a three-flat apartment house he was building. This building is costing him $16,000. He also showed me plans for remodelling his store and dwelling above, at a cost of $8,000. His intention is to live in the centre apartment of the house. The lower and top apartments are leased for a two-year term and will bring him $175 a month with the rent of his own apartment thrown in for good measure. The dwelling over the store which he is now occupying, after remodelling, will bring him $115 a month, more than enough to carry the whole building. His store rent is therefore practically free. But he does not consider it as such, and tacks on to his running expense of the business $65 per month rent.

He showed me his system of recording his business. He has a complete record of every transaction. Glancing over the expense account, I noticed even the smallest item charged in its proper place. I saw an entry for lead pencils which last year totalled $2.85. Everything was there, even to cost of a paper of pins used around the store.

This merchant was not taking any chance of his mark-up being too low. His expense account told an accurate story of his costs. He knew to a fraction of a cent just what every article in the store cost to sell, so that he was in a position to mark his selling price on a safe and sound basis.

Adaptable To Country Towns

I called recently on the trade in one of our small country towns. One of the merchants there complained about business being bad and that a merchant had no chance to make any money in a small country town. By asking questions I soon got at the root of the trouble. The real trouble was he had no conception of what it cost him to do business. I noticed many articles around the store which he was selling practically at invoice price. He was basing his profit on cost instead of selling price. I tried to convince him of the necessity of knowing his exact cost of selling an article before he could decide upon a selling price, which would allow him a just profit.

(Will be continued in next week's issue)

When the Inventory Does not Pan Out

Another Grocer Seeks Analysis of His Statement—Admits That He Has Been Somewhat Slack About Small Expenses, But Just Cannot Figure Out Where The Trouble Lies, Following the Revelations of His Inventory

By HENRY JOHNSON, Jr.

HERE ARE related troubles the like of which many merchants are apt to face at this time:

Henry Johnson, Jr.

Canadian Grocer.

Dear Sir:—Having completed my inventory I send figures in full. There is something wrong somewhere although I supposed I knew something about bookkeeping. I charge freight every month to merchandise purchases. I pay for produce in cash out of the drawer, slips being added at night and charged to merchandise purchases. The slips are figured as part of cash sales which otherwise would be in the drawer. I balance cash every night and the amount shown by balance at the bank plus cash on hand less cash balance of night before, less collections constitute cash sales as I have no register. I carry no account in ledger as I keep a register of all checks and deposits and balance that every night. Cash on hand includes all cash, in bank and in drawer. This year have done all my work so there has been no chance for anybody to get away with anything, but there is a wide discrepancy between figures and facts. Business last year was over $61,000, but we have had no crops for three years and stockmen have had tremendous losses in values, besides heavy feeding in hard winters. From now on I do not expect to use as much as a pencil, without charging it up to expense. Probably I have been somewhat slack about small expenses of a quarter here and a dollar there for small items, but I cannot believe that is any way to account for the wide discrepancy shown. Under local conditions I am glad to show any profit for I fear a great many will show loss. My records show my business about $6,000 credit, balance cash. I believe that by installing system I can get things down to where I shall know exactly where I am at.

Yours truly,

STATEMENT:

Inventory 12/31/20	$ 4271.54	
Mdse Purch., 1921.	26677.57	
Mdse Sales		32222.61
Inventory 12/31/21		3532.41
	$30949.11	$35755.02
		30949.11
		$ 4805.91

Loss on sale bank stk.	$ 7.50	$
Gain, sale war stps...		3.25
Depreciation fixtures	83.29	
Salaries	18.65	
Int. & disct gained..		16.63
Interest Lost	109.01	
Light & heat	176.63	
Expense	435.20	
Rent	420.00	
Proprietor drew	1031.02	
Advertising	331.40	
Donations	20.45	
Insurance	177.00	
Taxes	104.99	
To bal., theoretical..	1910.65	
	$4825.79	$4825.79
By bal. theoretical...	$1910.65	

BALANCE SHEET:

Assets:		
Cash		$ 74.01
Notes		137.00
Fixtures		749.62
Coal and wood		20.50
Supplies, bags, paper, twine, salesbooks, etc.		75.74
Customers' Accounts, ...		1678.37
Unexpired insurance		73.00
Mdse. Inventory		3532.41
Bonds		250.00
		$6590.65
Liabilities:		
Bills payable, note at bank..		$ 847.12
Accounts payable		1873.47
Balance, net worth, ...		3870.06
		$6590.65
Net worth this year		$3870.06
Net worth last year		3340.71
Actual tangible gain		$ 529.35
Liabilities last year were:		
Bills payable $1000.00		$
Accounts Payable.. 3500.00		
		$4500.00

Reflection of General Conditions

Maybe this man need not feel very badly in face of such a showing. It is a disappointment to find a theoretical gain of $1900 cut down nearly $1400, as I know from keen personal experience, but I can assure my friend that "there are others" and plenty of them these days.

Only about a month ago a wholesale grocer whose business had been uniformly profitable for many years up to the end of 1919, told me that the past two years had shown him severe losses. Then he smiled, though not very heartily, as he said: "I have one comfort. We have less debts than we had a year ago!" Of course, we know jobbers have suffered in greater proportion than retailers, but this is what a jobber has gone through who is well posted in his business, long experienced, in position to know every fact of his affairs and not given to sidestepping or blinking any facts.

So perhaps this man has the answer himself, when he says: "I am glad to show any profit, for I fear a great many will show a loss." At the same time, the "uses of adversity" will not produce for him unless he takes the happenings of this time as something to study.

I really cannot glean from his figures any inkling of precisely the trouble. We have here a record showing expenses of just over nine per cent. on sales, and I can see only one item not included. That is interest. Assuming that at one per cent. additional, we shall have only a little over 10 per cent. total, and that surely is as little as anyone could wish or hope for.

But something has happened. It is our business to find out just what it is that we may remedy it for the future. I suspect that declining values have hit this man harder than he has realized. Perhaps—very likely—this has been coupled with the usual reluctance to lower prices in conformity with wholesale values, and that has resulted in failure to sell goods until still lower levels have been reached. More than one merchant has really lost heavily because he has failed to sense the wisdom of losing promptly during the past two years.

Willing to Face the Music

But this man is ready to face the music, to stand up and take his medicine. Therein is promise of betterment. Let him study everything. He must cut buying to the bone, be sure he gets his costs correct, get prices that really show a margin over expenses. Likely he is selling many items for less than conditions warrant, for less than he could get if he were to demand more.

One thing disturbs me a little. He says he charges freight every month to merchandise purchases. That is correct, but is freight charged directly against each item as it is received? Freight must be put into cost before a price is figured, or you get left by just that much.

I can suggest nothing else, though if my friend thinks of other things as a result of what I have written, I shall be glad to have him write further. Maybe we can unearth something beneficial after all.

(Continued on page 23)

Price Tickets are a Stimulus to Sales

Opinions of Merchants in Many Parts of the Dominion all Pay Testimony to the Valuable Aid of Price Tickets on Goods in Increasing Turnover—Only Half the Story is Told When Price Card is Omitted

A SHORT tome ago Canadian Grocer received a letter from a subscriber asking what was the general opinion among the trade in regard to the use of price tickets in store and window displays.

A questionnaire was sent out to subscribers across the Dominion. Ninety-five per cent. of the answers were in favor of using price tickets. The reasons for the use of price tickets as given by the various merchants are interesting. The following are a few of the replies:

F. Eld & Son, Halifax, N. S.—"We have a price ticket on nearly every article in the store, also a price list in the meat department showing the price of every cut of meat. We have proved to our own satisfaction that price tickets sell goods, not only in a cash and carry store but also in a store where an up-to-date delivery and other service is given. We use the newspapers for advertising each week. We follow market prices consistently, either up or down. Customers have got educated as to prices on account of so much competition in cash and carry stores, so that they look for price tickets wherever they buy. Window displays are very important and will invariably sell goods. We have taken our inventory and we are glad to say that last year was a successful one. The Canadian Grocer is a great help to us. We find within its pages much useful advice as well as many hints on market conditions. In fact we wou'd not be without it."

R. O'Leary & Son, Shippegan, N. B.—"Our opinion is that price tags displayed on articles in the windows sometimes increase sales while at other times they have the opposite result. People, nowadays, are all looking for bargains, and deal with the merchant from whom they can buy the cheapest. If you have goods on display at a bargain price, it is a good idea to use price tags, but if marked at regular retail prices it is poor business as your competitor may notice the tags and if anxious for business may display the same lines at a marked down price with the result that he will get all the trade on this special line or lines while he might never have thought of marking down those lines on display in a competitor's window."

Different Methods for Different Stores

R. H. Shaler, Compeer, Alta.—"I find that in different stores in different parts of the country, merchants have to use different methods. In this district I find we cannot let people have too many prices. Displays in the store certainly need price tickets. Window displays must have them to make the display of any value, but, to be most valuable they must be chanaged often. Unless this is done, a window display soon becomes stale and the value of it as a trade getter is lost."

Jno. A. McLean, Wyoming, Ont.—"I use clamp price tickets on shelving for showing prices of groceries. When making a special display in the window, I use show cards and price tickets. These I make with a good quality cardboard and brush. When making displays of vegetables, bananas, oranges, grape fruit and such goods that will probably sell in one or two days I use white cardboard and a very soft lead pencil. I find I can make very neat figures with such a pencil and it answers the purpose admirably.

"A merchant can soon prove to himself that price tickets sell goods if he will make a display of general groceries or fruit for one day without a card and then try it the next day with a price ticket."

J. Harkness, Vancouver, B. C.—"A window display without price tickets tells only half the story. While a well dressed window may attract attention, price tickets ensure an added interest. Pricing goods in the store whether special display or on the shelves is to the merchant an advantage for two reasons. First: if the price is a low one, he sells more and if the customer sees the price before purchasing, then there is no disappointment because of the price named."

B. J. Beach, Erskine, Alta.—"I am a great believer of goods being marked with a plain readable price ticket. I recently changed my system from credit to cash and to show my customers we were out to sell goods at the lowest possible price, I had price tickets placed on all shelving, showing the price of each article above it. It has been a great success and many of the customers have favorably commented upon the idea. They also know there are not two prices. If a merchant has confidence in the quality of the goods he is selling, what reason is there against placing a price ticket upon them? I can prove in many ways where a price ticket has been the means of doubling the sale. To those merchants who do not use price tickets I just want to say that a demonstration of them would soon change their minds."

MacLeod's Grocery, Brandon, Man.—"I use price tickets considerably. I find them a great trade stimulant, especially with new goods coming on the market and also for slow movers or stock I wish to clear out. When dressing my windows I make it a habit of placing price tickets on as many articles as possible and it certainly helps sales. I consider price tickets a splendid asset to any aggressive merchant."

WHEN THE INVENTORY DOES NOT PAN OUT

(Continued from page 22)

Another man writes:

Do you consider the present a good time to start in the retail grocery business? Would you advise strictly cash and no delivery, or would a conservative credit business be more profitable? I have been studying the grocery business, but have practically no experience. Would you consider it better to buy a going store or start new? Generally speaking, on about what basis should a store be bought with reference to cost of goods?

How Old is Ann—How High is Up?

Any time is a good time to start a grocery store. There is no other business which is such a "continuous performance," as the grocery business. Also, any time is the worst time to start a grocery store, for disasters happen in it more continually and frequently than in any other line.

Strictly cash and carry is productive to many men to an extent that makes that system the one thing for those men. Conservative credit—and no grocery business should be conducted on a credit scheme that is other than conservative—is profitable for some men, so profitable that any other system would not do for them at all.

To buy a going business may be wise or unwise. I bought one once at a price I thought very low, but I soon learned that if I had got it free it would not have been a good buy. The location, which I had not studied carefully, made success impossible from the nature of things. A grocery store simply did not "belong" there.

That may not seem helpful or even gracious, yet I intend to be both helpful and considerate. The fact is, that success in business of any kind depends on the man. Nor is experience a desideratum. Men without experience succeed in this line constantly. Men with apparently ample experience fail daily. It is the man and not the method. It is the individual and not his training or lack of training that counts.

Announcing

Victory

Canned Products

Victory Pork and Beans
Victory Lunch Tongue
Victory Compressed Corn Beef
Victory Corn Beef Luncheon
Victory Beefsteak and Onions
Victory Roast Beef
Victory Cambridge Sausage

Choice Meals

25
Inspectors
in our plant

Government Inspected

National Canned Meats

Limited

TORONTO - CANADA

SELLING AGENTS:

Toronto—R. S. McIndoe, 54 Wellington St. E. London—Wm. G. Coles & Son.
Hamilton—John W. Bickle and Greening. Windsor—J. J. O'Donnell.

To the Trade:

Canadian dealers in food products have long felt the need of a line of Canned Meats and Pork and Beans of the highest standard of quality—a line which can be sold at prices that will really stir up more trade.

It is pretty hard to increase volume with imported goods at high prices. What is most needed:

(a) *A new and complete Made-in-Canada line* with selling prices that give your customer more value for her money.

(b) *A new selling idea* to accelerate increase of volume still further.

(c) An extensive vigorous and worth-while *advertising campaign.*

(d) *Quality* your customers can have confidence in.

These are the things you need in order to increase your sales, and every one of them has been accomplished by Victory Canned Products.

You will welcome a chat with our representative who will call upon you soon to explain our new selling plans in detail. It certainly will pay you to hold your orders till you know all about this new and better selling line.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886.

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Farmer Should Stay on Land

J. J. MORRISON, generally conceded to be "the man behind" in the United Farmers' movement in Ontario, must surely be convinced by this time that it does not pay to extend the Farmers' Co-operative movement to the opening and operation of retail stores. Mr. Morrison occupied a seat on the platform at the meeting in Toronto last week at which Aaron Sapiro, the California co-operative marketing wizard, spoke and which is reported in another part of this issue. Mr. Sapiro gave the impression that the farmer should "stay on the land" by perfecting his production and marketing problems without sailing into the unknown sea of retail merchandising.

Dealing with the question of co-operation of producers in various countries he pointed out that California has had a taste of the co-operative store system as it is operated by the co-operatives of England. The California producer tried it out and found it to be a failure. They are today reaping big successes by unity in producing quality products, grading them properly, by marketing them co-operatively and by extending the market for the particular products raised.

H. B. Clemes, the manager of the United Farmers' Co-operative Association of Ontario, gave similar views at the time of the annual meeting and intimated that the farmers should not have branched out into the realm of retail merchandising.

Mr. Sapiro's address was of special interest to the retail grocer because the grocer sells the goods of the producer. Every retailer should lend his sympathy and active co-operation to the development of the proper co-operative methods for marketing farm products. He will find that the producers of the district will prosper and his business will reflect that prosperity.

New Parliament in Session

CANADA'S new parliament is now sitting. The Speech from the Throne at the opening last week, forecasts an interesting session. Some changes in the tariff are likely to be made, and a conference with the railways on the subject of reducing freight rates is promised in the Governor-General's speech. Action on the part of the new government in this regard will be awaited with interest. A general clamor for lower freight charges is heard from one end of the country to the other, and any move in this direction will be watched with great interest by practically all classes of trade and industry.

It remains to be seen, of course, what steps the new parliament will take to raise much needed revenue to make up for curtailed receipts from sources which formerly provided the bulk of necessary funds. No taxation is favorable, but with the progress that has already been made, in the establishment of a Sales Tax and the elimination of Business Profits Tax, there should be little difficulty meeting the situation with a minimum of disturbance to business.

Taxation is not the only large question for the new parliament, however, for as the world settles down to business and as channels for world trade again become opened up Canada must take active steps to secure for her products a place in the foreign markets. Export trade has been described by one manufacturer as the "safety valve" of Canadian industry. It is the knowledge that there are other markets available to supplement the domestic trade, that enables manufacturers to conduct operations on a full time basis throughout the year irrespective of minor fluctuations of sentiment, and only on this basis can business develop with confidence and growing volume. This development of export connections calls for investigation and the providing of authoritative advice by governmental representatives on conditions in the world's markets and methods for securing a share of foreign trade.

It is, therefore, evident that the new parliament has multifarious problems of an involved nature on its hands. Retail merchants and other business men of Canada stand ready to lend counsel whenever required to assist in an intelligent solution of these problems, and it is hoped that their counsel will be taken advantage of before the machinery of business is thrown out of gear as has happened on previous occasions.

Editorials in Brief

TOP O' THE MORNIN' to yez—to-day is St. Patrick's Day—the 17th of March.

QUALITY GOODS will be remembered long after the price is forgotten.

COMPETITION is nothing to be afraid of but something to meet like a man.

"BUSINESS AS USUAL" is not enough these days; it must be "Business More Than Usual" or the merchant don't get by.

THERE IS scarcely a retail grocer who has not experienced something of the person who enters the store, and while waiting to be served, helps himself or herself to goods on display in open containers. In this connection an amusing story is told, with the joke altogether on the meddlesome party who could not refrain from helping himself. Soap chips in a certain grocery store looked so much like brown sugar, several people stopped and put a handful in their mouths. The more they expectorated, the worse the lather got, and the store staff who naturally dislike people who lunch off the displays of goods had a day of real sport.

THE RESOLUTIONS passed at the conference of egg producers, wholesale dealers and retailers in Ottawa last week did not all meet with the approval of the retailers present, and the announcement of the same since has occasioned some additional opposition on the part of retailers. As referred to in the first article in this issue, should these resolutions pass, it would be necessary for every grocer in the country handling cakes and biscuits in his store, to say nothing of other confectionery, to state that the same were made from imported eggs. As is pointed out, the resolution is impracticable and would work nothing but inconvenience and confusion on the dealer.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Maritimes

A new grocery store has opened in Clark's Harbor, Nova Scotia, under the management of Nickerson and Crowell.

Quebec

J. A. Hewson, proprietor of Hewson's Grocery, 371 St. Catherine St., West, was taken to the hospital this week for a minor operation. Mr. Hewson will be unable to take his place in his store for some weeks.

D. J. Byrne, manager of the Montreal office of the Leonard Fisheries, Co., Ltd., has been traveling in the United States during the past week, visiting some of the cities on the Atlantic seaboard. Mr. Byrne is expected back at his office on Friday of this week.

Those promoting the Pure Food Show which is to be held in Montreal during the first week of April have found that the floor space in the De Brule Building will not be large enough and have made arrangements for the use of the Mount Royal Arena on Mount Royal avenue.

Ontario

G. W. Walrond, Toronto, manager for Canada of Cerebos Limited, has left on a visit to his firm in England.

Daylight saving in Toronto commences this year on Sunday May 14. It will remain in force until Sunday, September 17.

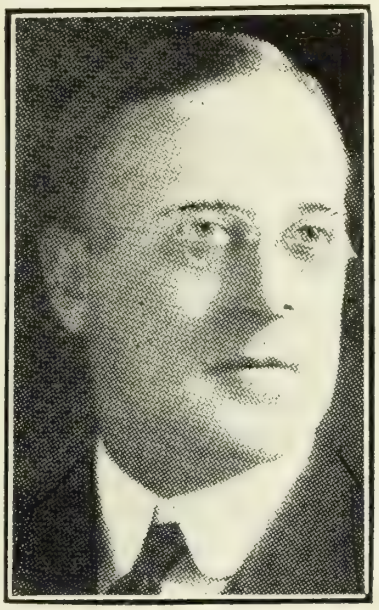
Dr. J. S. Goldbaum, of the Fels Co., Philadelphia, is in Toronto this week in connection with the business of his firm.

The grocery store of Thomas Sherry on King Street, Ingersoll, was badly damaged by fire and water the other day. The blaze started in a rear storeroom.

An early closing bylaw is being considered in the town of Elmira, and an effort is being made to have the stores there close at 6.15. It is reported that there is a good deal of opposition to the measure.

H. Harris who for the past three years has been representing in Toronto, Small's Limited and their successors, Consolidated Maple Incorporated, Montreal, has severed his connection with this firm.

The Macedonian bakery at Thorold, was totally wrecked the other night, when one or more sticks of dynamite were placed in the oven. The damage to the bakeshop amounts to over one thousand dollars. M. Stayanoff is the proprietor. This constitutes the sixth dynamite plot against bakeries and other places of business in the past two years.



GORDON M. McGREGOR
Vice-President, Treasurer and General Manager of the Ford Motor Company of Canada, who passed away in Montreal last week following an operation.

Features in Next Week's Issue

Grocers everywhere are inquiring for an easy method of computing expenses. As Henry Johnson, Jr., points out, maybe there is no easy way. Like charity, he says, this work begins at home. Regardless of what he may hear from outside, the retail grocer must know his own actual conditions. Henry Johnson, Jr., is going to discuss this question with the readers of Canadian Grocer in next week's issue. This issue will also make a feature of an article having a particular bearing on the tariff, as it relates to foodstuffs, giving information as to what foods are dutiable, and the percentage of duty levied on various products.

Another grocery that goes after increased sales in special "drives" on certain lines, featuring the same in advertisements, selling talks, etc., is the Powell store in Dundas, Ont. An article along this line will be found in next week's issue.

New Goods

New Shredded Cocoanut

W. G. Patrick & Co., Toronto, are putting out a shredded cocoanut in an attractive new "Patrico" package design. The colors used are blue, brown and black with white background. Their "Patrico Crusader" for March also appears in a new design, similar to that on the package.

* * * *

A New Adding Machine

The McCaskey Systems Limited of Galt, Ont., have added a new product to their list. It consists of a complete adding machine which in addition to the usual features, the manufacturers say, will segregate clerk or department sales, or both. It is put up in three different key board arrangements. Combined with it is a cash drawer which is also new making it a cash register. It will be ready by April 15.

* * * *

New Wire Clothes Line

The B. Greening Wire Co., Hamilton, Ont., are introducing to the grocery trade for the first time their wire clothes line. It is put up in 50 and 100 foot lengths.

* * * *

"Abrazo" a New Cleanser

American Steel Wool Co. of New York, is putting a new product on the market called "Abrazo." The manufacturers claim Abrazo will clean aluminum and will also remove grease stains,

tarnish, rust, etc. It is put up in an attractive package and in each package is also a cake of Abrazo aluminum soap, made especially for use on aluminum and other cooking ware having a highly polished surface.

Letters to the Editor

Editor, Canadian Grocer:

Among "Letters to the Editor," in the Feb. 24 issue of Canadian Grocer appears one referring to the mailing of mail order catalogues.

The writer states that the postmaster at a certain rural centre received via express 700 copies of the catalogue of a certain mail order house to be mailed at his office for his patrons within 20 miles distance therefrom, and that the postmaster received fifty per cent. of the value of the postage stamps to be affixed to the same. As a matter of fact he received only one per cent. of the value of stamps sold. The postage on each catalogue of 21 ounces in weight for local delivery would be 6 cents at parcel post rates and the total postage would amount to $42.00 on the 700 copies. His total commission would be $4.20. This does not seem very exorbitant considering he handles each piece 3 times at least, or 2,100 handlings all told.

This privilege, designed to facilitate business of local merchants and others with neighbors within 20 miles distance could not very well be abrogated, without interfering also with the convenience of thousands of persons, including merchants and their patrons in all parts of Canada.

These catalogues cou'd be mailed as printed matter to any post office in Canada for eleven cents each, so the difference in cost, even in such cases as the one cited is not so great as stated.

The Post Office may be trusted to look sharply after all the revenue it can legally claim.

Arthur E. Crate
Postal Station "L"
Toronto, March 10, 1922.

* * * *

The Editor, Canadian Grocer:

We were very much surprised to read in your issue of last week that Crossed Fish Sardines had been reduced in price. We regret that you published this information without referring to ourselves, who, as you are aware, are the sole representatives of the Stavanger Preserving Company in Canada.

We wish to state that Crossed Fish brand has not been reduced in price and that with the heavy advance in the Norwegian Kroner and the fact that there are practically no stocks of this high quality Brisling left in Stavanger, there is no likelihood of any reduction until the new season's catch is ready to be shipped on this market.

We would appreciate very much if you would bring this matter to the attention of your readers.

Yours very truly,
W. G. Patrick & Co., Ltd.,

* * * *

Toronto, March 15.

Editors Note.—The reduction on Crossed Fish sardines as announced in the market reports of last weeks' issue, was procured from a wholesale house. As W. G. Patrick & Co., Ltd., are the sole representatives in Canada for this brand of sardines, the price quoted is therefore a cut price and the list price of $15 per case still stands.

Maritime Farmers Have Co-operative Troubles

A report is current here that more than twenty of the thirty-two branches of the Maritime United Farmers Co-operative Limited will be faced with the alternative of closing up their stores or providing considerable additional capital to carry on as a result of the re-organization plan which was adopted at the annual meeting of the shareholders here recently. Not $70,000 as was reported at the time, but a total of $90,000 must be contributed by the branches to square up head offices' accounts, which is provided by the plan, and the exact number of branch stores which will be thereby crippled financially so that they will have to either close up or secure new capital is said to be twenty-two

DUPUIS FRERES, MONTREAL, HAVE BIRTHDAY PARTY

Dupuis Freres of Montreal celebrated the 54th anniversary of their store on Monday, March 13th. Messrs. Dupuis and Dugal received many congratulatory messages from prominent local business men who have watched the growth of the east-end departmental store. Tasteful decorations were arranged on both the exterior and interior of the building and a huge sign announcing, "The Birthday Party," reached across the front of the store and was draped with the flags of the Allies.

Western News

George Copeland representing C. & J. Jones, manufacturers' agents of Winnipeg, is on a business trip throughout the West.

Ernest A. Cuff, manufacturers' agent of North Bay and Fort William, was a recent visitor to the office of Canadian Grocer, Winnipeg.

George J. Cameron of the W. L. Mackenzie Co., Winnipeg, has returned from a business trip from Western Cities in Alberta and Saskatchewan and reports that trade has a more optimistic tone and conditions are brighter.

The Baker Food Products Company, of Chicago, are now selling their canned meats in B.C. Donaldson, Phillips Agencies, Vancouver, have the agency for this line for British Columbia and the Western Provinces. The Plymouth Milling Co., of Le Mars, Iowa, has also appointed this agency to represent them.

The Vancouver trade was saddened to learn of the recent death of H. A. Noakes on Sunday, March 5. Mr. Noakes, though formerly with the Victory Mills, Vancouver, has since been associated with Mr. Eccles in the brokerage firm of Noakes and Eccles, Vancouver.

S. G. Freeze, manufacturers' agent, Calgary, Alta., has discontinued his business and has gone to Vancouver to reside. This move was rendered necessary on account of illness in his family. Mr. Freeze has not yet decided what line of business he will enter there. A. D. Wallace for many years associated with Mr. Freeze has taken over several of Mr. Freeze's former agencies.

Not Ready For The Organization of District Branches

Vancouver, March 7.—George Hougham, Provincial Secretary of the Retail Merchants' Association, B. C. Board, stated to Canadian Grocer recently that the result of the two recent district conventions in Mission and Vernon had shown that the membership of the R. M. A. in these districts was not ready for he organization of district branches, the plan of which was a short time ago outlined in Canadian Grocer.

"The chief factor is finance," said the secretary. "The members do not feel that the extra expense can be borne at this time. There was, however, great good done by these conventions. The various merchants in the neighboring towns met together in their own district, probably for the first time, and got to know each other a whole lot better. One of the factors that militates most against co-operation among the various towns, and indeed cities, is the jealousy that exists in so many cases between neighboring, but not neighborly towns. While I am on this subject I would like to say that I wish every village and town in the Province had its Rotary, Kiwanis, Gyro or some such club. There has been nothing in my experience so productive of good feeling, and so deadly to narrow prejudice as these public spirited bodies."

Armand Chaput, a director and one of the managers of L. Chaput Fils, Ltd., wholesale grocers of Montreal, returned to his office on Monday morning after a three months trip to Europe.

Quick Turnover of Groceries is Need

Standardization and Concentration of Selling Energy in Grocery Trade Outlined at Course for Retailers—Accumulate Merchandise in Periods of Inflation but Dollars in Deflation Periods—In Difficult Times Dollars Must do More Work, Profit Percentages Should Not Be Increased

AT THE SERIES of lectures delivered in Winnipeg this week by authorities on various topics, many points of interest and value to retail merchants throughout Canada have been brought out. The representative of Canadian Grocer has summarized a number of the important points in the following report.

The consumer must not be asked to pay larger profits to the merchant and retailer just because the latter, through neglect to make his dollars work harder believes the only way for him to remain in business is to add to his percentage of profit, said H. P. Sheets, of Argos, Ind., secretary-treasurer of the National Retail Hardware Association, in the course of an address on "The Necessity of Quick Turnover in Business."

Mr. Sheets, with the aid of a chart showing the inflations and deflations in business for the last fifty years or so, showed how those periods occurred at regular intervals. Periods of inflation were always offset by periods of deflation. During the periods of inflation, merchandise should be accumulated, while during deflation periods, dollars should be accumulated. Buying and selling must be kept going, and at certain times and under given conditions the merchants must work harder themselves, and they must also make their dollars work harder, that is, they must attend to quicker and more often repeated turnovers.

It sometimes happens, said Mr. Sheets that a merchant, when things were not going just as he might wish, believes the only means by which he can remain in business is by making the consumer, his customers, pay an increased profit. There was no justification for such a course. The merchant's duty was to see that his dollars were made to work more, to increase his turnover.

Guides to Merchants

Many things must be considered and studied by the merchant if he wished to succeed in business. He must study the movement of his goods by keeping proper records, must avoid over-buying and duplicating his stocks, must not be influenced by friendship for a salesman into purchasing goods he did not require. The merchant should be in a position to know what he actually does require in the matter of stock, by a study of his community. Duplication of certain lines sometimes simply to prevent a competitor from getting hold of a line other than the one generally handled, must be avoided. Another cause of the difficulties certain merchants found themselves in was often the failure to standardize their lines and concentrate upon them.

Mr. Sheets dwelt particularly on the necessity of quick turnover, showing by actual figures how, the dollars would "do more work," by disposing of stock instead of holding it and adding to it when it was unnecessary. The present new conditions called for most careful merchandising, and it was lack of such care and attention to the details of business which caused the failure of so many. Sluggish dollars must be made into active dollars, concluded Mr. Sheets.

POINTERS FOR RETAILERS

Consumers should not be asked to pay larger profits, but retailer's dollars should be made to work harder in these times.

Should study movement of goods and keep proper records to prevent duplication and over-buying.

Failure to standardize lines and concentrate selling energy is a common difficulty.

Importance of store arrangement and advantage of a Spring clean-up and paint-up for all stores outlined.

Use of community halls, rest rooms, and other agencies to encourage common interests suggested as effective offset to mail order inroads.

Remodelling the Store

At the same session Robert C. Line, of Columbus, Mont., spoke on "Remodelling Your Store," pointing out the necessity of making the country store as attractive as possible in order to draw the necessary amount of business.

In dealing with the matter of remodelling stores, Mr. Line emphasized the importance of the attractive physical appearance of the country store. He fully explained, using a number of diagrams and drawings on the blackboard to illustrate his lecture, how the length, breadth and height of the front of a store, and the manner in which the exterior and approaches to the building were arranged, were outstanding features in attracting business. The proper lighting, not only of the showroom or principal room of the store, but also of the show windows and frontage of the store, was worthy of most serious consideration and attention of the country merchant. Attractive, not necessarily expensive, fixtures, showcases where goods can be displayed to proper advantage, should be erected in the store. The lecturer urged all storekeepers to "clean up and paint up" as often as possible to make their place of business look as "spick and span" as possible. Mr. Line dwelt to some extent upon the importance of the proper display of long profit goods and new goods, and also spoke of the necessity of attentive and careful service by either the owners or the staff of the store.

Advertising

What is advertising, how to advertise, what advertising does for the retail merchant, and how a proper advertising campaign should be conducted, were the principal subjects dealt with by Mr. Dunlop. Advertising, he said, was no more nor less than salesmanship. There were many ways to advertise, the billboard, the newspaper, the circular, the poster, the window display, the circular letter, the personal letter and by word of mouth. All advertising, said Mr. Dunlop, was intended to create good-will for the product of service advertised. He then dealt fairly fully with the various methods of advertising. To succeed in his advertising, the merchant must not only know his own goods, but must also know their manufacture and composition and their application to the needs of his customers. In his advertising copy he must tell a story which is closely linked with the customer's everyday life.

Mr. Dunlop went over the various phases which constitute good advertising. Any advertising must be conducted along a proper campaign basis, otherwise the merchant can never get his money's worth out of his advertising.

The writing of advertising copy was also fully explained by the lecturer, and in conclusion he explained the use and advantages of the Dealer Service Bulletin, of which copies were distributed to all those in the hall.

Community Hal's

Community halls and rest rooms, in the towns and villages of Canada, are a prime necessity, if the population and capital of the rural districts are to be built up instead of being retarded as at present, said Alex. Karr, of Fargo, N.D., an expert on community problems, in a brief talk to retail merchants.

Mail order houses are among the prime factors which are sending the small merchant to the wall, declared Mr.

(Continued on page 36)

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

MARKETS AT A GLANCE

THE raw sugar market during the week under review continued firm with sales on Cubas ranging from 2 3-16c c. & f. to 2¼c c. & f. New York, the buying being fairly active at the latter figure for prompt and March shipment. Porto Ricos were also fairly active at 3.75c c. i. f. New York. Full duty sugars were quiet with small sales at 2 1-8c New York but the week closed with holders asking a higher price.

The demand from the United Kingdom was in evidence with business transpiring at 11s 10½d and 12s 6d c. i. f. U. K. ports. The latter quotation at prevailing exchange about 2.14c.

The cereal markets continue in a strong position with advances quoted on rolled oats, pot and pearl barley and cornmeal.

The tea markets continue with upward tendencies. Stocks in London are steadily growing smaller and it is estimated that with the increase in the consumption in the United Kingdom, that stocks in London on the first of June will not exceed a two months' supply, whereas the normal stock is usually around four months' requirements. The Indian market is closed for the season as practically the entire balance of the crop has been shipped to the London market. The spot situation is strong reflecting the condition in primary markets.

Canned tomatoes and peas are active with quotations more strongly held. Prunes and evaporated apples are moving freely with prices slightly advanced. The rice markets continue strong under advances in Southern primary markets. Nuts and syrups are steady and unchanged.

QUEBEC MARKETS

MONTREAL, March 15.—The grocery market is, in general, steady, with every indication for a good Spring. The most striking point is that while there are a number of vantage points in buying, the lack of ready funds prevents much buying for the future. The sugar market holds steady with a stronger market for raws. Molasses and corn syrups are unchanged. A break has come in canned goods. It is evident that higher prices may be expected on canned vegetables while local wholesalers express a willingness to sacrifice on canned fruits in order to clear out present holdings. Evaporated apples are advanced and the prune market is stronger with evidence of an approaching advance. Raisins will likely be higher. The nut market is quiet without any change of note. Lemons are easier but oranges are higher with a poorer quality. A big demand for strawberries has meant a higher price, temporarily. There is a large variety of fresh vegetables on the market with a big demand and a higher price on some lines. Potatoes are easier, with some anxiety to unload Quebec grown holdings. Tomatoes are lower in price with improvement in quality and a big demand. Teas are strong with the likelihood of another advance. The coffee market is firm. Rolled oats are strong with an active market.

CANNED VEGETABLES STRONG

Montreal

CANNED GOODS— Canned vegetables are strong with every indication of an advance at the end of this week. The advance would have taken place at the beginning of the week had it not been that one or two local wholesalers preferred to hold present prices for a time. Dominion Canners have no more supplies to offer. On the other hand canned fruits are weak with many of the wholesalers anxious to unload and prices are easy.

CANNED VEGETABLES

Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Do., Refugee	2 10	2 15
Cabbage, Simcoe, 2½s	1 80	....
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 55	1 60
Do., 2s	....	1 85
Do., 2½s	1 70	1 67½
Do., gallons	..	6 25
Parsnips, Simcoe, 2's	1 80	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 50
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s	....	3 25
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	..	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80

CANNED FRUITS

Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 60	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz	4 00	4 95
Do., gals, doz.	....	18 50
Cherries, red, pitted, heavy syrup, doz., 1	....	3 20
Do., 2½	....	3 50
Do., 2½	....	3 50
Do., 2	3 20	3 30
Gooseberries, 2s, heavy syrup, doz.	..	2 75
Raspberries 2's	....	3 75
California Peaches—		
1s	....	2 90
2s	....	3 25
2½s	....	4 40
Strawberries, 2's	....	3 30
Peaches, heavy syrup—		
2's	....	2 75
2½'s	....	4 20
Pears, 1s, Keiffer	....	2 30
Do., 2-lb.	2 45	3 10
Yellow cling, halves	....	2 60
Yellow cling, sliced	....	2 60
2's	....	2 80
2½s	....	4 20
Bartlet Pears	....	3 40
Greengage Plums, heavy syrup	2 20	2 60
Lombard plums, heavy syrup, 2-lb.	....	2 40

JAMS—

Strawberry, 16 oz.	3 60	3 75
Raspberry, 16-oz.	3 50	3 75
Black currant, 16-oz.	....	3 75
Orange Marmalade, 12 oz. glass	2 60	2 56
Orange Marmalade 4's	57	60
Plum Jam 4's	....	0 75
Peach Jam 4's	....	0 75

COFFEE PRICES FIRM

Montreal.

COFFEE—Local prices on coffee are unchanged with a fair demand and a strong tone in primary markets. The wholesalers state that only the quiet condition of the market is holding off an advance.

COFFEE—

Mocha	....	0 50
Java	....	0 45
Maracaibo	....	0 40
No. 1 Blind compound	....	0 35

ROLLED OATS STRONG

Montreal

CEREALS—While there is no change in the prices quoted on cereals there is a strong market, particularly for rolled

oats. The spring season and milder weather has curtailed buying to some extent but nevertheless the manufacturers claim a strong tone with a likelihood of an advance in bulk rolled oats.

CEREALS—		
Rolled oats, bag	3 35	3 50
Oatmeal		8 75
Pearl Hominy		1 40
Corn meal	2 50	2 80
Graham Flour, 98 lbs.		7 65
New Buckwheat Flour		6 75
Pot Barley		4 00
Pearl Barley		4 90
Beans, Ont.		3 50
Do., Can.		3 30
Lima Beans		0 06
White beans		0 07½
Green peas, dried	0 03	0 05¾
Split Peas		0 07½

PACKAGE GOODS STEADY

Montreal

PACKAGE GOODS— The package goods market is steady with a good demand and a particularly strong market behind package oats and patented flours.

PACKAGE GOODS—		
Breakfast fod, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 78
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3 doz. case 3 40	3 55	3 75
Cornmeal, yellow, 24s.		2 85
Rolled oats, 20's		5 00
Rolled oats, 18's		2 00
Aluminum package, 20's		6 15
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s.		2 55
Hominy, pearl or gran., 2 doz.		3 00
Scotch Health Bran (20 pkgs.), case		3 50
Pancake Flour, case		7 05
Pancake flour, self-raising, doz.		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat 36s, case		6 40
Do., 20s case		6 50
Self-raising flour (3-lb. pkg.) doz.		2 25
Do., (6-lb. pkg.) doz.		4 45
Do., buckwheat flour, per doz.		1 50
Corn starch (prepared)		0 09
Corn starch, 1 lb. pkgs.		0 07½
Potato flour		0 14½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 35
Shredded wheat		4 45
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		0 09¼
Celluloid starch, 45 pkgs., case		3 80
Malt Breakfast Food (36 pkgs.)		9 60
Macaroni		3 75
Spaghetti		3 75
Egg noodles, Quaker		2 25
Canadian cheese loaf, lb.		0 30
Swiss cheese loaf		0 42

NUT MARKET QUIET

Montreal.

NUTS—The nut market is quiet. Some local wholesalers have made changes in peanuts reducing roasted Jumbos from 15½c to 15c per lb. and advancing G. roasted peanuts from 10½c to 11c. This is practically the only change in the nut market which has only a fair demand for supplies to meet immediate requirements.

NUTS—		
Almonds, Tarragona, per lb.		0 19
Do., shelled	0 46	0 48
Valencia shelled almonds		0 45
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily,) per lb.		0 16
Brazils, shelled		0 38
Do., Barcelona		0 15½
Peanuts, Jumbo		0 15½
Do., shelled, No. 1 Spanish		0 10½
Do., salted red		0 17
Do., shelled, No. 1 Virginia		0 12½
Peanuts (salted)—		
Fancy wholes, per lb.		0 34
Fancy splits, per lb.		0 29
Pecans, shelled	1 00	1 50
Walnuts Grenoble in shell		0 33
Walnuts, Marbot	0 26	0 28
Do., new Naples		0 26
Bordeau	0 70	0 73
Do., Chilean, bags, per lb.		0 40
Do., Bordeaux, shelled		0 74

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

EVAPORATED APPLES HIGHER

Montreal.

DRIED FRUITS—The feature of the dried fruit market is the strength of prunes. In the past three weeks California prunes advanced 3c at the seaboard while local prices have not kept pace. It would indicate that in the near future prune prices will take a further jump. The demand as a result is good and the grocery trade is buying more heavily. Reports from primary markets on California raisins indicate that at least 5 months before the new crop is at hand, the old crop will be cleaned up. The market is strong with a quarter of a cent advance in primary quotations and good buying locally. Evaporated apples are advanced to 18c per lb.

DRIED FRUITS—		
Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)		0 18
Peaches (fancy)		0 28
Do., (choice)		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 --
Peels—		
Choice		0 26
Lemon		0 28
Orange		0 28
Citron		0 44
Raisins (seeded)		
Valencias	0 20	0 21
Sultana, unbleached		0 20½
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown		0 21
Fancy Seeded (bulk)	0 18	0 19
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.		0 24
Do., 16 oz.		0 26
California Seedless, in bulk		0 23
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, Excelsior (36 10s), pkg.		5 00
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 75
Loose	0 10	0 12
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼'s, lb., 7 crown		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, 5 Crown, 10 pounds	0 24	0 26
Do., 12 ounce packages		0 25
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), mats.		0 09
Do., Turkish, 3 crown, lb.		0 22
Do., 5 Crown, lb.		0 28
Do., 7 crown, lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 32
30-40s		0 21½
40-50s		0 18½
50-60s		0 15
60-70s		0 14½
70-80s		0 14
80-90s		0 12½
90-100s		0 12

TEA MARKET

Montreal.

TEA—Both Japan and black tea maintain their strength. In local markets the supply of Japans is running low, since importations last year were only one-third of normal and, despite the high prices, the demand has cut down supplies quickly. The London market for Indian teas is strong and inclined to be bullish with reports of buying, at a slight advance on present prices. Locally the market is unchanged but has a strong tone

provement in buying over the past three months.

TEAS—		
Pekoes	0 38	0 45
Broken Pekoes	0 45	0 60
Broken orange Pekoes	0 50	0 70
Broken orange Pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60

Above retail prices range of quotations to the retail trade.

Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

VEGETABLES IN DEMAND

Montreal

VEGETABLES—The Lenten demand for fresh vegetables, while good, has advanced prices on new produce. Carrots, lettuce, celery and fresh string beans are higher. Tomatoes are easier in price and of better quality than they have been for years at this time. Spanish onions continue to advance, now quoted at $12.50 a case. The potato market is unchanged, but some Quebec potatoes are being unloaded at $1.00 per bag.

VEGETABLES—		
Asparagus, bunch		1 50
Beets, new, doz.	1 50	2 00
Cabbage, local, per bbl.	2 50	3 00
Cabbages, new		3 75
Cabbage, new, per hamper		1 50
Carrots, new, per dozen	0 75	1 00
Celery, imported, crate	6 00	6 50
Mushrooms, 3 lb. basket	1 50	2 75
Parsnips, bag		1 00
Peppers, green, doz.		0 50
New potatoes, Mont. (90-lb. bag)	1 50	1 60
Do., sweet hamper		4 00
Spanish onions, per case		12 50
Do., per 100 lbs.		14 00
Texas Onions, per crate		3 50
Yellow onions, per cwt.		8 00
Tomatoes, crate, fancy	6 00	6 50
Do., Choice	5 00	5 50
Radishes	1 00	1 25
Florida lettuce, hamper	7 00	8 00
Green Beans, hamper	9 50	10 50
Wax Beans, per hamper	9 50	10 50
Parsley, per doz.	1 00	1 50
Egg Plants, crate	8 00	8 50
Cucumbers, per dozen	3 00	3 50
Cucumbers, per box	16 00	18 00

ORANGES HIGHER

Montreal

FRUITS— Strawberry prices are higher with a better demand and larger supplies offered on the market. The warmer weather has turned the attention of the public to these fresh fruits and the demand is good. Apples are higher in price and local fruit dealers are forsaking the barrel for the hamper. Lemons are easier and while oranges are nominally unchanged in prices the quality is not what it should be at this season. The best grades of oranges are quoted at from $7.75 to $8, while the lower grades are selling at $6.50 a case.

FRUIT—		
Apples, Greenings	10 00	10 50
Spys	10 00	12 00
Baldwins	9 50	10 00
Boxes, 175s, 210s	3 75	4 50
Bananas (as to grade) bunch	6 00	7 25
Lemons, 300-360s		4 50
Grape Fruit, Porto Rico		4 25
Florida grape fruit		5 50
Spys	10 00	12 00
Domestic		6 00
Russetts	8 00	9 00
California navels	7 50	8 00
Porto Rico Oranges		5 00
Seville bitter oranges, 200s		4 50
Do., Blood Oranges, half boxes		3 75
Malaga grapes, kegs	9 50	9 00
Tokay grapes, per crate		4 50
Blue and green grapes per bas.	0 40	0 50
California Pears, per case		7 00
Cranberries, per box		9 50
Strawberries, per box	0 65	0 70
Pineapples, per crate		7 50

SPICES ARE ACTIVE

Montreal.

SPICES—The primary spice market has been characterized as "active though only spottily." In spices, val-

ues are steady, because of scarcity and underproduction. No more is being brought into the country than is actually required. The pepper market is a little easier on account of pressure to sell. Available spot black peppers are scarce but local prices show no inclination to change.

SPICES—

Allspice	0 18	0 20
Cassia, pure	0 25	0 26
Cassia compound	....	0 18
Cocoanut, 20 lb. pails, per lb.	....	0 30
Do., sweetened, lb., packages	....	0 33
Chickory, (Canadian), lb.	....	0 14
Cinnamon—		
Rolls	....	0 32
Pure, ground	....	0 35
Cream of Tartar (French pure)	0 44	0 60
Do., American high test	0 65	0 80
Whole cloves	....	0 55
Ginger (Jamaica	....	0 30
Ginger (Cochin)	....	0 27
Mace, Japan	....	0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs whole—		
Do., 64. lb.	....	0 30
Do., 80, lb.	....	0 28
Do., 100, lb.	....	0 25
Do., ground, 1-lb tins	....	0 30
Pepper, black	....	0 24
Do., white	....	0 32
Do., white, compound	....	0 18
Do., cayenne	0 32	0 34
Do., tins, 2's	..	0 36
Do., black, compound	....	0 15
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 50
Turmeric	0 28	0 30

NO CHANGE IN MOLASSES

Montreal

MOLASSES—The molasses market is standing steady and no changes expected before the opening of navigation. Corn syrups are also steady in price with a fair demand.

MOLASSES—

Puncheons, Island of Montreal	....	0 71
Barrels	....	0 73
Half barrels	....	0 74
Puncheons, outside of Montreal	....	0 68
Fancy molasses in tins (ginger bread)		
No. 2, 2 doz. per case	....	4 20
No. 3, 2 doz.	....	4 60
5-lb. tins	....	8 95
10-lb. tins, per case	....	8 60

CORN SYRUPS—

Barrels, about 700 lbs.	....	0 05½
Half barrels, about 350 lbs.	....	0 05¾
Quarter barrels, about 175 lbs.	....	0 06¼
2 gals., 25-lb. pails, each	....	2 00
3 gals., 38½-lb. jails, each	....	2 85
5 gal. 5-lb. pails, each	....	4 50
5-lb. tins, per case	....	4 20
10-lb. tins, per case	....	4 00
24 2-lb. tins	....	3 75

WHITE CORN SYRUP—

24 2-lb. tins	....	4 25
12 5-lb. tins	....	4 70
6 10-lb. tins	....	4 50

RICE MARKET FIRMER

Montreal

RICE—The rice market has been gaining some strength in primary markets, but local conditions and prices are unchanged. The demand is light and should it pick up an advance in price may be looked for. In the meantime a stronger tone is back of the local market.

RICE—

Carolina, extra fancy	0 07½	0 08
Do., fancy)	....	0 06
Honduras, fancy	....	0 06
Rangoon CC, per cwt.	....	5 75
Rangoon, B, per cwt.	....	5 75
Texas rice	....	0 05½
Tapioca, per lb. (seed)	0 07½	0 08½
Do., (pearl)	0 07½	0 08½
Do., (flake)	0 07½	0 08½
Honduras	....	0 07
Siam	....	0 14½

SUGAR MARKET FIRM

Montreal

SUGAR—There is very little change in the condition in the sugar market. Prices are holding steady with buying for immediate requirements.

SUGAR—

Granulated sugar, per cwt.	6 90
Do, barrels	6 95
Granulated, gunnies, 5/20	7 10
Do., cases, 20 5-lb. cartons	7 30
Do., gunnies, 10-10	7 20
Do., cases, 50 2-lb. cartons	7 40

ONTARIO MARKETS

TORONTO, March 15.—Cereals continue to reflect the strong position in grains with advances on beans, rolled oats, wheat kernels, buckwheat flour, split peas and cornmeal. Strength in canned tomatoes and peas continues to be a feature in the canned goods market. Canned fruits are holding steady with supplies commencing to move freely. Lobster is showing signs of scarcity with some brands slightly advanced on half pound tins. Some sizes of prunes and evaporated apples are higher while currants are in a firmer position. There is no change in the local situation on nuts but markets abroad have a firmer tone. Teas continue with upward tendencies. Sugars and syrups are unchanged while spices are strongly held at unchanged quotations. Primary rice markets are firm with advances registered on Blue Rose. Oranges are higher but vegetables show little change.

STRONG BEAN MARKET

Toronto

BEANS.—The situation in beans is steadily gaining strength. Supplies of Ontario beans are becoming more difficult to procure. Some small lots are offered but it is generally considered that the bulk of the last crop is fairly well out of the producers hands. In some quarters the quotation on hand picked is advanced 25c per bushel, making the price $4.50. Others, however, continue to quote $4.25.

BEANS—

Ontario hand picked, per bushel	4 25	4 50
Do., No. 1 lb. pickers, per bushel	3 85	3 95
Cal. Limas, per lb.	0 10½	0 11

CANNED VEGETABLES FIRM

Toronto.

CANNED GOODS.—A strong market prevails in canned vegetables. Peas and tomatoes are showing signs of scarcity and there appears to be some "Shopping around" on the part of brokers to pick up supplies as canneries' stocks are fairly well cleaned up. The better grades of tomatoes are bringing $1.80 per doz. but some of the independent brands are offered at $1.70 per doz. Peas are in practically the same position as tomatoes with the smaller sizes practically cleaned up, the only grade now offered in any volume is the No. 4 sieve. Half pound lobster is inclined to be scarce with Eagle brand quoted at a firmer figure of $4.25 per doz. Delmonte asparagus tips, medium tins, is quoted at $2.40 per doz.

CANNED GOODS—

Shrimps	2 90
Sockeye 1s, doz.	5 60
Do., ½s, doz.	3 25
Alaska red, 1s	4 25
Cohoe 1s, doz.	2 90
Do., ½s, doz.	1 90
Pinks, 1s doz.	1 45
Lobster, 10-lb. doz.	4 15 4 25
Do., 1 lb. tins	2 75 3 00
Whale steak, 1s, flat, doz.	1 75 1 90
Pilchards, 1-lb. talls, doz.	1 75 1 80
Tomatoes, 2½s, doz.	1 70 1 80
Do., Gal. No. 10 tins, doz.	5 95 6 25
Canned Vegetables	
Peas, standard, doz.	1 75 1 85
Do., Early June	2 15 2 25
Do., Sweet Wrinkle	2 40
Do., Extra Sifted	3 00
Beets, 2s doz.	1 45 2 45
Beans, golden wax, doz.	2 15
Asparagus tips, doz.	4 35 5 00
Do., butts, doz.	6 60
Canadian corn	1 20 1 50
Pumpkins, 2½s, doz.	1 50 1 60
Do. ,gal., No. 10 tins, doz.	1 50 1 60
Spinach, 2½s doz.	2 95
Pineapples, sliced, 2s doz.	3 40 4 25
Do., shredded, 2s, doz.	4 75 5 25
Do., sliced, 2½s, doz.	4 25
Apples, gal. water pack. dz.	5 50
Do., gal. steam pack. doz.	6 75
Apples, gal., doz.	5 50
Pears, 2s, doz.	3 00 4 25
Peaches, 2s, doz., H. S.	3 25
Plums, Lombard, 2s, doz.	2 40 3 10
Do., Green Gage	3 25 3 40
Cherries, pitted H.S.	4 25
Blueberries 2s	2 35 2 45
Strawberries, 2s, H.S.	4 50 5 00
Raspberries, 2s	4 50 5 00
JAMS—	
Black currants, 12 oz. doz.	3 00 3 25
Do., 16 oz. doz.	3 50 3 90
Do., 4s, each	0 85 1 07
Strawberry, 12 oz., doz.	3 05
Do., 16 oz. doz.	3 25 3 60
Do. 4s, tins	0 95 0 98
Raspberry, 12 oz., doz.	2 40 3 05
Do., 16 oz., doz.	3 25 3 60
Do., 4s tins	0 85 0 90
Marmalade—	
12 oz. glas, doz.	2 25 2 45
16 oz., glass, doz.	2 75 2 90
No 4 tins, each	0 58 0 65

CEREALS MARKED HIGHER

Toronto.

CEREALS.—Further evidence of the strength in cereals is reflected in advanced prices being quoted on several lines. These advances range from 15c to 80c per bag. Buckwheat flour is now quoted at $5.50; cornmeal, $2.80; rolled oats, $3.25, although in some quarters the price is unchanged at $3.15; No. 1 breakfast food, $4.75; split peas, 7.40 and wheat kernels $5.25 per bag. The market continues firm under the above advances.

CEREALS—

Barley, pearl, 98s	....	5 00
Buckwheat flour, 98s	....	5 50
Barley, pot, 98s	....	3 75
Barley Flour, 98s		6 25
Cornmeal, golden, 98s	....	2 80
Oatmeal, 98s	....	4 75
Corn flour, 98s	....	3 15
Rye flour	....	3 75
Rolled oats, 90s	3 15	3 25
Rolled wheat, barrel	....	6 25
Cracked wheat, bag	....	5 00
Breakfast food, 98s	....	4 75
Rice flour, 100 lbs.	....	10 00
Flaxseed, 98s	....	7 00
Peas, split, per bag	....	7 40
Marrowfat Green peas, Ont.	7 75	8 50
Graham flour, 98s	....	3 75
Whole wheat flour	....	3 85
Wheat Kernels	....	5 25

PACKAGE CEREALS FIRM

Toronto.

CEREALS.—There are no changes in quotations on package cereals but manufacturers are talking of some advances in view of the higher prices on bulk goods.

PACKAGE GOODS—

Rolled Oats, 20s, round, case		5 00
Do., 18s, case		2 00
Do., 20s, square case		5 00
Do., Aluminum Prem., 20s		6 15
Corn Flakes 36s, case	3 10	3 75
Porridge Wheat, 36s, reg., case		6 00
Do., 20s, family, case		6 80
Package peas, per doz.		0 90
Cornstarch, No. 1, lb. carton		0 09
Do., No. 2, lb. cartons		0 07½
Laundry starch		0 07
Do., in 1-lb. cartons		0 07¾
Do., in 6-lb. wood boxes		0 11¼
Do., in 6-lb. tin canisters		0 14½
Celluloid starch, case		4 00
Potato flour, 1-lb.		0 14½
Fine oatmeal, 20s		5 75
Cornmeal, 24s		2 30
Farina, 24s		3 25
Barley, 24s		2 75
Self-rising Pancake Flour, 24s		2 70
Buckwheat flour, 24s		2 70
Self-rising pancake flour, 18s		3 85
F. S. Hominy, gran. case		3 00
Do., pearl, case		3 00
Scotch pearl barley case		2 70
Puffed rice pancake flour, 24s		2 90
Macaroni 30-16 oz. per case	3 40	3 75
Do., 30-8 oz. per case	2 00	2 20

EVAPORATED APPLES HIGHER

Toronto

DRIED FRUITS.—Advices from the coast on the prune situation, indicate that prunes are fast becoming cleaned up and some sizes, particularly the larger, are not to be had. Locally, prunes, have shown a heavy movement and following the advances at the coast, prices on spot are advanced half to one cent per lb. Evoporated apples are higher at 18½c per lb. Currants are firm with quotations unchanged.

DRIED FRUITS:

Citron caps, 12-lb. boxes, lb.		0 06
Lemon caps, 12 lb. boxes, lb.		0 29
Orange caps, 12 lb. boxes, lb.		0 31
Mixed containing 4½ lb. lemon per lb.		0 35
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½ lb. orange 3 lb. citron caps, 3 dozen per case, per dozen		4 50
Currants—		
Greek Filliatras, cases	0 14	0 14½
Do., Patras	0 15	$ 15½
Do., Vostizza		
Dates—		
Excelsior, pkgs., 3 doz., in case	2 65	2 85
Dromedary, 3 doz. to case		7 50
Fard, per lb.		0 26
Hallowee dates, per lb.		0 12½
Do., Sair		0 07¾
Prunes—		
30-40s, 25s		0 20
40-50s, 25s		0 18
50-60s, 25s		0 15½
60-70s, 25s		0 14½
70-80s, 25s		0 13
Raisins—		
California, Sultanas, lb.		0 21
Do., 15 oz. pkts.		0 22½
Seeded, 15-oz. packets		0 26
Do., 11-oz. packets		0 21
Seeded, 15-oz. packets	0 20½	0 21
Thompsons, seedless		0 22½
Valencia, Spanish	0 22½	0 28½
Clusters, boxes, 20 1-lb. pkg.		6 65
Smyrna Sultanas		0 23½
Muscat, 25 lb box		0 19
Evaporated apples		0 18½
Figs—		
Smyrna bags approx 24 lbs		0 11½
Do., 60-lb. bag		0 11¼
Layer, 1 Crown		0 30
Layer, 7 Crown	0 28	0 35
Pulled, 10 lb. box, per lb.		0 34
Pulled, 1-lb. box, each		0 20
Do., 2-lb. box, each		0 36
Mats	0 09	0 09½
Peaches—		
Choice		0 20
Choice, extra		0 22½
Standard		0 18½
Apricots—		
Choice		0 32
Standard		0 28

HONEY PRICES STEADY

Toronto

HONEY— The market remains steady, with supplies steadily going into consumption. Quotations are unchanged.

HONEY—

5-pound tins, per lb.	0 17½
10-lb. tins, per lb.	0 15½
60-lb. tins, per lb.	0 15
Comb, per doz	5 75 4 50

NO CHANGE IN NUTS

Toronto

NUTS.—Markets abroad on shelled almonds and walnuts have a firmer tone with stocks in countries of production estimated to be very low and not sufficient to meet the demand until the next crop is available. There are no changes on spot with prices steady at the moment.

NUTS—

Almonds, Tarragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian		0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sac k	6 00	7 50
Do., unsweetened, strip, lb.		0 22
Do., sweetened, lb.		0 22
Do., shred		20
Peanuts, roasted, lb	0 19	0 21
Brazil nuts, large, lb.	0 18	0 20
Do, medium	0 14	0 18
Mixed nuts, bags 50 lbs.	0 20	0 25
Pecans		0 30
Shelled —		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 28	0 37
Walnuts, Bordeaux, lb.	0 78	0 80
Do., Manchurian, lb.	0 55	0 70
Do., Broken	0 43	0 48
Jordan almonds	0 70	0 75
Peanuts, Spanish, lb.	0 10	0 11
Pecans, lb.	0 85	0 90
Brazils, lb.		0 60

RISING TENDENCIES IN TEAS

Toronto.

TEAS.—Advices from primary markets continue to indicate rising tendencies. The Indian market is closed as the balance of the crop has been shipped to the London market. According to the annual report of an English tea firm the per capita consumption of tea in the United Kingdom has increased from 6.42 pounds in 1913 to 8.66 pounds in 1921. The rate of daily consumption in the United Kingdom for 1921 was 1,125,117 pounds. It is estimated that at this rate of home consumption and a continuation of a normal export demand, the bonded warehouse stocks in the United Kingdom will be reduced by the end of June to approximately two months supply. The normal supply in London in bonded warehouses is generally about four months' requirements. Any reduction in this regard can naturally be expected to result in stronger prices. In the local spot situation there is little change in quotations to the retail trade but importers state that many teas cannot be replaced at the figures quoted.

TEAS—

Pekoe Souchongs	0 35	0 45
Pekoes	0 36	0 58
Broken Pekoes	0 40	0 68
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans		0 58
Do., seconds		0 50
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

Above prices give range of quotations to the retail trade.

SUGAR PRICES CUT

Toronto

SUGAR.—There is no change in the refined sugar situation. Refiners' prices are steady but wholesalers quotations continue irregular at a slightly lower basis.

SUGAR—

St. Lawrence, extra gran., cwt.	7 24
Atlantic, extra gran.	7 24
Acadia Sugar Refinery, ex gran.	7 24
Dom. Sugar Refinery, ex. gran.	7 06
Canada Refinery, gran.	7 24

Differentials: Granulated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20., 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.

NEW MAPLE SYRUP OFFERED

Toronto.

SYRUPS.—The making of maple syrup has commenced in earnest and at the present time indications point to a fair output. Quotations on the Ontario product are not available, but some dealers are offering Quebec syrup to arrive at the end of the month at around $2.20 per gallon. Corn syrups and molasses are steady and unchanged.

SYRUPS—

Corn Syrup—	
Barrels, about 700 lbs., yellow	0 05½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 50
Cases, 2-lb. tins, yellow 2 doz. in case	3 75
Cases, 5-lb. tins, yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz.	4 00
Sugar Syrup—	
Cases, No. 2 tins 24 to case	4 25
Molasses, baking grade—	
No. 2 tins, 2-doz. case	1 00
No. 3 tins, 2-doz. case	5 20
No. 5 tins, 1-doz. case	4 40
No. 10 tins, ½-doz. case	1 05
Pails—No. 1	1 15
Pails, No. 2	1 70
Pails No. 5	3 35
Molasses, table grade—	
No. 2 tins, 2-doz. case	6 25
No. 3tins, 2 doz. to case	8 70
No. 5 tins, 1-doz. case	7 20
No. 10 tins, 1-doz. case	6 85
Pails—No. 1	1 60
Pails—No. 2	2 65
Pails—No. 5	6 70

SPICES CONTINUE FIRM

Toronto.

SPICES.—There are no new developments in the market for spices. Stocks are light and quotations are firmly held.

SPICES—

Allspice	0 18	0 21
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 60	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 55
Mustard, pure	0 35	0 40
Pastry		0 32
Pickling spices		0 18
Mace		0 65
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.	0 60	0 70
Do., 80s		0 35
Chillies, lb.		0 50
Nutmegs, selects, whole	0 26	0 40
Do., ground		0 35
Mustard seed, whole		0 20
Celery seed, whole		0 40
Coriander seed		0 18
Caraway seed, whole		0 30
Curry Powder		0 35
Cream of Tartar—		
French, pure	0 35	0 40
4-oz. packages, doz.		1 75
2 oz. pkgs., doz.		0 90

The above quotations are for the best quality

BLUE ROSE RICE HIGHER

Toronto.

RICES.—Southern markets continue in a strong position with quotations on Blue Rose advanced. At the moment there is no change in quotations, locally, but higher prices can be expected when shipments arrive bought at the higher level.

RICE—

Honduras, broken, per lb.	0 07½	0 08
Blue Rose, fancy	0 07¼	0 08
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White Sago	0 06⅞	0 07½
Tapioca, per lb.	0 06⅞	0 07½
Do. fancy	0 09	0 11

ORANGES QUOTED HIGHER

Toronto.

FRUITS.—Navel oranges are higher at $7 to $7.25 per case. Grapefruit is quoted at $5 to $6.50 per case. Strawberries are a shade easier at 75c per quart box. Some choice spy apples are offered at $13 for No. 1s, $12 for No. 2s and $9 per barrel for No. 3s. Boxed apples are quoted at $4.25 to $4.50..

FRUITS—

Oranges, Navels, 100s		7 00
Do., 126s		7 00
Do., 150s 176s 200s	7 00	7 25
Do., Florida	5 00	6 25
Do., bitter Messina	....	4 50
Lemons, Messina		5 50
Bananas, per lb.		0 08
Apples—Barrel.		
Baldwins, No. 1	....	8 50
Baldwins, No. 2	....	7 50
Grapes, Malaga, bbls.	15 00	16 00
Apples, B.C., boxed	4 25	4 50
Grapefruit	5 00	6 50
Rhubarb, per doz.	1 25	1 50
Strawberries, per box	....	0 75
Pineapple, Porto Ricos	7 75	8 00

CELERY SHADE HIGHER

Toronto.

VEGETABLES.—The potato market continues dull with prices ruling unchanged. Florida celery is slightly firmer at $4.50 to $5.50 per case, while cauliflower is a shade easier at $5.75 per case. New carrots are quoted at $2.35, beets and parsley at $2 per hamper. Florida tomatoes are arriving and are quoted at $5.50 to $6 per crate of 6 baskets.

VEGETABLES—

Potatoes, Delaware, per bag	1 50	1 60
Do., Ontario	1 25	1 35
Beets, per bag	....	1 50
Carrots, per bag	1 00	1 25
Turnips, per bag	0 75	0 85
Parsnips, per bag	1 25	1 40
Onions, Spanish, crate	....	12 00
Do., sack, 100 lbs.		12 00
Celery, Florida	4 50	5 50
Cauliflower, Cal., case	....	5 75
Head Lettuce, iceberg, case	6 00	6 50
Sweet potatoes, per hamper		2 75
Mushrooms, per bkt.	....	2 50
Shallots, per doz.		1 00
New Carrots, hamper		2 35
New beets, hamper		2 00
New parsley, hamper		2 00
New cabbage, case, 100 lbs		3 50
Radish, per doz.		1 00
Green peppers, per doz.	....	1 00
Tomatoes, Florida, 6 bkt. crates	5 50	6 00

MANITOBA MARKETS

WINNIPEG, March 15.—The coffee market is ruling firm with Santos and Rios quoted higher. There is a good demand for all lines of canned vegetables; spinach and asparagus are reported scarce. The California prune market is moving upwards with local advances. The cereal market has a strong tone and many lines have advanced. Rices are strong in first hand sources. Granulated sugar is quoted by wholesalers at lower prices than the refiners' lists. There is no change in fruits or vegetables.

STRONGER TONE TO COFFEE

Winnipeg.

COFFEE.—The coffee market is ruling firm and more activity is shown. Santos advanced 1c per lb and Rios ½c. Locally there is a fair demand with quotations ruling steady.

COFFEE—

Rio, roasted, best grade, per lb.	0 19½	0 20½
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica, roasted, best grade, lb.	0 28	0 30
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

CANNED ASPARAGUS SCARCE

Winnipeg.

CANNED GOODS.—Canned vegetables are moving freely and there is a good demand for all lines. Some advances have taken place and indications are for higher prices on practically all lines. Canned spinach is exhausted and asparagus is becoming scarce. Canned fruits are moving fairly well. Several large shipments from California have arrived and are selling freely at reasonable prices. There is no change in price on canned fruits.

CANNED FISH—

Shrimps, 1s, 4 doz. case, doz.	....	2 75
Finnan Haddie, 1s, 4 doz. case	8 25	11 50
Do., ½s, 8 doz. case, case	....	7 25
Herring (Can.) 1s, 4 doz. case, per case	6 50	8 00
Do., imported, ½s, 100 doz. cs.	....	21 50
Lobsters, ¼s, 8 doz. case, doz.	....	2 35
Do., ½s, 4 doz. case, doz.	....	4 00
Oysters, 1s, 4 doz. case, case	....	9 40
Do., 2s, 8 oz. 2 doz. case, case	....	7 90
Pilchards, 1s, tall, 4 doz. case, per case	....	6 90
Do., ½s, flat, 8 doz. case, case	....	9 00
Salmons—		Per case
Sockeye, 1s, tall, 4 doz. case	....	20 00
Do., ½s, flat, 8 doz. case	....	21 25
Red Spring, 1s, tall, 4 doz. case	....	16 25
Do., ½s, flat, 8 doz. case	....	17 00
Cohoe, 1s, tall, 4 doz. case	12 00	13 00
Do., ½s, flat, 8 doz. case	13 00	14 00
Pink, 1s, tall, 4 doz. case	....	6 25
Do., ½s, flat, 8 doz. case	....	8 00
CANNED FRUITS (Canadian)—		Per case
Apples, 6 tins in case	....	3 20
Blueberries, 2s, 2 doz. case	....	5 00
Cherries, 2s, 2 doz. case	....	7 20
Gooseberries, 2s, 2 doz. case	....	7 50
Lawtonberries, 2s, 2 doz. case	....	7 00
Peaches, 2s, 2 doz. case	6 60	7 10
Pears, 2s, 2 doz. case	6 45	7 00
Plums, Green Gage, H. S. 2s, 2 doz. case	....	6 00
Plums, Lombard, H. S., 2 doz. case	....	5 95
Plums, Lombard, L. S., 2s, 2 doz. case	....	4 65
Raspberries, 2s, 2 doz. case	8 00	8 60
Strawberries, 2s, 2 doz. case	8 00	8 60
CANNED FRUIT (American)—		Per case
Apricots, 1s, 4 doz. case	....	10 60
Peaches, 2½s, 2 doz. case	....	9 15
Peaches, sliced 1s, 4 doz. case	....	10 85
Do., Halves, 1s, 4 doz. case	....	10 75
Do., 2s, 2 doz. case	....	6 90
Pears, 1s, 4 doz. case	....	12 75
Pineapple, sliced, 2s, 2 doz. case	....	7 25
CANNED VEGETABLES—		
Asparagus tips, 1s, tins, 4 doz. case, per doz.	....	4 40
Beans, Golden Wax, 2s, 2 doz. case, per case	....	4 75
Beans, Refugee, 2s, 2 doz. case	....	4 60
Corns, 2s, 2 doz. case	2 95	3 50
Peas, standard, 2s, 2 doz. case	3 75 to	4 00
Peas, Early June, 2s, 2 doz. case	4 50 to	4 65
Sweet Potatoes, 2½s, 2 doz. case	....	7 00
Pumpkin, 2½s, 2 doz. case	3 90	4 00
Sauer Kraut, 2½s, 2 doz. case	3 90 to	4 00
Spaghetti, 2s, 2 doz. case	....	2 05
Tomatoes, 2½s, 2 doz. case	4 05	4 35
Spinach, 2½s, 2 doz. case	....	6 75

HIGHER PRICES ON PRUNES

Winnipeg

DRIED FRUITS.—Prunes have advanced on the local market and the California market is decidedly stronger. Higher prices are expected and indications point to the fact that prunes will be practically cleaned up at the Coast before the first of July. Evaporated apples are getting into small compass and have shown an advance of ¾c per lb. Raisins of the seeded and seedless variety, especially of the better grades, are reported scarce.

DRIED FRUITS

Evaporated apples, per lb.		0 18¾
Currants, 90-lb., per lb.	....	0 14
Do., 8 oz. pkgs., 6 doz. case, lb		0 12
Dates, Hallowee, bulk, lb.	....	0 15
Do., pkgs., 3 doz. case, lb.		0 08¾
Figs, Spanish, per lb.	....	0 15
Loganberries, 4 doz. case, pkt.	....	0 23½
Peaches, standard, per lb.	....	0 17
Do., choice, per lb.	....	0 18
Do., fancy, per lb.	....	0 20
Peaches, unpitted, per lb.	....	0 10
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton	....	1 30
Prunes—		
30-40s, 25s, per lb.		0 22
40-50s, 25s, lb.		0 18¾
50-60s, 25s, lb.		0 15¾
60-70s, 25s, lb.		0 15
70-80s, 25s, lb.		0 14
80-90s, 25s, lb.		0 13½
90-100s, 25s, lb.		0 12½
In 5-lb. cartons, carton	0 68	0 75
Raisins—Seeded—		
Cal., pkg., 16 oz., fancy, per pkg.		0 20
Do., pkg., 12 oz., fancy, per pkg.		0 16¾
Do., 16 oz., choice, per pkg.		0 19
Do., 12 oz. choice, per pkg.		0 16
Cal. 5-lb. cartons, per carton		1 20
Do., bulk., 25-lb. boxes, per lb.		0 19
Raisins—Seedless—		
Cal., pkg., 11 oz., per lb.		0 19½
Do., bulk, 25-lb. boxes, per lb.		0 22
Do., bulk, 5-lb. cartons, per carton		1 30
Do., Cal. Muscatels, 5 lb. carton, per carton		1 35
Apricots, choice, 25s, lb.		0 32
Do., 10s, lb.		0 34
Do., Standard, 10s, lb.		0 28¼
APRICOTS—		
Do., Standards, 25s, lb.		0 25½
Do., choice, 10s, per lb.		0 34
Do., choice, 25s, per lb.		0 32
Do., fancy, 25s, lb.		0 35
Do., fancy, 10s, lb.		0 36
Apricots, 5 lb. cartons, per carton		1 65

ROLLED OATS STRONGER

Winnipeg

CEREALS.—The cereal market is quite strong with a stronger tone on bulk oats. Wheat granules have advanced 40c. per bag, now quoted at $5.00. Oatmeal has also advanced, 98 pound bags are now quoted at $3.85. Reports from primary markets state that beans

uring the last 60 days have advanced 1.00 per bushel.

ACKAGE CEREALS—

olled Oats, 20s, round cartons..	3 75	4 65
Do., 36s, case square pkts.		3 50
Do., 18s, case		2 10
rn Flakes, 36s, case	3 50	3 80
rnmeal, 2 doz. case, per case		3 40
ffed wheat, 4 doz. case, per case....		4 40
eam of Wheat, 3 doz. case per case ..		7 50
ape Nuts, 2 doz. case, per case		3 80

ULK CEREALS—

olled Oats, 80s, per bag	2 60
Do., 40s, per bag	1 38
Do., 10-18s, per bale	3 35
Do., 156s, per bale	3 85
atmeal, 98s gran. of stand. bag	3 85
heat granules, 98s, per bag	5 00
Do., 16-6s, per bale	5 40
atmeal, 98s, gran. of stand bag	3 50
heat granules, 98s, per bag	5 00
Do., 16-6s, per bale	5 40
bag, per bush .....3 60 to	4 25
Do., Lima, 100-lb bag, per lb. 0 13½ to	0 14½
rley, pot, 98s, per bag	3 60
Do., pot, 49s, per bag	1 85
Do., pot, 24s, per bag	0 97
rley, pearl, 98s, per bag	4 80
Do., barley, 49s, per bag	2 45
Do., pearl, 24s, per bag	1 28
rnmeal, 98s, per bag	2 50
Do., 49s, per bag	1 30
Do., 24s, per bag	0 66
Do., 10-lbs., per bale	3 20
ckwheat, Gritz, 98s, whole, per bag	6 25

FLOUR UNCHANGED

nnipeg

FLOUR.—There is no change in quotations on flour. The wheat market is ling steady and prices are likely to be ell maintained.

OUR—

98-lb,. sacks	4 25
Two 49-lb. sacks	4 32½
our 24-lb. sacks	4 42½

SHORT SUPPLY OF JAM

nnipeg.

JAM.—The jam market seems to be ore or less in a demoralized condition ith only a limited quantity of the best ade and flavors available. Some cheap- makes of inferior quality are offered lower prices but they are not meeting with much favor among the trade.

JAMS

awberry, 4s per tin	0 89
ck Currant, 4s, per tin	0 89
spberry, 4s per tin	0 89
ricots, 4s, per tin	0 83
erry, 4s, per tin	0 83
ach, 4s, per tin	0 83
mpound (all flavors). 4s, tin	0 55

SHELLED WALNUTS UPWARD

nnipeg

NUTS.—The Bordeaux shelled walnut arket is showing upward tendencies, stocks held in France are becoming ort. Shelled almonds are showing a mer tone and are considered good ying at to-day's prices. Pecans and azils show no change. Peanuts are owing a slightly upward tendency and lications are that they will continue advance.

TS, SHELLED—

lmonds, per lb.	0 44½
panish Peanuts, No. 1, lb.	0 12
ecans, per lb.	0 90
Walnuts, per lb.	0 72
razils, per lb.	0 62

TS IN SHELL—

eanuts, roasted, Jumbo, lb.	0 23½
Walnuts, per lb.	0 23
lmonds, per lb.	0 20¼
razils, per lb	0 18
ecans, per lb.	0 30
ilberts, per lb.	0 16

RICE MARKET ADVANCING

nipeg

RICE.—The primary rice market is owing a stronger tone as a result of avier buying. Southern markets have advanced and growers are holding for higher prices. Oriental rice has advanced as well.

RICE—

No. 1 Japan, 100-lb. sacks, lb.	0 08⅛
Do., 50-lb. sacks, lb.	0 08⅝
Siam, 100-lb. bags, lb.	0 05¾
Do., 50-lb. bags, lb.	0 06
Sago, sack lots, 130 to 150 lbs., per lb.	0 07¾
Sago, in less quantities, lb.	0 08¼
Tapioca, Pearl, per lb. 0 07½	0 08¼

SUGAR PRICES LOWER

Winnipeg.

SUGAR.—Granulated sugar is quoted by wholesalers at $7.45 to $7.55 per cwt., but refiners' official list price remains at $8.00.

SUGAR—

Extra gran. bags, 100 lbs.	7 80	7 90
Do., gunnies, 5-20 lbs.	8 00	8 10
Do., gunnies, 10-10 lbs.	8 10	8 20
Do., cartons, 20-5 lbs.	8 20	8 30
Do., cartons, 50-2 lbs.	8 30	8 40
Yellow, No. 1 lt., bags, 100 lbs.		7 60
Do., golden, bags, 100 lbs.		7 50
Powdered sugar, bbls.		8 40
Do., boxes, 50 lbs.		8 60
Do., boxes, 25 lbs.		8 80
Icing barrels		8 50
Do., boxes, 50 lbs.		8 70
Do., boxes, 25 lbs.		8 90
Soft lumps, boxes, 100 lbs.		8 80
Do., boxes, 50 lbs.		9 10
Do., cases, 20 cartons		9 85
Do., cases, 40½ lbs.		10 60
Small lump, boxes, 100 lbs.		8 70
Do., boxes, 50 lbs.		8 80
Do., boxes, 25 lbs.		9 00
Do., cartons, 50 2-lbs.		10 10
Hard lump, boxes, 10 lbs.		8 80
Do., boxes, 50 lbs.		8 95
Do., boxes, 25 lbs.		9 10

MAPLE SYRUP EASIER

Winnipeg

SYRUP.—Maple syrup is slightly easier. Compounds or blended syrup of maple flavor has been reduced approximately $1 per case. The corn syrup situation appears to be firmer but quotations are unchanged.

CANE SYRUP—

No. 2s	4 95
No. 5s	5 75
No. 10s	5 30
No. 20s	5 15

CORN SYRUP—

Cases, 2-lb. tins white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 45
Cases, 20-lb. tins, white, ¼ doz. in case	4 45
Cases, 2-lb. tins, yellow, 2 doz. in case	3 75
Cases, 5-lb. tins yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz. in case	3 95
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 95

MAPLE SYRUP—

Pure, 2½'s, tins, case of 2 doz.	20 00
Pure, 5s, per case of 1 doz.....	19 10
Pure, 10s, per case of ½ doz.	17 75

TABLE SYRUP—

Maple flavor, 2½'s, tins, per case of 2 doz.	10 50
Do., 2s, tins, per case of 1 doz.....	10 00
Do., 1s, tins, per case of ½ doz.	9 75

MOLASSES BARBADOES—

2 lb. tins, 2 doz. case	8 35
5 lb. tins, 1 doz. case	9 50

MOLASSES BLACKSTRAP—

½s, 4 doz. case, per case	4 65
10 lb. tins, ½ doz. case	9 20
2s, tins, 3 doz. case	4 50
2½s, tins, 2 doz. case	4 15
5s, tins, 1 doz. case	3 95
10s, tins, ½ doz. case	3 80

STRONG SPICE MARKET

Winnipeg

SPICE.—The spice market remains unchanged and prices are firmly held. There is a strong undertone due to scarcity of supplies both on spot and in first hands, and also to rising costs in primary markets. Higher exchange is another important factor in the situation that is advancing the laid-down prices.

NO CHANGE IN STARCH

Winnipeg

STARCH.—The starch market is ruling steady at unchanged quotations. There is a fair demand at the present time.

STARCH—

Corn starch, 1-lb. pkg., per lb.	0 08
Do., No. 1 quality, 1-lb. pkgs.	0 09½
Gloss, 1-lb. pkg., per lb.	0 09¾
Celluloid, 1-lb. pkg., per case	4 00

LITTLE CHANGE IN TEA

Winnipeg

TEA.—Cable advices from Ceylon show markets a shade easier, due more to inferior quality rather than the easing up of the demand. The Indian market is closed. The demand locally for tea is fair and stocks are becoming light. Bulk teas have shown a slight advance.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 35	0 40
Do., second quality	0 32	0 35
Pekoe, first quality	0 46	0 42
Do., second quality	0 35	0 40
Broken Pekoe, first quality ..	0 42	0 43
Broken orange Pekoe, 1st qual.	0 50	0 60
Japan, first quality	0 42	0 60
JAVAS—		
Pekoe Souchongs	0 30	0 32
Pekoe	0 32	0 40
Broken Pekoe	0 33	0 45
Broken Orange Pekoe	0 38	0 48

NO CHANGE IN FRUITS

Winnipeg.

FRUITS.—There is no change in quotations on fruits. Louisiana strawberries are expected on this market very shortly New cocoanuts have arrived on the market and are quoted at $1.50 per dozen.

FRUITS

Oranges, navels, 126s, per case		7 50
Do., navels, 324s, per case		7 50
Do., navels, 176s, 200s, 216s, 250s, per case		7 50
Do., navels, 324s, per case		7 00
case	6 50	7 00
Lemons, Cal., fancy, per case		8 50
Do., Cal. choice, per case		8 00
Grapefruit, finest Florida, all sizes, per case		6 50
Bananas, per lb.		10 00
APPLES—		
B. C. Delicous ,No. 1, per box.....		3 75
B.C., Delicious No 2, per box		3 25
B.C. Wagners, No. 1, per box		3 25
B. C. Jonathans, No. 1 per box		3 00
B. C. Snows, No. 1, per box		3 00
B. C. McIntosh Reds, No. 1, per box		3 25
B. C. Wagners, Domestic, unwrapped per box		2 50
Grapes, Malaga, per keg		16 00

CUCUMBERS ARRIVING

Winnipeg

VEGETABLES.—The first shipment of Davis cucumbers have arrived on the market and are quoted at $4.25 per doz. Tomatoes are more plentiful, repacked are quoted at $6.00 per lug. Good shipments of California lettuce, celery and cauliflower are arriving and are meeting with a fair demand.

VEGETABLES

Cabbage, per lb.	0 02½
Head lettuce, per case	7 50
Head Lettuce, per doz.	2 00
Green Onions, per doz.	0 40
Cucumbers, per doz.	5 50
Tomatoes, repacked, per case	6 00
Celery, per case	15 00
Onions, per sack (B. C.)	10 00
Do., per case (Valencie)	12 00
Cauliflower, per doz.	3 50
Brussels sprouts, per lb.	0 50
Green peppers, per lb.	0 40
Leeks, per doz.	0 75

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., March 14.—Sugar declined 25c per cwt. making the price $7.94. Creamery butter advanced to 36c to 40c with dairy also higher at 20c to 24c per lb. New laid eggs are reduced to $11 per case. Sair dates are offered at 10½c per lb. In some quarters sockeye salmon and beans are quoted at slightly advanced prices. Pot and pearl barley, 49s, are advanced 10c per bag. Carnation wheat flakes declined 50c per case.

Beans, Kotenashi, per cwt	5 35	5 90
Rolled oats, 80s	....	2 60
Rice, Siam	6 00	6 50
Japan, No. 1	7 65	8 00
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.	....	8 40
Sugar, pure cane, gran., cwt.	....	7 94
Cheese, No. 1, Ont., large	0 22½	0 23
Alberta cheese, twins	....	0 20
Do., large	....	0 22
Butter, creamery, lb.	0 36	0 40
Do., dairy, lb.	0 20	0 24
Lard, pure, 3s	....	11 70
Eggs, new laid, local, case	....	11 00
Tomatoes, 2½s	4 15	4 35
Pumpkin, 2½s, case	4 20	4 50
Lemons, case	....	7 75
Corn, 2s, standard case	2 80	3 60
Peas, 2s, standard case	3 95	4 20
New early June peas, case	....	4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye, ½s	....	21 55
Strawberries, 2s, Ont. ,case	7 95	10 00
Raspberries, 2s, Ont., case	7 60	9 25
Cherries, 2s, red, pitted	....	8 50
Peaches, 2s, halves	....	5 85
Do., 2s, sliced	....	6 25
Apples, evaporated, lb.	....	0 18
Do., 25s, lb.	....	0 18½
Pineapples, Hawaiian, sliced 2's	6 30	7 85
Do., canned, 2s	7 45	7 90
Potatoes, local, ton	20 00	30 00

British Columbia

FROM VANCOUVER, BY WIRE

Vancouver, B. C., March 14.—California oranges are firm at $6.25 per case. Cabbage is quoted at 6c per lb.; head lettuce, $6 per crate; sweet potatoes, 7c per lb.; and rhubarb, 21c per lb. Royal Crown lye is reduced 30c per case. The bean market is stronger with quotations up 25c. A vessel from Australia arrived during the week containing 14,000 cases of onions, 6,000 carcasses of lamb and 5,000 cases of butter. This shipment has created an easy feeling on these commodities and lower prices are expected. The egg market is weaker with prices down to 30c per doz.

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., March 14.—Potatoes are easier at $2.50 per barrel. Clear pork advanced to $35. Butter is slightly easier with prints quoted at 40c and solids at 38c per lb. Margarine is lower at 23c. Prunes, 90-100s, are advanced to 13½c per lb.

Rolled oats, bag		3 65
Do., bbls.		8 30
Cornmeal, gran., bags	....	3 00
Rice, Siam, per cwt	....	6 60
Tapioca, per 100 lbs.	....	9 50
Molasses, gal.	....	0 60
Tomatoes, cans	....	2 00
Do., bags	....	6 00
Raisins, Valencia layers	0 24	0 30
Currants, cleaned	....	0 20
Prunes, 90-100, 25-lb. boxes	....	0 13½
Lemon peel	....	0 34
Orange peel	....	0 34
Citron peel	....	0 46
Walnuts	....	0 28
Almonds	....	0 22
Brazils	....	0 20
Peanuts	....	0 17
Filberts	....	0 16
Cocoanuts, bag	....	6 00
Potatoes, per bbl	....	2 50
Onions, bag	....	14 00
Do., crate	....	5 00
Pork, clear, bbls.	....	35 00
Pigs, feet, per 20-lb. pail	....	2 25
Hams, shoulder, per lb.	....	0 22
Bacon, side, per lb.	....	0 32
Bacon roll, per lb.	....	0 62
Lard, pure, in pails, lb.	....	0 20
Lard, pure in tubs, lb.	....	0 19¼
Shortening, in pails, lb.	....	0 17
Shortening, in tubs, lb.	....	0 16½
Butter, creamery, prints	....	0 40
Buter, creamery, solids	....	0 38
Oleomargarine	....	0 23
Cheese, whole, lb.	0 19	0 21
Cheese, twins, lb.	....	0 21
Eggs, doz.	....	0 38
Sugar, cut loaf, cwt.	....	8 70
Sugar, stan., gran., cwt.	....	7 10
Do., Messina	....	6 00
Grapefruit, Florida, case	....	7 00
Bananas, lb.	....	0 12
Cornmeal, Gran. bags	....	3 25
Oranges, per case	....	7 00

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S., March 14.—Pork products are firmer with hams ranging from 22c to 30c per lb. Fresh eggs are fairly plentiful with prices down to 35c per doz. Dairy butter is scarce. Creamery butter is quoted at 43c for prints and 40c for solids.

Flour, No. 1 patents, bbl.	....	11 00
Cornmeal, bags	....	2 50
Rolled oats, per bag	....	3 75
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.	....	7 70
Sugar, standard, gran.	....	7 10
Do., No. 1 yellow	....	6 60
Molasses, gal.	....	0 63
Cheese, Ont., twins	....	0 23
Eggs, fresh, doz.	....	0 35
Lard, compound	....	0 15
Do., pure, lb.	....	0 19
American clear pork, bbl.	....	32 00
Tomatoes, 2½s., stan., doz.	....	2 00
Hams, aver., 25-35 lbs.	....	0 26
Do., aver., 18-25 lbs.	....	0 20
Hams, aver., 12-18 lbs.	....	0 26
Roll bacon	....	0 22
Butter, creamery prints, lb.	....	0 43
Do., creamery, solids	....	0 40
Do., dairy	....	0 30
Raspberries, 2s Ont., doz.	....	4 00
Peaches, 2s, standard, doz.	....	3 32½
Corn, 2s, standard, doz.	....	1 62½
Peas, standard, doz.	....	1 97½
Strawberries, 2s, Ont., doz.	....	4 00
Salmon, Red Spring, flats, cases	....	....
Do., pinks	....	7 00
Do., Cohoes	....	14 00
Do., Chums	....	6 00
Evaporated apples, per lb.	....	0 17
Dried peaches, per lb.	....	0 22
Potatoes, Nat., 90-lb. bag.	....	1 35
Corned beef	3 00	3 55
Onions, Spanish, lb.	....	0 12
Do., American, bag 10 lbs.	....	13 50
Oranges, per case	7 00	7 50

NEED FOR QUICK TURNOVER

(Continued from page 29)

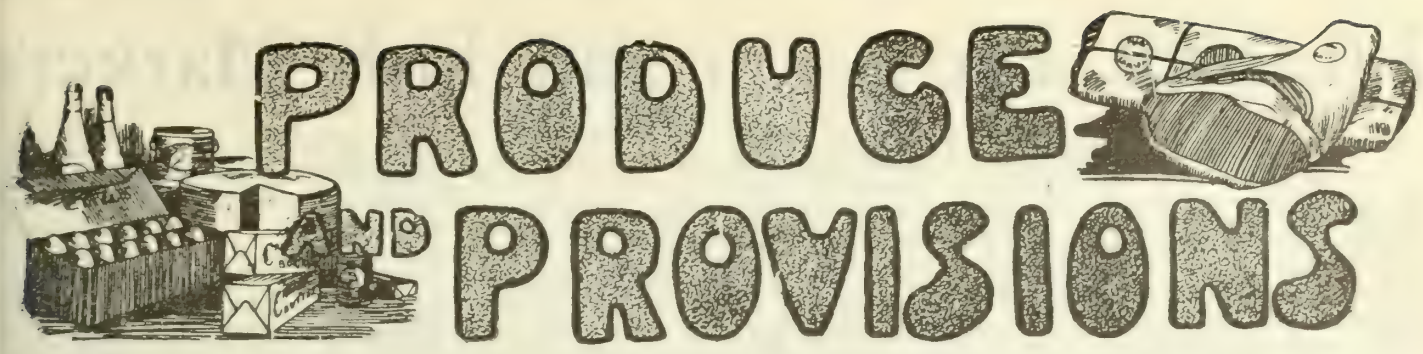
Karr. The only way to combat the inroads these establishments are making into the business of the retail merchant is co-operation between the town residents and the country residents, he added. Common opinions, common affections and common interests must exist. The mail order houses threaten to wipe the towns out of existence, declared Mr. Karr. Many carloads of mail order catalogues are distributed.

"Creative Business," was the subject discussed by J. M. Thompson, Winnipeg manager for Beatty Bros., manufacturers of pumps, washing machines, etc. Making comparisons between the manner in which the United States and Germany obtained their markets, Mr. Thompson pointed out that the former was hampered in reaching the markets of the world by its protective tariff while the German manufacturer had not this to contend with, but was aided by the government in reaching the consumer, inasmuch as he was favored by a reduced rate on the state owned railway, for exports, amounting to as much as one-third.

Merchant Must Initiate

There are two kinds of merchants Mr. Thompson said, one is the imitator and the other the initiator. The former only sells the goods he is asked for afraid to stock any other, while the latter introduces to the community new lines.

A creamery in Western Ontario was fined recently $25. and costs for selling a quantity of butter in Toronto which was from one-quarter to three-quarters of an ounce short on each pound.



Wholesomeness of Margarine is Proved

When One Considers The Pure and Highly Refined Ingredients That Are Used in Its Manufacture, Any Real Objection is at Once Eliminated—There Should Be Benefits to Farmers in Its Continued Use

WHEN a lady pointed out to Dr. Johnson a mis-definition of a word in his big dictionary and asked him why he had chosen it, he was candid in confession. "Ignorance, madam, sheer ignorance."

Much of the prejudice against margarine in Canada comes from the same cause, though it is rarely so frankly admitted.

A sincere objection commonly made to margarine as a food product is that it lacks wholesomeness. This doubt is removed when one understands the pure and highly-refined ingredients from which the article is made. From first to last the process of manufacture is under the supervision of government inspectors, whose sole business it is to see that wholesomeness and cleanliness are strictly preserved.

Ingredients of Oleomargarine

Margarine is made from oleo oil, neutral, vegetable oils, salt and milk. In the higher grades a percentage of the best creamery butter is added. Now oleo oil is pressed from the beef fats of government-inspected animals only. It cannot contain decayed or out-of-condition fats, for the inspectors must not approve fats that are not sweet, wholesome and from healthy stock. Neutral is a product made from the leaf lard of the pig, separated at temperatures that do not bring out the characteristic lard flavor and aroma. The vegetable oils used are peanut oil and cottonseed oil, refined to a salad quality and used in moderate proportions. The salt is the usual dairy salt. The milk product must be received absolutely sweet at the factories, where it is carefully and efficiently pasteurized.

The butter used is made from pasteurized cream and only supplied by creameries where the equipment and method of pasteurizing have been approved by the government. This analysis should amply satisfy Canadian housewives that oleomargarine is a wholesome food, easy to assimilate, having a high energy value, and containing the so-called growth elements of milk.

Growth Accessories

"Growth accessories" is the name given to three substances which have in recent years been found to be highly important parts of our daily foods, whose functions are known to be vital to growth, but which have not yet been fully studied. Perhaps the best known is the vitamine. At first these substances were thought to be found only in milk and butter, eggs and thin-leaved vegetables, but no research work has yet established the quantity of any one or any combination necessary to produce normal growth.

During the last few years much progress has been made in the study of "growth accessories" by Professors McCullum, Osborne and Mendel, and by W. D. Haliburton, an English research authority. The last-named has conclusively established the fact that growth elements are present in animal fats, including oleo oil, from which margarine is made. His work completely disproves the statement that margarine was not a wholesome food for growing children. Not only are the growth elements present in the oil itself, but this product in the process of manufacture is churned in milk.

If, as an English doctor recently said, there are millions of vitamines on a lettuce leaf, it seems foolish in face of the results found by Haliburton and others to contend that they are absent from oleomargarine. The advocates of margarine under no circumstances claim that the product should be sold as a variety of butter any more than the manufacturers of a plain worsted cloth would claim that it should be sold as silk. The two things are as separate and distinct as are lard and shortening. There can be no misrepresentation unless, of course, in such a way as to incur the charge of fraud that no decent businessman would countenance.

So far as the sale of margarine is concerned the main regulations are that no person shall use or cause to be used the words "butter," "creamery," "dairy," or the name of any breed of cattle on any form of advertising or description, or on any package containing oleomargarine. No person shall manufacture, import, sell, offer, expose or have in possession for sale, any margarine unless the word "oleo" is stamped on the surface of the margarine in capital block letters, of at least 1½ inches high, and of proportionate width.

Should Benefit Farmers

From the farmers' point of view also there are clear benefits in the development of an all-Canadian process of margarine manufacture. As made in the Dominion to-day it is composed of approximately 55 per cent of oleo oils. As there are about 600,000 cattle annually slaughtered at Canadian packing plants —from whose inspected products alone oleomargarine may be manufactured— each yielding an average of 11 lbs. of oleo oil, it will be seen that some 6,600,000 lbs. of oleo oil is producible in the Dominion. Some of this is exported as oil, but it is reasonable to suppose that if the manufacture of margarine in Canada were permanently permitted, capital would be more and more invested in local factories and our own supplies would replace very largely that which is now imported. Naturally the uncertainty of year to year extension of the permissive legislation has not favored capital investment.

The real basis of the manufacturers' desire for permanent legislation is that there are large quantities of edible animal fats produced in the Dominion which could be profitably made into palatable foods, to the encouragement of beef cattle producers who would benefit by the added demand for the edible fats from their animals.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, March 15.—The feature of the produce market is the rapidly declining price on eggs. During the past week the price dropped five cents. Dealers are featuring eggs everywhere and it is possible that the increased demand, despite the bigger production, will cause a reaction. Butter is also weaker with a dull feeling in the trade. Hogs are on the decline with a drop of one dollar per hundred and an easy feeling in fresh meat, smoked hams and bacon. Cheese prices locally are unchanged but the export market is quiet. Lard is steady with some improvement in the demand. Despite the Lenten season and an improvement in demand, fish, in general, is easier in price on account of the milder weather and dealers are anxious to keep supplies moving. Poultry has benefited little by the Lenten season on account of the comparatively high prices. The market is however holding steady. Margarine is unchanged in price with a fair demand.

SLIGHT DROP IN BUTTER

Montreal.

BUTTER.—A weaker feeling characterizes the butter market with the trade quiet. During the past week the wholesale butter market has been disappointing, there being very little demand for supplies which is attributed to the fact that buyers in most cases have supplies on hand sufficient to carry them through the month. This has created an easier feeling and prices show a decline of from ½ to 1c. per lb. There is quite a supply of New Zealand butter on the local market which is a good grade and has been put up in 1 lb.prints.

BUTTER—

Solids, creamery, finest	0 36	0 38
Prints, creamery	0 38	0 39
Second grade creamery	0 31	0 35
Dairy solids	0 28	0 30

CHEESE MARKET UNCHANGED

Montreal

CHEESE.—There has been no improvement in the movement of cheese for export accounts, owing to the fact that there is practically no demand from English importers. The stocks of Canadian cheese in the English market are comparatively light but this has been offset to some extent by large arrivals of New Zealand cheese. The local market is dull with prices unchanged.

CHEESE—

Old Colored, twins		0 26
Old White		0 25
New Large, per lb.	0 19	0 20
New Twins, per lb.	0 19	0 20
Triplets, per lb.		0 20
Fancy old cheese, per lb.	0 28	0 30
Stilton, per lb.		0 30
Quebec	0 19	0 20

ANOTHER DROP IN EGGS

Montreal.

EGGS.—The weakness which has characterized the egg market of late is again the principal feature of the trade and prices show a decline of from 5c. to 6c. during the past week with a 1c. drop early this week. The price now quoted is 31c. for new laid eggs and 35c. for extras. The production of eggs shows a marked increase, due to the early spring season and continued mild weather.

EGGS—

New laid	0 32	0 35

LARD MARKET STEADY

Montreal.

LARD.—A steady feeling has prevailed in the market for lard owing to the fact that the bulk of surplus stock has been cleaned up and the demand has continued fair for refined grades. Prices show no change.

LARD—

Tierces, 60 lbs.	0 17	0 18
Pails, 20 lbs.	0 17½	0 18½
Tubs, 20 lbs.	0 18	0 19
Bricks	0 19	0 20

MARGARINE UNCHANGED

Montreal.

MARGARINE.—There is no change in the margarine market. Prices stand at from 22c. in prints to 21c. in bulk with some shading in these prices. The demand is light but steady in certain quarters.

SMOKED MEATS EASIER

Montreal.

SMOKED MEATS.—On account of the Lenten season buying of smoked meats has been somewhat curtailed and the trade is quiet. Coupled with this, Canadian cured meats found a weaker market in England and prices, following the hog market, have an easier tendency. Local prices are somewhat shaded early in the week and a decline is expected before the close of the week.

BACON—

Breakfast, best	0 40	0 50
Smoked breakfast	0 30	0 40
Cottage rolls		0 32
Picnic hams		0 22
Wiltshire	0 27	0 30

MEDIUM SMOKED HAMS—

Weight, 814, long cut	0 30	0 34
Do., 14-20	0 29	0 32
Do., 20-25	0 28	0 29
Do., 25-30	0 25	0 27
Over 35 lbs.		0 25

WEAKNESS IN HOG PRICES

Montreal

FRESH MEATS.—The weak feeling which was noted in the hog market last week is now more pronounced and is attributed to weaker cable advices on Canadian bacon. Prices quoted on select light weight; weighed off cars, locally are from $13.00 per cwt. to $13.50. This is a decline of $1.00 per cwt. The trade in fresh meats is dull owing to the Lenten season but prices are fairly steady. Trimmed loins of pork are quoted at 29c. per lb. and trimmed shoulders at 20c. per lb.

FRESH MEATS—

Hogs, live (selected, weighed off cars)	13 00	13 50
Fresh killed	21 00	21 50
Fresh Pork—		
Legs of pork (foot on)	0 22	0 24
Loins (trimmed)	0 29	0 30
Trimmed shoulders	0 20	0 21
Untrimmed		0 19
Pork sausage (pure)		0 20
Fresh Beef—		

	(Cows)		(Steers)	
Hind quarters	0 10	0 13	0 12	0 16
Front quarters	0 05	0 09	0 05	0 08
Loins	0 19	0 22	0 22	0 27
Chucks	0 07	0 08	0 08	0 09

COOKED MEATS UNCHANGED

Montreal

COOKED MEATS.—There is no change in the prices quoted on cooked meats. The demand is fair with a steady market price.

COOKED MEATS—

Hams, cooked		0 47
Square pressed		6 50
Smoked shoulders		0 22
Bologna	0 10	0 20
Corned Beef 1's		3 25
Per doz. 2's		5 75
Per doz. 6's		23 50

FISH PRICES EASIER

Montreal.

FRESH FISH.—Despite the Lenten season and a somewhat improved demand, fish prices are easier on account of the mild weather. Local dealers are anxious to clear out stocks on hand and in transit and are shading prices. Halibut is now quoted at from 17½c. to 18c. per lb., market cod is reduced to 5½c. per lb. and filets are quoted at 16c. per lb. The market shows some improvement in demand but through this week and next an easy trend to prices may be expected.

FRESH FISH—

Filets, 20 lb. boxes		0 16
		0 08
Market Cod, fresh		0 05½
Steak cod		0 08
Haddock		0 06
Halibut		0 17½
Flounders		0 10
Mackerel		0 16
White fish		0 18
Eels		0 13
FROZEN FISH—		
Haddock		0 06
Halibut		0 20
Chicken halibut		0 17
Market cod	0 05	0 05½
Steak cod	0 5½	0 06
Doree	0 06½	0 07
Qualla Salmon	0 10	0 11
Dressed B. C. Salmon	0 20	0 21
White fish		0 13
Dressed pike		0 07
Mackerel		0 18
OYSTERS—		
Herrings		0 06½
Lake trout		0 14
Shell oysters, bbl.	8 00	15 00
Standard—Per No. 1 can		2 50
Do., No. 3 can		7 50
Do., No. 5		12 25
Jars—1 doz.	4 50	5 25

LIGHT CALL FOR POULTRY

Montreal

POULTRY.—High prices are held responsible for the falling off in the demand for poultry during the Lenten season. Despite this and the fact that there are fairly large stocks held in the freezers, prices are steady with sales of selected 8 to 12 lb. turkeys at 50c. per lb.

ONTARIO MARKETS

TORONTO, March 15.—Another sharp reduction in hog prices features the produce and provision markets. The big packing plants are determined to reduce hog values claiming that prices are too high, chiefly on account of the lack of export business. The weakness in the hog market has also created a steadier feeling at the moment, on lard, shortening, cooked meats, bacon and hams. Butter remains steady to firm while eggs are quoted at a lower basis. Cheese is quiet and unchanged. First quotations are unchanged under an active demand. Heavy fowl is in fairly active demand with slightly higher prices, but otherwise the poultry market is dull.

BUTTER STEADY

Toronto.

BUTTER.—The market continues steady to firm with quotations on the better grades unchanged at 39c. to 40c. There appears to be considerable butter offered of a second grade nature which is bringing around 35c. per lb.

BUTTER—

Creamery prints, No. 1	0 39	0 40
Do., No. 2	0 35	....

CHEESE MARKET QUIET

Toronto.

CHEESE.—There is little activity in the cheese market owing to the absence of export business. Quotations are unchanged but dealers are more inclined to shade prices slightly.

CHEESE—

Large, new (fodder)	....	0 19
Do., Sept	0 20	0 21
Do., June	0 26	0 26
Stilton, new	....	0 24

Twins, 1c higher than large cheese and tripets 1½ cents higher than large.

EGG PRICES DROP

Toronto.

EGGS.—Since going to press last week, egg prices dropped 3c. per doz., making the price 32c. Production is steadily increasing but supplies are not over abundant and consequently prices at the moment are firm at the above figure.

EGGS—

New laid	0 32
New laid in cartons	0 36

LARD UNCHANGED

Toronto

LARD.—The market is steadier with quotations unchanged at 19c. to 20c. for one pound prints and 17½c. per lb. in tierces.

LARD—

1-lb. prints	0 19	0 20
Tierces, 400 lbs.	0 17	0 17½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

SHORTENING STEADY

Toronto

SHORTENING. — Quotations are steady at 18c. to 19c. for one pound prints and 15½c. to 16c. in tierces.

SHORTENING—

1-lb. prints	18-19
Tierces, 400 lbs.	0 15½ 0 16

NO CHANGE IN MARGARINE

Toronto

MARGARINE.—The market continues quiet and unchanged under a moderate demand.

MARGARINE—

Margarine, No. 1	0 22	....
Do., No. 2	....	0 18

COOKED MEATS STEADIER

Toronto

COOKED MEATS.—Cooked meats have a steadier tone although the spread in prices is becoming narrower as some packers who were quoting the lower figures have advanced quotations a shade.

COOKED MEATS—

Boiled hams, lb.	0 47	0 47
Do., square pressed	0 49	0 50
Boiled shoulders, lb.	....	0 40
Head cheese, 6s, lb.	....	0 10
Choice jellied ox tongue, lb.	....	0 60
Jellied pork tongue	0 32	0 35
Bologna	0 13	0 15

Above prices subject to daily fluctuations of the market.

STEADY TONE TO BACON

Toronto.

PROVISIONS.—The market has a steadier tone since the break in hog prices with quotations unchanged as compared with a week ago.

Hams—		
Small 6 to 12 lbs.	0 33	0 35
Medium, 12 to 20 lbs.	0 33	0 35
Large, 20 to 35 lbs. ea., lb.	0 32	0 35
Heavy, 35 lbs., and upwards	....	0 27
Backs—		
Boneless, per lb.	0 39	0 42
Rolled, per lb.	....	0 48
Peameal	0 38	0 41
Bacon—		
Breakfast, ordinary, per lb.	0 28	0 31
Do., special trim	0 38	0 41
Cottage rolls	....	0 32
Rol, per lb.	....	0 28
Wiltshire (smoked boneless) lb.		0 30
Do., three-quarter cut		0 33
Do., middle		0 35
Dry Salt Meats—		
Long clear bacon, av. 50 to 70 lbs.		0 19½
Do., av. 80-90 lbs.	....	0 18
Clear Bellies 15-30 lb.	0 17½	0 19½
Fat backs, 10-12 lbs.	0 17½	0 16

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—	
Mess pork	34 00
Short cut backs, 200 lbs.	36 00
Picked rolls, bbl., 200 lbs.—	
Lightweight	49 00
Heavy	43 00

Above prices subject to daily fluctuations of the market.

PORK CUTS DROP ONE CENT

Toronto

FRESH MEATS.—Further weakness was in evidence in the hog market during the week with quotations dropping another dollar. Two weeks ago, hogs on the fed and watered basis were bringing $14.50 per cwt. but with a determined effort on the part of the packers, prices dropped steadily and at the end of last week the lower price of $12.50 per cwt. was reached. Packers claim that prices are still too high and are endeavoring to further reduce values. In the cattle section, lower prices were in evidence as a result of heavier offerings. In dressed meats the only change in quotations is a reduction of one cent per pound on all pork cuts.

FRESH MEAT—		
Hogs—		
Live, f.o.b. per cwt		12 25
Live, off cars		12 75
Live, fed and watered, cwt.		13 00
Dressed, light, per cwt.	17 00	18 00
Do., heavy, per cwt.	12 00	14 00
Fresh Pork—		
Legs of pork, up to 15 lbs.		0 29
Loins		0 29
Fresh hams, lb.		0 30
Tenderloins lb.		0 59
Picnics, lb.		0 17
Montreal shoulders		0 23
Boston butts, lb.		0 26
New York shoulders		0 21
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 14	0 18
Front quarters, lb.	0 08	0 10
Ribs, lb.	0 12	0 18
Chucks, lb.	0 08	0 09
Loins, whole, lb.	0 25	0 28
Hips, lb.	0 12	0 14

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb.	0 13	0 16
Sheep, whole, lb.	0 08	0 12
Spring lamb	0 20	0 26

Above prices subject to daily fluctuations of the market.

ACTIVITY IN FISH

Toronto

FISH.—A good active demand is noted for all varieties of fish but there is little change in market conditions.

FRESH SEA AND LAKE FISH		
Cod steak, lb.	0 10	0 11
Do., market, lb.	....	0 09
Oysters, No. 1 tins	3 25	3 70
Do., No. 3 tins	9 25	11 10
Do., No. 5 tins	15 00	18 00
Do., glass jars, doz.	5 00	5 75
Do., shell, per bbl.	13 50	14 00
Smelts, No. 1, per lb.	....	0 12
FROZEN FISH		
Halibut, medium	0 17	0 18
Do., chicken	0 13	0 14
Do., Qualla	0 08	0 09
Flounders	0 09	0 10
Pike round	0 05	0 06
Do., headless and dressed	0 07	0 08
Salmon, Cohoe	0 15	0 16
Do., Red Spring	0 20	0 21
Brill	0 10	0 11
Sea Herring	0 07½	0 08
White Fish	0 11	0 13
SMOKED AND SALT FISH		
Haddies, lb.	0 10	0 13
Fillets, lb.	0 14	0 16
Kippers, box	2 25	2 75
Bloaters	2 00	3 00
Ciscoes, lb.	0 15	0 18
Salmon snack, lb.		0 20
Digby chicks, 5 to bundle	1 00	1 20
Boneless Digbys, 10 lb. box		1 50
Shred cod, box 24 cart.	....	2 20
Cod, 1 lb. tablet, box 24s.	....	3 20
Quail on toast		0 14
Holland Herrings, mixed 10-lb. keg	85	1 10
Do., milkers, 10 lb. keg.	95	1 20
Labrador Herrings—		
Kegs, 100 lbs.		5 75
Do., barrels, 200 lbs.		11 00

HEAVY FOWL IN DEMAND

Toronto

POULTRY.—The market is dull under light receipts but a slightly firmer tone on heavy fowl with quotations advanced one cent per pound. Live fowl appears to be the most in demand and in consequence are bringing the same price as dressed.

Poultry—

Prices paid by dealers—

	Live.	Dressed.
Turkeys	30-35	40-50
Chickens, spring	00-25	00-32
Roosters	00-16	00-18
Fowl, 4 to 5 lbs.	00-24	00-25
Fowl, over 5 lbs.	00-27	00-27
Fowl, under 4 lbs.	00 14	00-22
Guinea hens, pair	1 25	1 50
Geese	....	00-26
Ducks, 4 lb. and over	00-23	00-32
Prices quoted to retail trade:		Dressed:
Ducklings	0 32	0 38
Hens, heavy	0 28	0 32
Hens, heavy	0 28	0 32
Do., light	0 20	0 28
Geese	....	0 30

MANITOBA MARKETS

WINNIPEG, March 16.—The hog market has a weaker tone with quotations lower. The butter market holds steady with very little fresh made arriving. There is a light demand for cheese. Some splendid eggs are arriving from the South and are quoted at lower figures. Cooked meats have shown a slight advance. There is a good demand for bacon at unchanged quotations. The poultry market is ruling quiet under a light demand. There is a good demand for fish at unchanged quotations.

BUTTER HOLDS STEADY

Winnipeg.

BUTTER.—The market continues to hold steady with prices ranging from 39c to 42c per lb on better grades, and around 38c on the second grades. Very little fresh made creamery is arriving as most of the butter sold is from storage stocks.

BUTTER—

Creamery, best table grade	0 3.	0 42
Margarine	0 22	**0 25**

EASIER EGG PRICES

Winnipeg.

EGGS.—Good shipments of splendid quality eggs are arriving from the south and are quoted at lower figures. New laid in cartons are quoted at 36c with selected in cartons at 41c. Country eggs are scarce, and are bringing 45c per doz.

LIGHT DEMAND FOR CHEESE

Winnipeg

CHEESE.—There is a light demand for cheese. Ontario large is quoted as low as 19c per lb. Dealers state that there is very little export buying, which is attributed to the quieter market.

CHEESE—

Stilton cheese, large, lb.	0 24
Ont., large lb.	21
Ont., twins, lb.	0 20½
Ont., triplets, lb.	0 22

LARD RULING STEADY

Winnipeg

LARD.—There is no change in the market this week. Lard in tierces of 400 pounds is quoted at 17½c per lb. Shortening shows no change.

LARD—

Pure Lards, No. 1 Quality, per lb (in tierces, 400 lbs.)	0 17½
Do., wooden pails, 20-lb. pails	3 90
Shortening, tierces of 400 lbs.	0 15
Do. per pail, 20 lbs.	3 40

HAM AND BACON STEADY

Winnipeg

PROVISIONS.—Quotations on smoked ham and bacon are ruling steady. There is an improvement in the demand for bacon. Best quality is quoted at 45c, with other grades varying as low as 29c. Hams are quoted from 25c to 36c per lb.

Hams—

8 to 16 lbs., per lb.	0 36
16 to 2 lbs., per lb.	0 34
Boneless, 8-14 lbs., per lb.	0 40
Skinned, 14-18 lbs., per lb.	0 40
Skinned, 18 to 22 lbs., per lb.	0 40
Bacon, 10 lbs. per lb.	0 40
Cottage rolls, boneless	0 26
Bellies 6 to 10 lbs., per lb.	0 44

COOKED MEATS HIGHER

Winnipeg

COOKED MEATS.—Cooked hams have advanced one cent per pound and are now quoted at 45c. Roast shoulders, pork tongues and ox tongues have also shown a slight advance. There is a fair demand for all lines of cooked meats.

COOKED MEATS—

Hams, best quality, skinned 8-14 lbs.	0 45
Do., 13-1 lbs.	0 45
Roast ham, lb.	0 46
Roast shoulders, lb.	0 33
Head cheese, 6-lb. tins, lb.	0 12
Pork tongues, lb.	0 29
Jellied ox tongues, lb.	0 55
Luncheon cooked meats	0 22

FISH PRICES UNCHANGED

Winnipeg.

FISH.—The fish market is showing more activity and supplies are sufficient to meet the Lenten requirements. Prices are unchanged.

FISH—

Black cod, lb.	0 12
Brills	0 08
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15½
Salmon, Cohoe, in full boxes, 300 lbs.	0 16
Salmon, Cohoe, in broken cases	0 17
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08
Whitefish, dressed, case lots	0 10
White fish, dressed, broken cases	0 10½

Smoked Fish—

Bloaters, Eastern National large tagged, per case	3 50
Haddies, in 30-lb. cases, per lb.	0 12
Kippers, East Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 15

Salt Fish—

Holland Herring, milkers, 9-lb. pail, pail	0 95
Holland Herring, mixed, 9-lb. pails, pail	0 85

POULTRY MARKET QUIET

Winnipeg

POULTRY.—Light receipts and a quiet market feature the poultry situation. Prices show no change as compared with a week ago.

POULTRY—

Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
D. P. Chickens, 3½ lbs., and under	0 30
Do., 3½ lbs., and over	0 35
D. P. fowl, 3½ lbs and under	0 22
Do., 3 lbs and over	0 24
No. 1 broilers	0 29
Turkeys, per lb.	0 42

LOWER PRICES ON HOGS

Winnipeg.

FRESH MEATS.—The hog market is showing an easier tone and has declined $1 per cwt. Best selected live hogs are quoted at $11.50 per cwt. and the tendency is for lower prices.

HOGS:—

Selected, live, cwt.		11 00
Heavier	7 50	9 50
Light	11 00	11 25
Sows	5 50	7 50

Fresh Pork—

Legs of pork, lb.	0 22	0 28
Spare ribs		0 16
Loins of pork, lb.	0 28	0 30
Fresh hams, lb.	0 23	0 29
Shoulders	0 15	17½

Fresh beef—from steers and heifers—

Hind quarters	0 12 to 0 17
Front quarters	0 06 to 0 10
Whole carcass, good grade, lb	0 09 to 0 13

Mutton—

Choice, lb.	0 16
Choice long hinds (leg and loin)	0 27
Choice Stews	0 10

Lambs—

Choice, 30-45 lbs.	0 25

Veal—

Good veal, 40 to 80 lbs, hind quarters	0 25

New Standards for Butter and Cheese Are Discussed

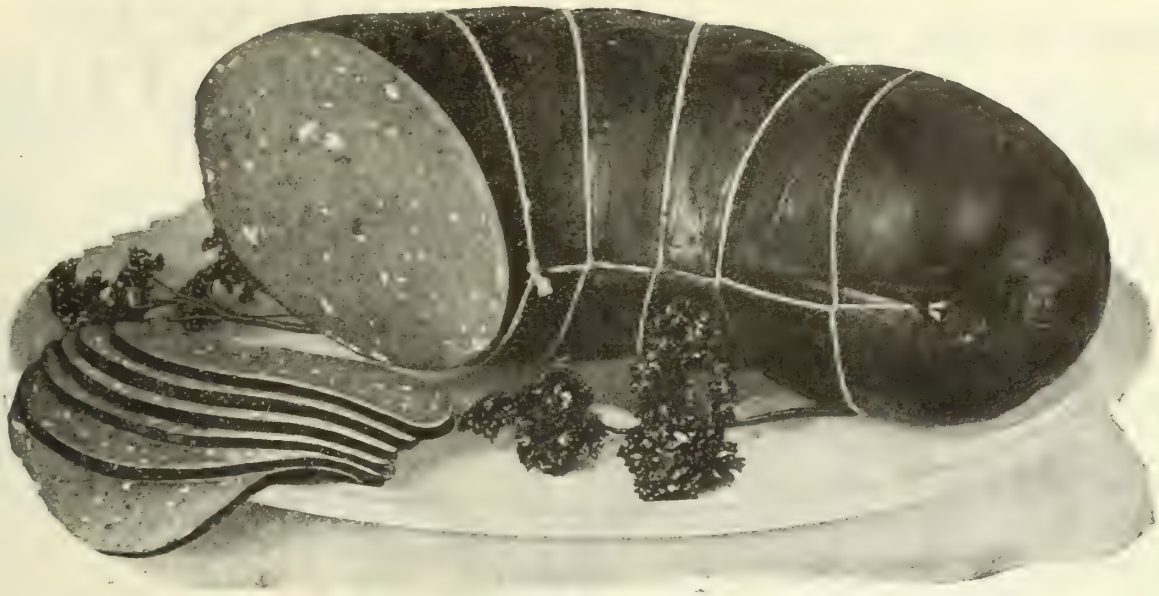
Ottawa, March 14.—"The dairy industry of Canada is face to face with keener competition than ever has been experienced. New Zealand, Africa, Denmark and other countries are succeeding in fitting their dairy products to meet the tastes of the consumers in the best market of the world—that of Britain. There is no use for the dairymen of Canada again recounting the good work done in the past. The future calls for new energies." These were the opening remarks made by J. A. Ruddick, Dairy Commissioner of Canada, in his address as chairman at the Dominion Dairy Conference, before the delegates gathered from all parts of Canada, who met last week in Ottawa to discuss the proposed regulations under the Dairy Produce Act, covering the grading of butter and cheese intended for export. It had been rumored that the regulations governing the manufacture and importation of oleomargarine would be discussed by the delegates, but the matter was not even mentioned.

Opinion differed as to the advisability of adopting new grading standards for butter and cheese. The majority of those who were in favor of the government's proposals were insistent in their demand that the grading be done in the factories.

P. W. McLagan, Montreal Produce Merchants' Association, expressing the opinion of the members, said that they did not want any Government grading done for them. There was plenty of room, he said, to educate the producers here, and he did not think it was conducive to good business to interfere with the grading that at present fits the different demands found in the export trade.

W. Newman, Eastern Ontario Dairyment's Association, made the pointed remark that there was only one way to build up an industry and that was by giving a square deal. The man who sold a number 2 cheese for a number 1 article lost more than he gained, by losing his name.

No less than forty cities in the United States are now giving retail selling courses in the public schools. These are being given under the direction of trained teachers, who are graduates of the four teachers' training schools, Carnegie, Prince, New York University and Cincinnati University.



The Season's On

— FOR —

DAVIES Quality BOLOGNA

This is the time of the year when there is a heavy demand for a real good quality line of Bologna. This can be encouraged a great deal by featuring consistently a good quality line, and displaying it prominently and tastily on your counters or in your refrigerator. Try Davies' Bologna.

Book a Standing Order

and get your Bologna regularly, thus be sure of always having fresh stock on hand.

Sausages

Any of the fresh Pork Sausages offered by Davies are real quality brands. Order by name:

Small Oxford,
New England,
Cambridge,
Little Pork

Bolognas

There are different kinds of Bologna to suit almost every taste. These are known as follows:

Peerless (Bung),
Thick (Beef Bung),
Lakeside (Paraffined),
Ham (Small).

Drop us a postcard, and we will gladly send you quotations, and, if it is at all possible, we will have a salesman call upon you.

Mail Orders Given Special Attention

THE WILLIAM DAVIES COMPANY LIMITED

Toronto

Montreal **Sydney, N.S.** **Hamilton**

Always in the Market for

Ontario Fruits and Produce

Now especially interested in

Fresh Eggs and Onion Sets

Write--Wire--Telephone

Gamble Robinson Ltd.

Sault Ste. Marie, Sudbury
North Bay, Cobalt, Timmins

MEXICAN TOMATOES

arriving freely, quality first class.

MARMALADE ORANGES

Two cars this week, order now before supplies run out.

WHITE & CO., LTD.

Wholesale Fruit & Vegetables
TORONTO

Phone Main 6565 or Main 6699

Manitoba Whitefish

British Columbia Cohoe

Qualla, Halibut. Pickled Trout and White Fish

LEMON BROS.
OWEN SOUND ONT.

57

Profits from Ketchup

Heinz Tomato Ketchup can mean only one thing — fresh red ripe tomatoes blended with pure spices, granulated sugar and onions. Years of experience and the finest materials insure the same high quality in every bottle. Such a product backed by the volume of newspaper advertising which it is receiving will, with proper attention, yield for you the most gratifying returns. Display Heinz Ketchup and watch your sales increase.

H. J. Heinz Company

Factory :
Montreal Leamington Toronto

How Much Need For Speculation In The Grocery Business?

This short message to the grocers of Canada will not attempt to answer directly the question written as a heading of this advertisement.

However, the following remarks may cause many alert grocers to consider the question as "food for thought."

Every grocer has his own opinion as to the business policy he should follow. Some are wise—some unwise. Otherwise there would be no failures. That must be admitted in view of Bradstreet's report that 30% of business failures during the past ten years were due to inefficiency.

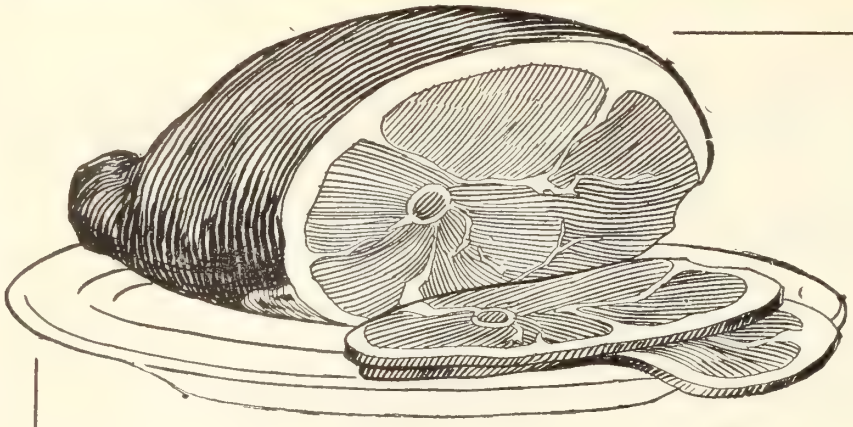
The Grocer who buys unknown, or unadvertised, or poorly advertised goods, may or may not know it—but ***he is speculating***. And these are days when no good business man can afford to speculate with the unknown.

The total absence of the element of speculation in connection with the sale of POSTUM CEREAL, INSTANT POSTUM, GRAPE-NUTS and POST TOASTIES make these four well-known and well advertised food products as safe a purchase in the grocery line as Government bonds in the financial field.

Year-'round advertising plus highest quality, guarantee quick and profitable turnover on every package of Postum, Grape-Nuts and Post Toasties.

Canadian Postum Cereal Co., Limited

Windsor, Ontario



Choice Products of a Great Institution

ROSE BRAND

When Stores had No Street Numbers

Before street-numbers came into being, a merchant was known by the sign under which he traded. And even to-day, though there is a number over your door, people are apt to identify your store by a sign—because signs are so easily remembered. Wherever meats and farm produce are sold, the sign of the Rose is recognized as the means of distinguishing a high-quality product. Surely it is to your advantage to identify your store with a name so high in repute as Rose Brand—the name that has stood for many years as an assurance of the very highest quality and value.

CANADIAN PACKING CO., LIMITED
Toronto - Ontario

Packing Houses—	Branches—
Brantford	Fort William
Toronto	Sudbury
Peterboro	Sydney, N.S.
Montreal	Charlottetown, P.E.I.
Hull	Winnipeg, Man.

Brunswick Brand Sea Foods

(Ready to Serve)

Why are they such fast sellers from coast to coast?

— Because these incomparable SEA FOODS, through their high standard quality, have won the confidence of Canadian women.
— Because their cost is low — they are cooked to perfection and their wholesome flavor and purity can be depended upon.
These are a few big reasons why the majority of aggressive grocers throughout Canada have found these fast profitable sea foods such worth-while sellers—why they feature them so often in their windows and on their counters.
If you've never experienced the extra profits and 100% satisfaction they bring it will pay you to ask your wholesaler for just a small trial order.

Connors Bros., Limited

BLACK'S HARBOR, N.B.

Winnipeg Representatives:
Chas. Duncan & Son, Winnipeg, Man.

THIS IS WHY YOU'LL SELL Som-Mor BISCUIT THIS YEAR

The above Ad. tells the Story

You have seen it in the papers—so have your customers — and it tells the truth: Som-Mor Biscuit tastes like more.

This means that purchasers of Som-Mor Biscuit always come back for more—making the Biscuit in the Striped Package, the fastest, surest and most profitable selling biscuit you could possibly handle.

North-West Biscuit Co., Limited

EDMONTON, ALTA.

Winnipeg Regina Calgary Victoria
Moose Jaw Saskatoon Nelson Vancouver

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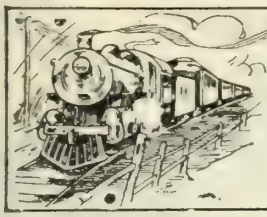


BUYERS' MARKET GUIDE
Latest Editorial Market News

TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

BROOMS
Every Housekeeper needs a Good New Broom
FOR HOUSECLEANING
There are none better than
JOHN ADAM & SON,
Collingwood, Ont.
Thousands of satisfied users say so

J. & J. Taylor's Safes
One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.
One J. & J. Taylor safe 18 inches deep, two feet 9 inches wide. four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 108, Canadian Grocer. 153 University Ave., Toronto

Say You Saw It In Canadian Grocer, It Will Help To Identify You

SHORTAGE OF GREEK CURRANTS

A New York importer of Greek Currants says: "The low priced New York stocks available since last December have been slowly consumed and are now becoming exhausted. Consequently the tendency is to elevate price to their replacement values. Recent cables from Greece quote cleaned Amalias in 50-pound boxes at 54s c. & f. New York. Stocks are estimated not to exceed the moderate amount of 30,000 tons. The demand that usually arises during the spring from the world markets and the fact that holders have been able to maintain prices unchanged for a period of over three months are encouraging in spite of the fact that the article was not in demand at all. Everything points to higher prices during Spring."

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville. Ont.

Say you saw it in
CANADIAN GROCER
it will help to identify you

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank Street

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

BARRELS
For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

FOR SALE—MERCHANTS' PRICE TICKETS—$1.50 a hundred; 10 samples 25c., M. Moorby, Newmarket, Ont.

FOR SALE—GENERAL STORE; UP-TO-DATE, fully equipped; no opposition. Post Office. Express office. Ticket office in connection. on Pere Marquette. Apply A. R. Peter's, Turnerville, Ont.

FOR SALE—BRICK STORE 25 x 60 TWO story. An excellent opening for business. Situated in Melbourne, Ont., on the provincial highway. Also the M. C. Railway. Apply to Anderson Co., 12 Market Lane, London, Ont.

GROCER, TEN YEARS' RETAIL GROCERY five years' wholesale, five years general store; age thirty-five; married, making change soon. Outside work preferred, but must pay good salary. Box 176 Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—MAIN ST., FAIRVILLE, GROcery, fruit and confectionery. Good going business, best location. Plenty of room for increased business. Stock and fixtures all at $1700. cash. Owner leaving Canada. Apply Charles S. Luck., Fairville, N. B.

Being Frank About Peanut Butter Promotes Business

FOR SALE—CHURCH AVENUE, FAIRVILLE; good corner freehold property. Four flats. Store and garage. Monthly rental $83.00. Good general business and fixtures, including Dayton's Meat Slicer and Scales. Sherer Counter. Show Cases, etc. Will sell as it stands for $9,500.00. $6.500.00 Cash required. Apply Charles S. Luck. Fairville, N. B.

WANTED

MAN OF 30 WITH SEVERAL YEARS' EXperience in fancy retail grocery wants position on road. One year's experience as traveler previous to war. Good education. Best references. Apply Box 174. Canadian Grocer, 153 University Ave., Toronto.

Good Sellers make business easy

BAKER'S
Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.

Registered Trade Mark

Made in Canada by

Walter Baker & Co. Limited

Dorchester, Mass. Montreal, Can.

Established 1780

ENGLISH GELATINE
FOR ALL TRADES

DEGA BRAND

GELATINE, SHEET
GELATINE, POWDER
GELATINE, THIN LEAF

Samples and Prices on Application.

CHAS. ZIMMERMANN & CO., LIMITED

33 St.Mary-at-Hill, London, E.C.3, Eng. *Cables:* ACIDOLAN, London

FIRST CLASS AGENTS REQUIRED—CORRESPONDENCE INVITED

Now is the Time to Buy—don't wait.

Consult these Advertising Pages.

Our Advertisers will _Save_ You Money—buy now.

One of Canada's favorites—Gold Soap

Gold Soap is the result of a deliberate plan to produce a laundry soap that would be an undisputed leader in quality, size of cake, value and sales.

It promptly claimed such leadership when placed on the market—and has held it continuously ever since. It is one of Canada's favorite soaps—and thousands of housekeepers have accepted it as the standard.

Give your business the benefit of the superiority of Gold Soap.

PROCTER & GAMBLE PRODUCTS · EST. 1837 ·

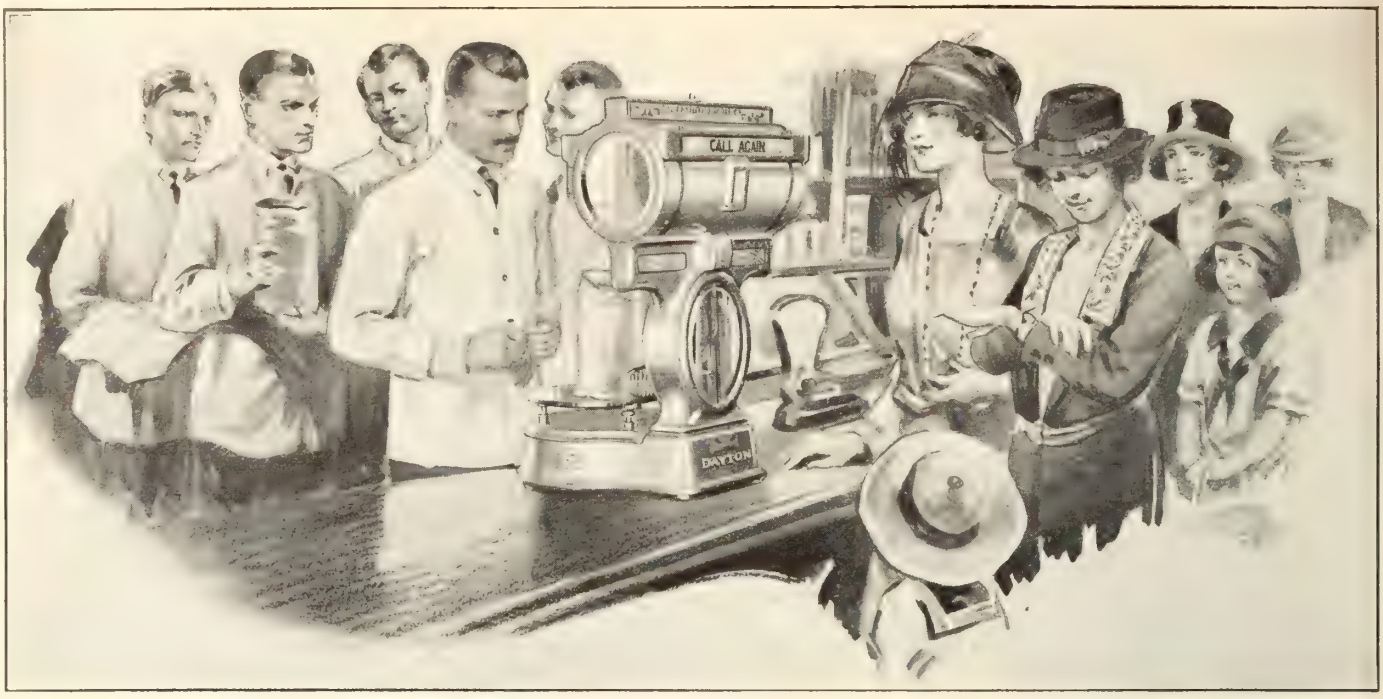
Ivory Soap
P and G The White Naptha Soap
Gold Soap
Pearline
Lenox Soap
and

The Procter & Gamble Distributing Co.
of Canada Ltd., Hamilton, Ontario

Branch
50 Bay St., Toronto, Ontario

CRISCO
For Frying · For Shortening · For Cake Making

—the pure, vegetable shortening that is displacing lard in up-to-date homes and grocery stores. Gives more satisfaction to the housewife; more profit to the dealer. Net weight sanitary packages; one pound and larger.



The Lost Customer

THE Kaiser lost an Empire—because he couldn't see far enough.

You have an Empire, too. It's in your store, in your clerks, in your customers. Are you short-sighted, also?

Glance around! Brown, your head clerk is waiting upon Mrs. A—— from "The Hill." He gives satisfying, courteous service while he weighs her goods. BUT —in the meantime what of Mrs. B—, Miss C—, little Tommy D—, and the others who form a waiting line—while the scale is "busy?"

You can't run your store on Mrs. A—'s trade alone. You must be sufficiently far-sighted to give A-1 service to all. That certainly means installing now

That Extra Dayton Scale

your business is calling for, and must have if it is to be a healthy business. You bought ONE Dayton to hold some of your business, why not hold ALL your business? Buy another, or two more—or a dozen, if they are needed.

Dayton Automatic Scales quickly pay for themselves. You never miss the money they cost. One of our salesmen will tell you why. A card to-day will bring him.

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

Frank E. Mutton, Vice Pres. and General Manager. HEAD OFFICE and FACTORY: 300 Campbell Ave., Toronto

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John, N.B., St. Johns, Nfld.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters

THE DAYTON IS MADE IN CANADA

MANUFACTURERS' AGENTS AND BROKERS ISSUE

CANADIAN GROCER

The Largest Circulation of any Trade Paper in Canada
Members of The Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI PUBLICATION OFFICE: TORONTO, ONT., MARCH 24, 1922 No. 12

PURE GOLD JELLY

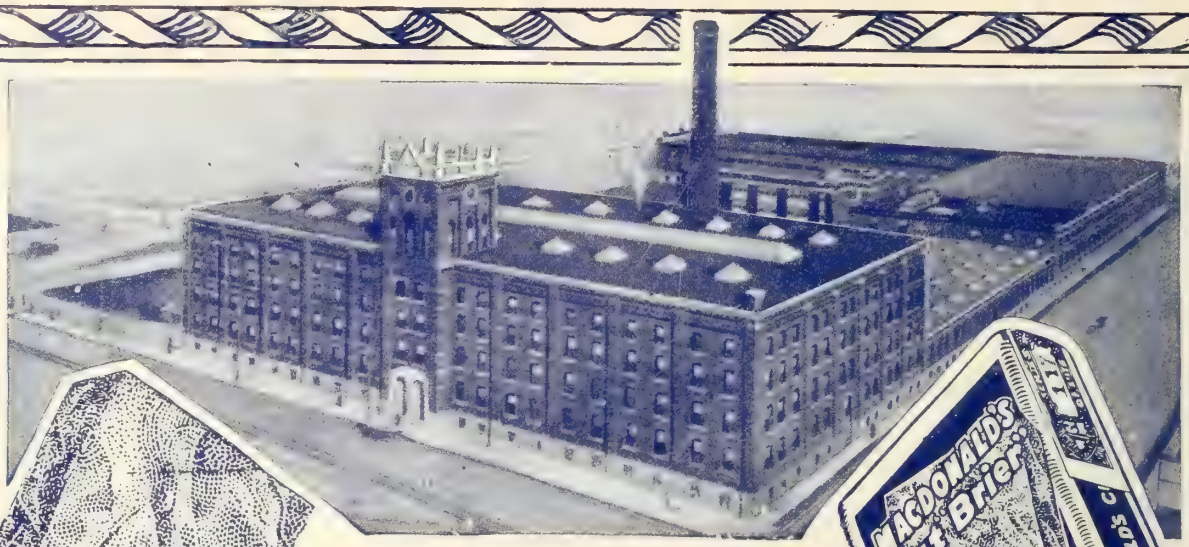
NEW PURE GOLD PACKAGE

The new PURE GOLD jelly package is now ready for shipment. Our extensive advertising campaign together with the superior quality of Pure Gold Jelly *"with all the flavor of the fresh fruit"* will greatly increase your sales—

Please place your order promptly.

PURE GOLD Manufacturing Co., Ltd.
TORONTO WINNIPEG HALIFAX

Fac-simile of this advertisement in art gravure full colors will be sent free on request. Address Advt. Dept., Pure Gold Mfg. Co., Ltd.



The Sweet "Buy and Buy"

It is as music to the MACDONALD dealer's ears that the demand is becoming more and more insistent for the tobacco with a heart. Men are buying MACDONALD'S because they know it is good tobacco and because it is the best value for the money. The MACDONALD demand is permanent—assured. The advertising appearing everywhere is constantly creating new users of MACDONALD'S. You can turn their steps to **your** store by keeping the MACDONALD Brand well displayed, and always in stock. And you couldn't find any other line so profitable for you to push as "the tobacco with a heart."

The Tobacco with a heart

MACDONALD'S

Pure Country Milk

With the Cream Left In

ST. CHARLES

The name **"St. Charles"** on Evaporated Milk means guaranteed satisfaction to your customers, repeat business for you, and profits that are continually developing the more you sell.

"St. Charles" is the milk "with the cream left in"—always pure, never varies.

"A size for every need"

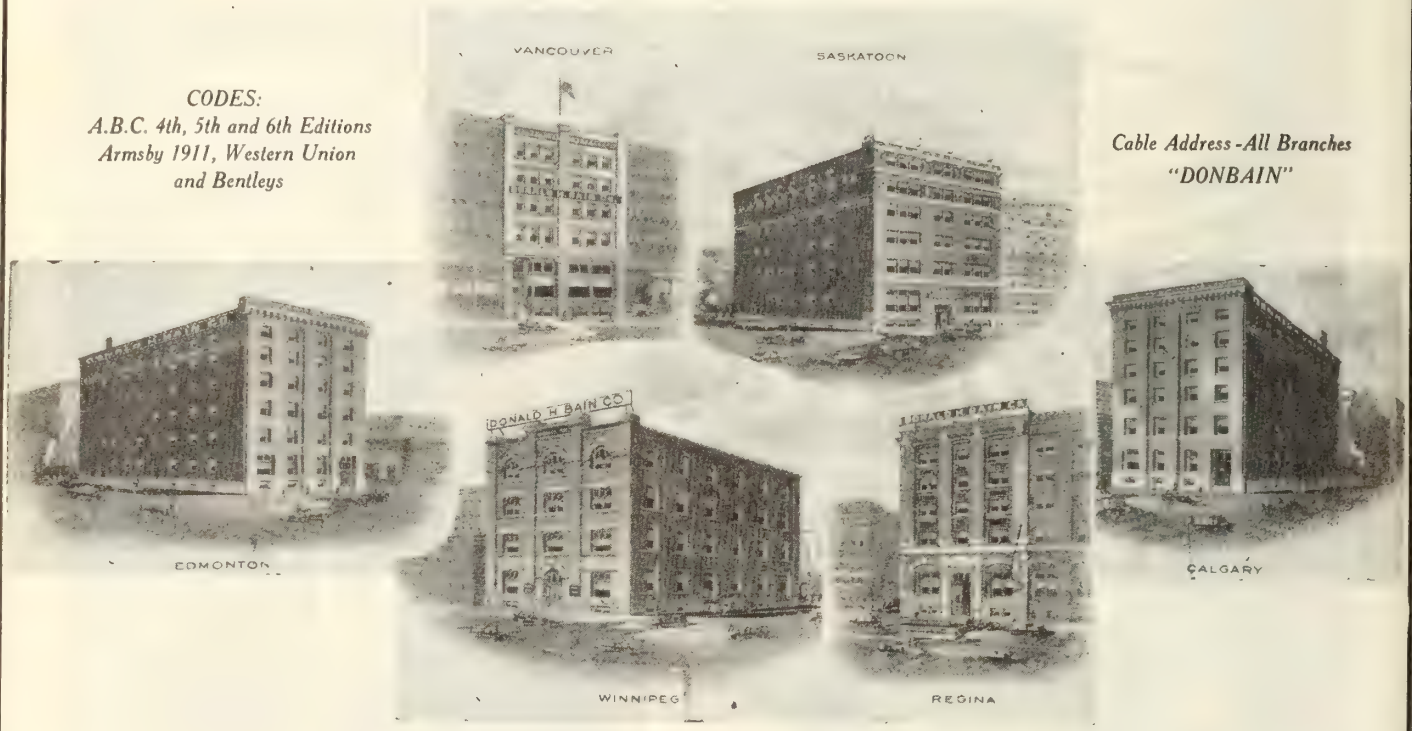
The Borden Co. Limited
Montreal

DONALD H. BAIN CO.

"THE NATIONAL BROKERS"

CODES:
A.B.C. 4th, 5th and 6th Editions
Armsby 1911, Western Union
and Bentleys

Cable Address - All Branches
"DONBAIN"



Aggressive Service built the BAIN BUSINESS

An intimate knowledge of Canadian trade.
The confidence of retail and wholesale buyers.
A complete sales organization.
Exceptional warehouse accommodation.
Financial responsibility.
Preferred attention to principal's accounts.

These are some of the features of our business that have given us the power to really represent our principals in the great Canadian market. Our organization is at your service.

WINNIPEG, MAN.

Branches: REGINA SASKATOON EDMONTON CALGARY VANCOUVER MONTREAL
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England

Cable Address: "Langleyew"
(Western Union and Bentleys)

Langley, Harris & Company
Limited

Manufacturers' Agents
Importers and Exporters

Grocers, Confectioners and
Drug Specialties

Toronto, Montreal, Winnipeg
Canada

SUCCESSORS TO
MACLURE & LANGLEY, LIMITED

Mason & Hickey

MANUFACTURERS' AGENTS

Head Office at Winnipeg, Manitoba

BRANCHES:

Fort William **Regina** **Saskatoon** **Calgary**
Edmonton **Lethbridge** **Vancouver**

WE REPRESENT THE FOLLOWING FIRMS

Anglo-British Columbia (The) Packing Co., Ltd., Vancouver.
Salmon.

Arbuckle Brothers, New York.
Green Coffee.

Arroz Milling Co., New Orleans.
Rice.

Biggs Fruit & Produce Co., Burlington, Ont.
Cider, Evaporated Apples.

Borden (The) Co., Ltd., Montreal.
Canned Milk.

California Packing Corporation, San Francisco.
Canned Goods, Dried Fruits, etc.

Canada Nut Co., Ltd., Vancouver.
Peanut Butter and Salted Peanuts.

Canada Starch (The) Co., Ltd., Montreal.
Starch, Syrup, Glucose, Mazola and Gluten Feed.

Creamette (The) Co., Minneapolis.
Macaroni Products.

Crescent Manufacturing Co., Seattle.
Mapleine.

Crown Broom Works, Ltd., Vancouver.
Brooms.

Dominion Sugar Co., Ltd., Chatham, Ont.
Sugar.

Dunbar Molasses & Syrup Co., New Orleans.
Molasses.

Foster & Holterman, Ltd., Brantford.
Honey.

Gorman, Eckert & Co., Ltd., London, Ont.
Olives, Spices, etc.

Harper Presnail Cigar Co., Ltd., Hamilton.
Cigars.

Ingersoll (The) Packing Co., Ltd., Ingersoll, Ont.
Cheese.

Kellogg Toasted Corn Flake Co., Toronto.
Corn Flakes.

King-Beach (The) Mfg. Co., (1920) Ltd., Mission City, B. C.
Jams.

Loggie, W. S., Co., Ltd., Chatham.
Lobsters and Blueberries.

National Licorice Co., Montreal.
Licorice.

Nicholson & Brock, Toronto.
Bird Seed.

Nut Filled Date Co., Ltd., Toronto.
Dates.

Procter & Gamble (The) Distributing Co., of Canada, Ltd., Toronto.
Bulk Crisco.

Saanich Canning Co., Ltd., Sidney, B. C.
Clams.

Smith Brothers, Poughkeepsie, N. Y.
Cough Drops.

Standard Export-Import Co., Ltd., Stavanger, Norway.
Sardines.

Taylor, W. A., Con. & Mfg. Co., Ltd., Winnipeg.
Horseradish.

Tetley, Joseph & Co., Ltd., London, England.
Tea.

Vittucci, John, Seattle.
Olive Oil.

Wethey, J. H., Ltd., St. Catharines.
Jams and Mincemeat.

Mason & Hickey

287 STANLEY STREET **WINNIPEG, CANADA**

MANUFACTURERS

WE HAVE A MESSAGE FOR YOU

THE FOUNDATION POLICY UPON WHICH OUR BUSINESS RESTS IS

A FIRM'S RELIABILITY.

A FIRM'S EXPERIENCE.

A FIRM'S FINANCIAL RESOURCES

These three points are worthy of your consideration when you are placing your products in a manufacturers' agent's hands.

¶ These important points have been the policy on which OUR BUSINESS was founded, and it has proved satisfactory to many manufacturers. We say it and say it advisedly that there is no other firm in Western Canada that can serve your interests more advantageously than we can.

W. H. Escott Co., Ltd.

Manufacturers' Agents and Wholesale Grocery Brokers

WINNIPEG, FORT WILLIAM, REGINA,
SASKATOON, CALGARY, EDMONTON

MANUFACTURERS who are looking for efficient Western Representation will not be disappointed with

The HOUSE of SCOTT-BATHGATE CO.

Limited

The House of Scott-Bathgate Co. Ltd.

Manufacturers and Packers will find in the House of Scott-Bathgate an organization fully equipped and capable in every way of producing results in a big way.

What we have done in the rich western provinces for such lines as Christie's Biscuits and **Robertson's Confectionery** we can do for your product providing it is a quality line. Our twelve detail men are all "live, experienced **salesmen**" who know the west thoroughly and they sell exclusively to the retail trade. Other members of our staff call exclusively on the wholesale trade. If you have a new product or an old one that you feel is not bringing you the results you think it should, get in touch with us. We gladly tell you what we can do for you and give you any information you desire about the western market.

SCOTT-BATHGATE CO., Ltd.

149-151 Notre Dame East, Winnipeg

18th Anniversary

To the Trade:

On this our 18th Anniversary we wish to take the opportunity of expressing our sincere appreciation to the Trade generally for the cordial support which they have accorded us during the past eighteen years.

We realize that without this support our business could not have grown to its present gratifying proportions.

While expressing our appreciation we wish to assure you that our aim in the future, as in the past, shall be to render efficient and reliable service at all times by which we hope to merit a continuance of your esteemed patronage.

Yours faithfully,

H.P. PENNOCK & CO., LIMITED

MANITOBA
SASKATCHEWAN

HEAD OFFICE
WINNIPEG

ALBERTA
WESTERN ONT.
BRITISH COLUMBIA

Representing

The Atlantic Sugar Refineries, Ltd.,	Montreal
The Alexander Molasses Co.,	Cincinnati, Ohio
British Standard Exporter	London, Eng.
Brooke, Bond & Co., Ltd.,	London, Eng.
The Canadian Salt Co., Limited,	Windsor, Ont.
The Clayoquot Sound Canning Co.,	Victoria, B.C.
The Empress Manufacturing Co., Ltd.,	Vancouver, B.C.
Grimble & Co., Ltd.,	London, Eng.
Messrs. Lea & Perrins,	Worcester, Eng.
Reliance Ink Co., Ltd.,	Winnipeg, Man.

To MANUFACTURERS

--and--

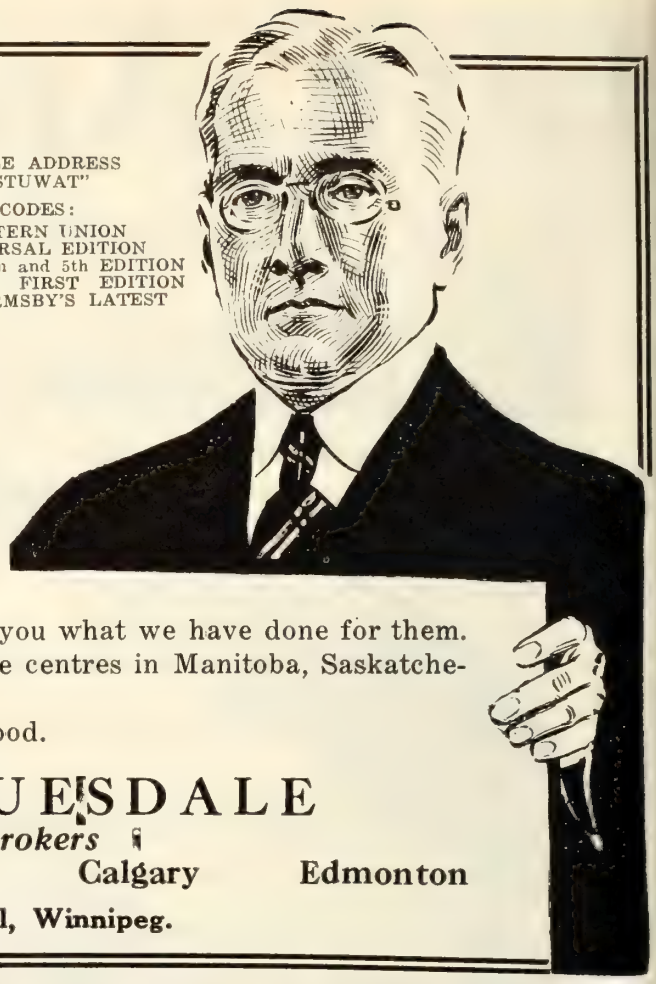
PACKERS

You are looking for

RESULTS

WRITE US

CABLE ADDRESS
"STUWAT"
CODES:
WESTERN UNION
UNIVERSAL EDITION
A. B. C. 4th and 5th EDITION
BENTLEYS FIRST EDITION
J. K. ARMSBY'S LATEST



And we will give you our references who will tell you what we have done for them. Our staff of detail men operating from the wholesale centres in Manitoba, Saskatchewan and Alberta are at your disposal.
Business is improving in the West and prospects good.

WATSON & TRUESDALE

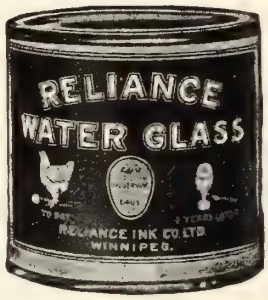
Wholesale Grocery Brokers

Regina Saskatoon WINNIPEG Calgary Edmonton

Reference—Bank of Montreal, Winnipeg.

1/2 million buyers see an advertisement similar to this every week. Display the Tea. The Codville Company Ltd.

5



RELIANCE WATER-GLASS

In 1 lb. and 2 lb. cans.

Castor Oil, Sewing Machine Oil, Glycerine, Carbolic Acid (10%). In 2 oz. and 4 oz. bottles.

Ink and Mucilage all Sizes.

Reliance Ink Co., Ltd. Winnipeg

The H. L. PERRY CO., Ltd.

WINNIPEG - CALGARY

STORAGE

DISTRIBUTING and FORWARDING

Combined with a

Commission Department

and a competent sales staff.

ENGLISH GELATINE

FOR ALL TRADES

DEGA
BRAND

GELATINE, SHEET
GELATINE, POWDER
GELATINE, THIN LEAF

Samples and Prices on Application.

CHAS. ZIMMERMANN & CO., LIMITED

33 St. Mary-at-Hill, London, E.C.3, Eng. *Cables:* ACIDOLAN, London

FIRST CLASS AGENTS REQUIRED—CORRESPONDENCE INVITED

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

ARLEY MYERS LTD.
Manufacturers' Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

This Agency is equipped to give exceptional service to one or two more Manufacturers.

DONALDSON, PHILLIPS AGENCIES LIMITED
744 Hastings St. West, VANCOUVER, Cable Address "LIVEWIRE"
EXPORTERS Canned Salmon Seeds, Apples, Flour, Etc. **IMPORTERS** Nuts, Dates, Cocoa Butter, Spices, Essential Oils Etc.

WILLIAMS STORAGE LIMITED
W. R. WILLIAMS, PRESIDENT AND MANAGER
The Largest Storage, Distributing and Forwarding House in Western Canada
Concrete and Steam-Heated Warehouses - Excellent Track Facilities
LOW INSURANCE
"SERVICE" is Our Motto - WINNIPEG

EASTERN CANADA

Moyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

Italian & European Importing Co., Reg'd.
78 Crescent St., Montreal
Importers of
Italian Nougat, Italian Macaroons
Price list and samples free to the Grocers

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL.
Established 1876
Telephone Main 1581.

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs Importers
& Exportateurs & Exporters
Pois et Feves Peas and Beans
Produits Alimentaires Food Products
ST. NICHOLAS BUILDING, MONTREAL

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL.

J. Russell-Murray Co., Limited
IMPORTERS
RICE: American, Patna, Siam, Rangoon, MOLASSES, SPICE, JAMAICA GINGER, Granada Nutmegs, Pepper, Cassia, and all Tropical Products.
0 St. Nicholas Street Montreal

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & C
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West,
TORONTO.

Merchandise Brokers — Manufacturers Agents
WE COVER CANADA
LOGGIE, SONS & CO.
32 Front TORONTO — St. West CANADA

E. N. & W. E. SOPER
Manufacturer's Agents and Commission Brokers
63 SPARKS ST., OTTAWA.
Warehouse and Distributing.
Efficient Sales Staff.
Detail Work.
Service our Specialty.

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

D. W. Clark & Sons
248 Avenue Road
TORONTO
Grocery Brokers and Commission Agents
We invite correspondence from Domestic or Foreign manufacturers who desire to secure proper distribution.

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

J. R. Wilson & Company
BROKERS
EXPORTERS IMPORTERS
Dried Fruits—Food Products
27 Wellington Street East
TORONTO, CANADA
Invite correspondence from manufacturers and shippers interested in Canadian market.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

When Answering Advertisements Please Mention **Canadian Grocer**

Standard Goods Win Abiding Trade

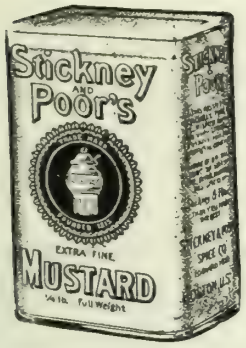
Cottam Bird Seed

The Standard of Bird Keepers and Grocers Since 1881

"Extra Fine"

that is just what you are getting when you order

STICKNEY & POOR'S
"Extra Fine"
MUSTARD



A Standard Product for More Than a Century

Your co-operating servant,
"MUSTARDPOT."

STICKNEY & POOR SPICE COMPANY
1815 Century old - Century honored 1922
HALIFAX
Mustard - Spices - Seasonings

MR. GROCER! MR. BUTCHER!

Spring is here! Spring means warm weather and the approach of summer! Summer is a whole season of heat, and heat is what makes a

EUREKA

REFRIGERATOR A NECESSITY

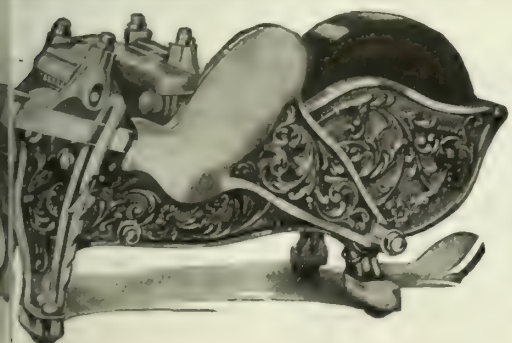
Without the perfect refrigeration that you get only in Eureka Refrigerators, the grocer or butcher or dairyman cannot get the most profit with the least trouble and worry from his business —particularly his "perishable foods" business.
But with a Eureka to look after your refrigeration for you, you can go through the summer with perfect satisfaction, greater sales and greater profit and less trouble.
Write us for prices and free illustrated literature and place your order early so we can give you prompt shipment.

Eureka Refrigerator Co., Limited
Head Office & Factories: Owen Sound
Branches: Toronto, Montreal, Hamilton

Kolacafé REGD.

The Essence of Perfect Coffee

If your Wholesale grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.



A SEALER that Seals

A Time and Money Saver

Guaranteed for 1 year

Write for descriptive circular

NADIAN NASHUA PAPER CO. Ltd.
PETERBORO, ONT.

Walter Woods Limited

WILLOW
CLOTHES
BASKETS

Hamilton - and - Winnipeg

ROBERTSON'S MARMALADES

Trancanada,
March 16th, 1922.

Dear Mr. Grocer:

I was in your store yesterday, and was very glad to see that you had got in some of Robertson's Marmalades. I had been getting Robertson's Marmalades from the corner Grocer, opposite you, but you know I have been dealing with you for years and am glad you have got Robertson's Marmalades in your store again. Please send me over a four pound tin to-day.

The Children like Robertson's Marmalades the best. It is good for them during the Spring months and they ask for Robertson's. I find there is no waste with Robertson's Marmalades. It is as easy to get the last spoonful out as the first and none of the Marmalade sticks to the side of the tin.

Robertson's Golden Shred and Scotch Marmalade are simply delicious.

I hope you will be having their new line of Orange Jelly. It is lovely goods and is a nice change and costs the same as Golden Shred Marmalade.

Yours truly,
HOUSEWIFE.

Selling Agents:

C. L. Marshall & Co.,
Gooderham Bldg.,
Front St., Toronto.

J. W. Gorham & Co.,
Simpson Bldg.,
Halifax, N.S.

L. A. MacNab & Co.,
City Club Bldgs.,
St. John's, Nfld.

The Smith Brokerage Co.,
St. John, N.B.

C. & J. Jones, Winnipeg, Western Agents including British Columbia.

An Easter Message

IF THERE IS ONE TIME IN THE YEAR MORE THAN ANOTHER WHEN AN ATTRACTIVE WINDOW IS NECESSARY IT IS AT EASTER.

We want to help increase your sales by making your store attractive. This Easter we have arranged to supply our customers with an Easter Window Display WHICH HAS NEVER BEFORE BEEN EQUALLED BY ANY CANADIAN FOOD HOUSE.

MAPLE LEAF BRAND and GUNN'S GOOD FOOD will be the outstanding story at this Easter time.

If you have not already arranged for Gunn's Easter Trim write or telephone NOW as our supply is limited. It will not only attract passers-by to your establishment but WILL INCREASE YOUR SALES to regular customers.

Gunns LIMITED

West Toronto, Ontario

Window Dressing Department

"Let Gunns YELLOW and BLUE be a GUIDE for you this Easter."

MAKES YOU FIT

KEEPS YOU FIT

"KKOVAH"

HEALTH SALT

is recognized by all go-ahead retailers as one of the most consistent and profitable sellers. There's

SATISFACTION IN EVERY TIN

That is the "Reason Why" it is to be found in the majority of homes throughout Canada.

Its Quality, Purity and Health Restoring Properties are highly appreciated, consequently it has a steady and ever-increasing sale.

The Good Quality Never Varies

Manufactured by

SUTCLIFFE & BINGHAM, LTD.

TORONTO, Ont. MANCHESTER, Eng.

DISTRIBUTED IN CANADA BY

LANGLEY, HARRIS & COMPANY, LIMITED

Winnipeg TORONTO Montreal

From whom Prices and Particulars can be obtained

Another CHRISTIE Special

CHRISTIE'S "DIGESTIVE" BISCUIT

¶ Selected whole wheat scientifically ground and treated and combined by the Christie process, with other tasty ingredients has produced the REAL health biscuit.

¶ Christie's "Digestive" is not a coarse "Brany" tasting biscuit and while containing all the necessary values for a perfect health food has a very pleasant and delicious flavor.

¶ This "Digestive" is the result of many tests in our factory and we can say that it has been perfected. It has had remarkable success with particular merchants and customers and we believe your trade will appreciate it.

Seventy-two years of leadership in the Canadian biscuit industry has made Christie's the best known line in Canada. You are not experimenting with Christie's, you are securing the best biscuits that can be made and biscuits that have an international reputation for consistent quality.

CHRISTIE, BROWN & CO.
LIMITED
TORONTO, CANADA

SALT PLANT, WINDSOR, ONT.

The Finest in the Empire

The purest and best salt made—the Windsor Brand—comes from the finest and most modern salt manufacturing plant in the British Empire. No salt is so well known and so easy to sell as

WINDSOR BRAND

Windsor Table Salt
(for general household use)
Regal Table Salt
(free-running—in cartons)
Windsor Dairy Salt
Windsor Cheese Salt

All orders receive careful and prompt attention.

The Canada Salt Co., Limited
Windsor, Ontario

BERTRAND'S

IMPORTED FRENCH
ALIMENTARY PASTES

Are acknowledged to be the best.

Macaroni, Vermicelli, Spaghetti, Alphabets, Coquilles, Noodles, etc., etc.

During the war their four factories at
LYONS, GRIGNY, Le HAVRE & CHALON
FRANCE
worked day and night for the French Government supplying the armies.

Sold by all leading Grocers in the Dominion

Sole agents for Canada and the United States:

HENRI JONAS & CO.
173-177 St. Paul St. West, - MONTREAL

OLD CITY
PURE MAPLE SYRUP

Of the highest quality produced in the famous Beauce district which has, for many years past, acquired a world-wide reputation.

Packed in one, half and quarter gallon cans.
Also packed in reputed Quart and Pint Bottles

Representatives:

Richardson & Green, Ltd.,	Winnipeg, Man.
E. B. Nettelfield & Co.,	Toronto, Ont.
D. Stewart Robertson,	Ottawa, Kingston and Brockville, Ont.
J. A. Tilton, Ltd.,	St. John, N.B.
J. T. Poulin,	Montreal.
A. J. Oake,	Halifax, N.S.

OLD CITY MANUFACTURING CO., LIMITED
QUEBEC QUEBEC

The Right Match
The Right Methods
The Right Price

WE KNEW we could please the public. Maple Leaf Matches are proving that. We need the dealer.

We measured the conditions that existed

EIGHTY PER CENT. of the consumer demand was for Nos. 4 and 5 matches—family size.

Of these the counts ran slightly over 400 and carried a FIVE CENT stamp. Others ran considerably less than 400 and carried a FOUR CENT stamp.

We asked the Trade

We learnt that, first, there was room for great improvement in the quality of matches and that the dealers wanted a superior quality, an honest count and a reasonable price.

Therefore, instead of packing practically 500 Maple Leaf quality under a 5c stamp, and charging for the additional stamps and matches, we are packing 400 of this superior quality of these longer, stronger, better matches under a 4c stamp, which gives the consumer more value in a box of matches than does the few added matches of "ordinary" quality under 5c stamps.

Quality is the First Thought with Match Users

There are "cheaper matches" sold dealers at "cheaper prices" which he sells at a cut, thereby making no extra profit but taking all added grief.

Gladly, we leave it all to you and suggest only that a match is meant to be a LIGHT, and every match in a MAPLE LEAF box is a positive light.

Buy through your Jobber.

Different and Better Cost No More

THE
Canadian Match Co.,
Limited

TORONTO - MONTREAL - WINNIPEG

A COMPLETE CANADIAN DISTRIBUTING SERVICE

Now Representing the Following Lines

Arnold Bros.,	New York City
Burton Son & Saunders,	Ipswich, England
Biet Fils & Aine,	Salon en Provence, France
Carey & Co.,	Alicante, Spain
Clarke, Nichols & Coombs,	London, England
G. A. Duerler Mfg. Co.,	San Antonio, Texas
Finsler & Hearn, Ltd.,	London, England
Gill & Duffus,	London, England
F. C. Gooding Co.,	London, England
Midland Vinegar Co.,	Birmingham, England
Geo. Nelson Dale & Co.,	Warwick, England
Sparagnapane, G. & Co.,	London, England
Stavanger Preserving Co.,	Stavanger, Norway
Ed. Sharpe & Sons,	Maidstone, England
J. H. Vassasseur & Co.,	Colombo, Ceylon
W. R. Wilkinson & Co.,	Pontefract, England
California Crushed Fruit Co.,	Los Angeles, U.S.A.

We Invite Your Enquiries

W. G. PATRICK & COMPANY, LIMITED

—IMPORTERS AND DISTRIBUTORS—

Toronto — Montreal — Halifax — Winnipeg — Vancouver

316,277 lbs. in one week

In the tea business many different blends appear in the spotlight of publicity, are advertised and are claimed to be the best, but with few exceptions soon disappear when their claims are not justified. Not so with "SALADA" however. For thirty years it has been gaining in public favour day by day.

"SALADA" is the best, and the proof is, in how much the public buy. From March 6th to March 11th, 316,277 pounds of "SALADA" Tea were sold, which was not out of the ordinary. People demand reliability in what they buy. The reliability of "SALADA" quality, purity and delicious flavour is guaranteed by the reputation of the greatest tea firm in North America.

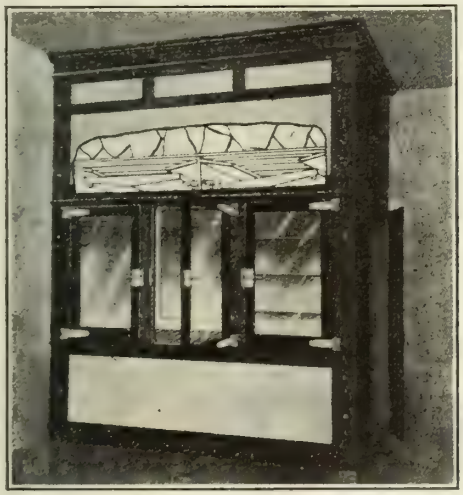
PUSH "SALADA" AND SATISFY YOUR CUSTOMERS!

Freight prepaid on orders of 60 lbs. or more.

"SALADA"

"SALADA" is guaranteed to sell, or your money refunded.

"THE BEST TEA INVESTMENT ON THE MARKET"



ARCTIC
NEW CONSTRUCTION REFRIGERATOR
(PATENT APPLIED FOR)

Here is a better refrigerator for storing meats. It has a new type of ice-box that eliminates the troubles of cleaning the pans and making repairs when needed. This new construction makes—

Cleaning the ice-box easy.

Economical repairs as lower pans can be completely and easily removed.

Perfect circulation of cold, dry air.

The exterior design is particularly pleasing and makes a handsome addition to any store. The features of this refrigerator will instantly appeal to the up-to-date Butcher, and the price is attractive. Write for particulars.

JOHN HILLOCK & CO., LIMITED
154 George Street, Toronto

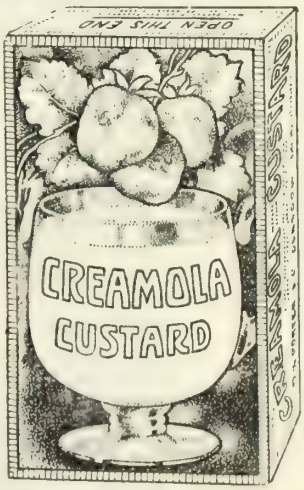
AGENCIES:—E. L. Stailing, Granville St., Halifax; A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks Street, Ottawa; J. McMillan, 280 Main Street, Winnipeg; Western Butchers' Supply Company, Regina, Sask.

CREAMOLA
The "Queen" of Custards
(MADE IN SCOTLAND)

Creamola is considered the best Custard made wherever it is sold.

You may offer **Creamola** to your most critical customers with entire confidence.

They will demand it afterwards.



Creamola Food Products, Ltd.
GLASGOW, SCOTLAND
Canadian Representative:
DONALD F. PORTER
170 Portland St. (Phone Adel. 7704) TORONTO

Away from the Beaten Track

The whole selling idea behind Victory Canned Products is **different!**

Our advertising campaign of big spaces and strong, illustrated appeals, drives home the group-buying idea, urging every customer to keep a row of Victory meals on her shelf. The fundamental idea, however, is the **quality**—Victory Canned Products are made from choice meats, government inspected.

A flood of orders has greeted our travelers on their first week out. The response to their complete explanation of the plan shows that our selling campaign idea is **effective!**

Keep a shelf of

Victory

Pork and Beans
Lunch Tongue
Compressed Corned Beef
Corned Beef Luncheon
Beefsteak and Onions
Roast Beef
Cambridge Sausage.

Keep a row of Victory meals on your shelf

NATIONAL CANNED MEATS LIMITED, TORONTO, CANADA 33

Good Tea Builds Business

PEOPLE expect the tea they buy from you to be good. If it is common bulk tea complaints of quality will reflect directly on your store.

If you sell Red Rose Tea your customers will give you credit for selling a brand of tea of established reputation.

Red Rose Tea has been nationally advertised for 27 years and your customers know it will be good because each package bears our name.

Let Red Rose Tea take care of your tea business, and you'll have more time for other things.

T. H. Estabrooks Co., Limited

St. John, N.B. **Toronto** **Winnipeg**
Montreal **Calgary**

Merchants handling "Our" Brooms never have customers complain about run over brooms

and there's a good reason why. Only the finest corn selected by experts is used in making our brooms and they're made short and plump right from the centre out, well pressed into shape and well sewed. Under the hardest usage they never lose their shape, never wear off on the corners and lop over like many brooms, but **hold their shape throughout their long life.**

If you want to sell brooms that will guarantee you 100% satisfaction and good profits, you will handle only Waterloo Broom & Brush Company brooms.

STANLEY	BEAVER	CANUCK
5 string, fancy corn, all selected stock, polished handle. The broom worth while.	5 string, good quality house broom, popular weight. Stands up to every test.	4 string, from cheaper stock, well made, and worth the price. Above the average in quality.

Waterloo Broom & Brush Co., Ltd.

Waterloo, Ont. **Phone 286**

The Quality Boot Polish

IS UNQUESTIONABLY

"Kiwi"

KEE WEE

AGENTS

Anglo-British Columbia Corporation, Ltd.,
Riggs-Selman Buildings,
Pender Street, Vancouver.

G. W. Price & Company,
Lombard Bldgs., 70 Lombard Street,
Toronto, Ontario.

Kiwi Polish Co. Pty., Ltd.,
London, Eng.

There are many good boot polishes on the market—but only one "KIWI." Its great and rapidly-growing reputation is based on that best of all testimony—the glowing praises of the user.

It never varies in the smallest degree from its original high standard, hence it can be safely recommended.

When a Woman Buys Mustard

In nine cases out of ten she asks for either

COLMAN'S

or

KEEN'S

If you don't carry these lines you may sell her some other brand **once,** but you won't get her permanent custom. She wants Keen's or Colman's because they can be relied on for quality and strength.

Don't lose customers!—Order a supply of the mustards most women prefer.

COLMAN-KEEN (Canada) Ltd.

520 KING STREET WEST - TORONTO

THE NATIONAL DESSERT of CANADA

NO HOME SHOULD BE WITHOUT IT

CANADIAN GROCER

Vol. XXXVI. TORONTO, MARCH 24, 1922 No. 12

Asks Customs Protection for Retailer

Hand Basket and Suitcase Importer of Groceries Goes Unchecked at Border Points, Declares Merchant in Border Town—"Is Not the Retailer Entitled to Protection?" He Asks

By a Merchant in a Border Town

PERHAPS you are satisfied with what business you are doing, but do you realize that you could, o doubt, do at least 25 per cent. more usiness, if the hand basket and suit ase importer of groceries and other ttle things was checked up a little? Ve say just a little. No, we are wrong, ecause it used to be just a little, and ow a little thing has grown to be a ery big thing.

We have been making a study of this tuation for some time past, and have ought that it is rather a peculiar tuation that the retailer should be ig-ored in this way, when, so far as we now, they are entitled to this (Cus-oms) protection. Not only is the mer-ant being robbed of a business he is ntitled to, but the government is also eing deprived of a revenue it is en-tled to. If not in duties collected, then additional taxes paid by the mer-ants to the government on the in-reased business.

Think and Act

Think over the following—but don't ly think, action should be taken.

1st. Is the retail merchant entitled to he same customs protection as the anufacturer?

2nd. Did you ever stand at a point of try, at the busy time, and watch the ople get off the train or boat or bridge d see one after another go past the stoms officers with a smile and say roceries" and pass on? Groceries ems to be the by-word for many other ings, but why should the groceries the "by-word" and the grocer be e goat?

3rd. Are the customs officials in your wn a fine bunch of good fellows to e whole community, and is that their b, to be a good fellow, or are they pposed to protect the home merchant, holesaler and manufacturer?

4th. Can things be carried over to e States in this fashion?

5th. Should the wholesalers interest emselves in this matter or is it for e retailer to fight out?

How would you like to hear a conver-tion of this sort, and it is the truth?

"Don't you bring any of your things from .....?"

"Why no, I never bother."

"You could save a lot of money if you would. Why one Saturday we brought over $34.00 worth of groceries and meat in my machine."

"What did you buy so much for?"

"Oh! we were having a little party that week and then I bought quite a few things for Mrs. ..... also, and then, of course, my wife won't have to run over to ..... this week. I absolutely refuse to buy anything in ..... now especially since the exchange is nearly normal. Last winter when it was 15 and 18 per cent. why it was alright, but nothing doing now."

It so happened that the party with whom this patriotic citizen was talking was a very good customer of ours, so we have watched the outcome of this conversation and have noticed that this good customer is now carrying a suitcase and is buying very little groceries from us, never before doing this. This is just one example which we were fortunate or unfortunate to overhear.

Shall we get together and get our due?

Is it up to the grocer to do it alone?

Or, is it a matter of the butcher, grocer, drygoods merchant, shoe store and paint dealer?

Or, better still, is it a situation which should be handled by the retailers of the above lines together with the wholesalers?

Can the Canadian Grocer get these people together?

* * * *

WHAT THE R. M. A. FINDS

Discussing this matter with W. C. Miller, Ontario secretary of the Retail Merchants' Association, he declared that the efforts of the association to eliminate this evil had been more or less hampered by lack of co-operation. Mr. Miller has communicated with the Minister of Trade and Commerce asking for more inspectors in the next few weeks, in view of the likelihood of increased buying on the American side during the Easter season.

However, Mr. Miller asserted that the association had found that very frequently some of the merchants' wives in border cities were some of the chief offenders in buying on the American side. He told of an instance where the wife of a member of parliament had been held up by one of the women inspectors, and subjected to an examination, resulting in her having to pay duty. A great "holler" was made by this member because of his wife's experience, and consequently some of the inspectors were taken off.

It was also pointed out that border city merchants very often get business from American people, which they thought evened up what went to the American side. In spite of the various contentious aspects that have worked against a satisfactory solution of the "evil," Mr. Miller stated that the association was making every effort to have it wiped out.

More Inspectors Not Needed

Commenting on the request that has been made for more inspectors, this merchant who has introduced the subject, declares that it is not more inspectors that are needed, but more care on their part. "We do not need more officers," he remarked. "It is the absolute neglect of the customs officers now on duty that permits so much buying on the other side. If these officers would do their duty, and people were made to pay the duty, there would perhaps be not so much buying done.

"Border merchants do get a nice business from the American people during the summer months, but we have been told time and time again that they had to pay duty on a pail of jam, etc. However, that is not the point, and if things keep on the way they are, it is going to ruin more than one merchant.

"We seriously hope that the retail merchants will get together on this question, and do something worth while in correcting what is a serious matter for them. The government is always trying to find a way to get more money and the merchant is the one, as well as the manufacturer, who has to pay."

Seldom is Salt Asked for by Brand

Some Merchants Say a Few Customers Mention Brand, Others Say None, But Generally Speaking, Practice is Rare—Almost Half Retailers Interviewed Stock But One Firm's Products—Majority of Others Buy and Sell Two Makes

HOW customers buy salt in retail stores makes an interesting subject. There are those who claim that when the housewife orders salt she always specifies the brand she wants. On the other hand, there are those who declare that salt is never purchased by brand, that simply a sack or a carton of salt is asked for.

The only way to get at the facts of the case is to interview the men who sell the salt.

Canadian Grocer recently got in touch with some 32 retail grocers in Ontario with a view to finding out how salt is actually bought and sold in the retail store. Information was secured from such centres as Barrie, Chatham, Dundas, Dunnville, Ottawa, Perth, Peterborough, Renfrew, Smiths Falls, Sturgeon Falls, etc. Summarizing these interviews it is seen that there are three brands on the market that constitute the bulk of the salt sales in the 32 stores. We might call these No. 1, 2 and 3.

Some 24 retailers handle No. 1 brand; about a dozen handle No. 2 brand; some 6 or 8 No. 3, and there two or three who handle a different brand from the above.

There are 8 that buy and sell brand No. 1 exclusively; three buy No. 2 brand exclusively, one No. 3 and one a fourth brand.

In most of the other instances the majority buy and sell salt made by two manufacturers. Only one or two handle three kinds.

In no instance do all customers of a merchant ask for salt by brand name. In some cases merchants say that no customer asks for it by brand, and in other cases some purchase it this way.

What Barrie Merchants Say

To go more into detail: In Barrie information was secured from three merchants. One sells two makes. He reports that some customers ask for salt by brand name. The second handles one firm's make exclusively and a different one from the above. All their customers are given this brand. They report that very seldom does a customer ask for salt by name. A third dealer in Barrie sells but one make and this is same as dealer No. 2. He states that none of his customers ask for salt by brand.

In Brigden, Ont., a merchant there sells but one brand. This again is different from the two exclusive brands handled by two of the Barrie merchants. This dealer says that none of his customers order by brand name and that none of them ever ask for any other line than the one he gives them.

A merchant in Burgessville says as follows: "My customers invariably ask for salt—no brand named." Usually he handles but one make although sometimes he will purchase a second.

Situation In Chatham

From information received from four merchants in Chatham, it is seen that all four sell the same brand. Two of them stock this line exclusively; the other two also sell two other lines. One of the latter says that brand No. 1 is his big seller, whereas the other states that brand No. 2 is what he sells most of.

One of the four states that some of his customers ask for salt by brand names; a second states that few ask for it in that way; a third that none ask for it by brand name; and the fourth, who is an exclusive dealer in one brand, says that his customers generally ask for that particular brand.

From a Combermore merchant comes the information he only sells one make of salt, and finds that only "sometimes" do customers ask for salt by brand name.

"Just Salt" Is Asked For

A Dorchester retailer sells most of his salt in 100 lb bags and in barrels and he buys in half car lots. He also sells some loose salt as well. He stocks only two brands—more of No. 2 than No. 1. "Just salt," he says is all his customers ask for and he supplies one brand or the other.

Some of the customers of a merchant interviewed in Dundas show a preference for one particular line. This is practically the only line this store handles, although occasionally they have sold a second make, but at present none of this is in stock.

A Dunnville merchant sells No. 1 and No. 3 brand. Sometimes he purchases No. 2. Customers seldom mention name of any brand when buying it. Another Dunnville merchant sells two kinds, one being a sack salt of one make, and the other a carton of another make. He says that if any customers show a preference for a particular brand they do not notice it.

Salt In The Capital City

Five Ottawa grocers give some interesting information. They all but one handle make No. 1. One of them is now selling his first case of No. 2, but up to the present has only handled the one brand. The second merchant sells only brand No. 1. The third does the same. The fourth sells an entirely different brand from any of the merchants above mentioned and sells this kind exclusively. The fifth merchant sells No. 1 and No. 3, but at present he is featuring the same brand as the merchant just above-mentioned, because of the fact that he claims it can be put into store 15 per cent. cheaper than any other. The whole five Ottawa merchants say that none of their customers show a preference for any particular brand. The fifth merchant adds that they scarcely ever specify the brand.

One or two merchants in Perth feature one make and state that very few customers show a preference for any brand although the free running salt in the cartons is sometimes asked for by brand name. The second Perth merchant stocks No. 1 and No. 2, with sales in the same order. Some customers ask for the former by its name.

Experiences of Peterborough Grocers

One of six Peterborough dealers stocks exclusively No. 3 make. Some customers ask for this line occasionally by name. The other Peterborough merchants handle various brands, some giving preference to one and some to another. Most of them state that a few customers will call for salt by name but that the majority do not show any preference. They leave this to the discretion of the merchant.

A Pembroke dealer stocks two lines, No. 1 and No. 2, but sells very little of No. 2. He says that customers as a rule do not show any preference. A Renfrew merchant stocks only one brand, No. 1. None of his customers, he says, buy by name. A Smiths Falls merchant stocks No. 2 and No. 3, whereas a competitor stocks No. 1 and sometimes No. 2. One says that some customers ask for salt by name whereas the other says "seldom."

A Sturgeon Falls dealer sells only No. 1. Very few customers show a preference. In fact this merchant says that "none of them order it by brand name."

The above investigation gives a close-up on how salt is bought by the customer and sold by the merchant in the retail store. It indicates the confidence customers place in their grocer, the majority purchasing without question the kind of salt the dealer stocks. It demonstrates the close contact between the dealer and his customers.

A Grocer Must Have Quick Turnovers

Quotes Special Prices on Some Lines to Attract Increased Business, But Every Article Must Show a Profit—Sells Eight Dozen Tins of Fruit in Three Days, and 125 Hams on a Saturday

"A GROCER has to have a quick turnover these days if he is going to make any money," remarked H. Lawson, manager of the Powell grocery store in Dundas, Ont., to a Canadian Grocer representative the other day. "He has to sell goods, and sell them all the time," he added. Discussing the point as to whether the merchant is wise, who quoted reduced or "cut" prices in order to get a greater volume, Mr. Lawson expressed the opinion that every line should show a profit, but he did believe in making prices of "leaders" sufficiently attractive to get business. "You simply have to have the volume," he reiterated, "if you are going to make the grocery business a success. The merchant must turn his stock over quickly. He cannot afford to keep goods lying on his shelves for an indefinite period.

"We turn our stock over fifteen times in the year. We watch our stock very closely, and see to it that we have no dead lines. We always take stock on the first of January, and then we take stock again on the first of April. Few merchants perhaps would follow a plan of stock-taking such as this, but we like to know how the business has gone in the first three months of the year. This period is usually the slowest. Trade is always more active in the Spring and Summer months, as it is also towards the end of the year. We find then that if we have made an increase in sales in the first quarter, we will be all right for the balance of the year. Maintaining sales in the first three months requires special effort, and must be accomplished through increased selling effort. Quick turnovers are essential."

Plans That Are Followed

Through advertising in the town paper and through circularizing the people as well, together with calling on the customers both at their homes, as well as on the telephone, the Powell store goes after increased business. "We send soliciting salesmen out every morning," Mr. Lawson stated, "and then there is a certain number of people we call on the telephone. Window and store displays are also features of this store's plan to increase sales. We get direct results from window displays, and showing goods on the counter with a little selling talk by way of suggestion to the customers, usually is productive of sales. We are not afraid of the competition of the 'chains,' and their presence in the town has not resulted adversely in our business.

15 Cases of Oranges a Week

"We sell on an average in this store 15 cases of oranges, including various sizes, during the course of a week." Near the front of the store, where it is bound to meet the eye of the customer as he or she comes in, is an arrangement of fruit bins for the display of citrus fruits. Mr. Lawson declares that this display is the means of selling a great many oranges for him, to say nothing of grapefruit and lemons. "We keep the bins well supplied at all times," he said, "and oranges are constantly before the people."

Taking certain lines, concentrating selling effort on the same, and thus increasing the turnover of the products, is not a new thing in the grocery trade, but the staff of the Powell store has been signally successful in this regard, according to reports of special "drives." Not long ago, Mr. Lawson told the Canadian Grocer representative, he bought a number of fresh picnic hams, at what he considered was a good price. He advertised them, and put them on sale for Saturday. He sold on this occasion one hundred and twenty-five hams, which he thought was very gratifying. Another time he sold ten dozens of brooms in two days. He purchased these brooms from a concern at an attractive figure for the entire lot, and everyone who came into the store or who gave an order to the Powell store in the two days were sold brooms.

Eight Dozen Tins in 3 Days

At the time when the Canadian Grocer representative was in the store, Mr. Lawson was displaying on the counter a brand of preserved plums of reputable quality. By merely suggesting a tin of these plums to the customers, he had sold eight dozen of them in three days. When the salesmen went out to solicit orders in the morning they took a sample can along with them. Mr. Lawson had bought eighteen dozen tins of these plums, and he counted on selling them all within the week. As an aid to their sale, Mr. Lawson had also opened a tin and placed the contents in a sealer on the counter, where everyone might see the quality of the product.

Mr. Lawson during the period of declining markets, brought down his prices in line with the lower quotations. In this connection, he instanced the case of a certain jelly powder. Immediately the wholesaler brought down his price, he did likewise. He had to take a loss on some of his supply, but the entire stock of approximately five gross was sold in less than a fortnight and on the whole he averaged 18 cents per dozen, profit. He did not advertise the line on this occasion, but made a window display of them, and the salesmen sold them when taking orders on their daily calls.

The Powell store gives its patrons a systematic service of delivery. Four waggons are used and all parts of the town are covered at regular intervals of the day. Business is largely done on a credit basis, and losses as a result represent only a minimum amount.

Business Ethics

By Rotarian W. G. Patrick, of the W. G. Patrick & Co., Ltd., Toronto.

PERHAPS a number of our readers will remember a few years ago, when we were having our Rotary meetings in the Carls Rite Hotel, our good Rotarian, Bert Trestrail, standing up to make a speech before his departure to join up with the American Forces. The reception he received was such that when he rose to make the speech he was quite overwhelmed, although he was able to say he was sorry, because he had such a good speech ready. In undertaking to write this article, I thought it would be a comparatively easy matter, but, like Bert Trestrail, I have become overwhelmed with the feeling that it is impossible for me to do justice to such a big subject. However, I will try to do the best that I can under the circumstances.

As Rotary is the "heart throb" of service for the benefit of humanity, an importer has to be the shock absorber between the buyer and the seller. The definition of an importer is—One who imports direct from countries of production or from fundamental markets of the world, either in raw products or the finished article, to his home country. That is to say, an importer, while representing his principals or agents in the country of production, when bringing forward shipments and selling at a definite laid down cost, has to be responsible to his buyer.

The Golden Rule, as mentioned in last week's article, is most applicable to the importer's business, and, if anything, a little more so.

(a) To be successful it is necessary to have the goodwill of your employees, let them feel that they are a part of the organization, and, if possible, let a feeling of enjoyment of their work be sus-

Continued on page 33

Canadian Tariff as Applied to Grocery Lines in General

THE TARIFF as applying to food products, groceries and grocery sundries, is given in detail on this and following pages. The Canadian Tariff on these various products is cited under three heads, namely, British Preferential, Intermediate and General Tariffs. The British Preferential tariff of course applies to commodities from British possessions. In this connection it might be stated that goods from the West Indies have a preference tariff of not less than 50 per cent. with the exception of tobaccos, cigars, cigarettes, spirituous or alcoholic liquors, and any other articles specified in Schedule A. of the West India trade agreement.

The Intermediate tariff applies to countries that have been the most favored in tariff matters by Canada. These include the Argentine Republic, Colombia, Denmark, France, and the French Colonies, Japan, Norway, Russia, Spain, Sweden, Switzerland and Venezuela.

The General tariff applies to countries, where no special reduction is accorded and are not British possessions nor particularly favored nations as in the Intermediate tariff list.

Duty on Containers

When the weight of a tin container is not included in the weight for duty, the container then is subject to duty, provided it is capable of holding liquid. This, of course, is on goods subject to a specific rate of duty. In this case where containers are subject to duty, the British Preferential tariff is 15 per cent., the Intermediate tariff 22½ per cent. and the general tariff is 25 per cent. Barrels are subject to duty. For instance in the case of syrups and molasses, barrels are subject to a duty of 17½ per cent. under the British Preferential tariff, 22½ per cent. under the Intermediate tariff, and 25 per cent. under the General tariff.

Excise Tax on Sales

The excise tax on sales or as it is commonly known, the sales tax, is 2½ per cent. to the wholesaler who is importing for resale to the retail trade, but to the retailer importing direct or to the consumer, this sales tax is 4 per cent. The sales tax shall not apply to sales or importations of: bread, flour, and oatmeal, when in packages weighing not less than 8 pounds each; animals living; live poultry; meats and poultry; fresh milk, including buttermilk, butter cheese, oleomargarine, margarine, butterine, and other substitutes for butter, lard, lard compound and similar substances made from animal or vegetable stearine or oils; eggs, vegetables, fruits, grains and seeds in their natural state, hay, straw, hops, nursery stock, chicory, raw or green, bees, honey, sugar, molasses, other farm produce sold by the individual farmer of his own production, ice, fish and products thereof not canned or medicated, materials for the use solely in the manufacture of oleomargarine or any other substitute for butter or lard or for the production of cottolene.

The following are the various food products and the duties levied on the same under the different heads:—

	British Preferential	Intermediate	General Tariff
Arrowroot, per lb.	½ ct.	1½ cts.	1½ cts.
Butter			
Butter, per lb.	3 cts.	4 cts.	4 cts.
Butter produced from the cocoa bean, per lb.	1½ cts.	2 cts.	2 cts.
Biscuits			
Biscuits, not sweetened	15 p.c.	22½ p.c.	25 p.c.
Biscuits, sweetened	20 p.c.	30 p.c.	30 p.c.
Baking Powder			
Baking powder, the weight of the package to be included in the weight for duty, per lb.	4 cts.	5 cts.	6 cts.
Cheese			
Cheese, per lb.	2 cts.	3 cts.	3 cts.
Cocoa and Cocoanuts			
Cocoa shells and nibs	7½ p.c.	10 p.c.	10 p.c.
Cocoa paste or liquor and chocolate paste or liquor, not sweetened, in blocks or cakes, per lb.	4 cts.	5 cts.	5 cts.
Cocoa beans, not roasted, crushed or ground, per one hundred lbs.	Free	75 cts.	75 cts.
Cocoa paste or liquor and chocolate paste or liquor, sweetened, in blocks or cakes, not less than two pounds in weight, per lb.	4½ cts.	5½ cts.	5½ cts.
Preparations of cocoa or chocolate in powder form	27½ p.c.	35 p.c.	35 p.c.
Preparations of cocoa or chocolate, n.o.p., and confectionery, coated with or containing chocolate, the weight of the wrappings and cartons to be included in the weight for duty, per lb.	1½ ct.	1½ ct.	1½ ct.
and	22½ p.c.	35 p.c.	35 p.c.
Cocoanuts, n.o.p., per 100 lbs.	50 cts.	100 cts.	100 cts.
Cocoanuts, when imported from the place of growth, by ship, direct to a Canadian port, per 100 lbs.		75 cts.	75 cts.
Cocoanut, desiccated, sweetened or not, per lb.	5 cts.	6 cts.	6 cts.
Copra or broken cocoanut meat, not shredded, desiccated or prepared in any manner, per lb.	Free	¾ cts.	¾ cts.
Coffees and Chicory			
Chicory, raw or green, per lb.	2¼ cts.	3 cts.	3 cts.
Chicory, kiln dried, roasted or ground, per lb.	3 cts.	5 cts.	5 cts.
Coffee, extract of, n.o.p., and substitutes thereof of all kinds, lb.	5 cts.	7 cts.	7 cts.
Coffee, roasted or ground, and all imitations thereof and substitutes therefor, including acorn nuts, n.o.p., per lb.	3 cts.	5 cts.	5 cts.
Coffee, roasted or ground, when not imported direct from the country of growth and production, per lb.	3 cts.	5 cts.	5 cts.
and	7½ p.c.	10 p.c.	10 p.c.
Coffee, green, imported direct from the country of growth and production, and green coffee purchased in bond in the United Kingdom, per lb.	2¼ cts.	3 cts.	3 cts.
Coffee, green, n.o.p., per lb.	2¼ cts.	3 cts.	3 cts.
and	7½ p.c.	10 p.c.	10 p.c.
Cereal Foods of All Kinds			
Milk foods, n.o.p.; prepared cereal foods, in packages not exceeding 25 pounds weight each	20 p.c.	27½ p.c.	27½ p.c.
Prepared cereal foods, n.o.p.	15 p.c.	17½ p.c.	20 p.c.
Dutiable breadstuffs, grain, flour and meal of all kinds, when damaged by water in transit or prior to importation to Canada	15 p.c.	22½ p.c.	25 p.c.
Beans, n.o.p., per bushel	15 cts.	22½ cts.	25 cts.
Peas, n.o.p., per bushel	10 cts.	12½ cts.	15 cts.
Buckwheat, per bushel	10 cts.	12½ cts.	15 cts.
Buckwheat meal or flour, per 100 pounds	35 cts.	45 cts.	50 cts.
Pot, pearl, rolled, roasted or ground barley	20 p.c.	27½ p.c.	30 p.c.
Barley, n.o.p., per bushel	10 cts.	12½ cts.	15 cts.
Cornmeal, per barrel	20 cts.	22½ cts.	25 cts.
Oats, per bushel	7 cts.	9 cts.	10 cts.
Oatmeal and rolled oats, per one hundred pounds	40 cts.	50 cts.	60 cts.
Rye, per bushel	7 cts.	9 cts.	10 cts.

Rye flour, per barrel	33 cts.	45 cts.	50 cts.
Wheat, n.o.p.,	Free	Free	Free
Wheat when imported from a country which imposes a customs duty on wheat grown in Canada, per bushel	8 cts.	12 cts.	12 cts.
Wheat flour and semolina when imported from a country which imposes a customs duty on wheat flour or semolina manufactured in Canada, per barrel	30 cts.	50 cts.	50 cts.
Eggs			
Eggs, per doz.	2 cts.	2½ cts.	3 cts.
Fruits			
Apples, per barrel	60 cts.	90 cts.	90 cts.
Apples, dried, desiccated or evaporated, and other dried, desiccated or evaporated fruits n.o.p.	17½ p.c.	22½ p.c.	25 p.c.
Dates and figs, dried, per one hundred pounds	40 cts.	55 cts.	55 cts.
Blackberries, gooseberries, raspberries, strawberries, cherries and currants, n.o.p.; the weight of the packages to be included in the weight for duty, per lb.	1½ cts.	1¾ cts.	2 cts.
Cranberries and fruits, n.o.p.	17½ p.c.	22½ p.c.	25 p.c.
Pears, quinces, apricots and nectarines, n.o.p., per 100 lbs.	35 cts.	45 cts.	50 cts.
Plums, per bushel	20 cts.	20 cts.	30 cts.
Melons, each	2 cts.	2½ cts.	3 cts.
Prunes and dried plums, unpitted; raisins and dried currants, per pound	½ ct.	2-3 ct.	2-3 ct.
Dried or evaporated bananas, per lb.	Free	½ ct.	½ ct.
Grapes, per lb.	1½ cts.	1¾ cts.	2 cts.
Oranges, shaddocks or grape fruit and lemons, per cwt.	50 cts.	100 cts.	100 cts.
Limes	Free	10 p.c.	10 p.c.
Peaches, n.o.p., the weight of the package to be included in the weight for duty, per 100 lbs.	67 cts.	90 cts.	100 cts.
Fruits preserved in brandy, or preserved in other spirits, and containing not more than forty per cent. of proof spirit in the liquid contents thereof,	60 p.c.	60 p.c.	60 p.c.
Fruits preserved in brandy, or preserved in other spirits, and containing more than forty per cent. of proof spirit in the liquid contents thereof, per gallon	300 cts.	300 cts.	300 cts.
and	30 p.c.	30 p.c.	30 p.c.
Fruits in air-tight cans, or other air-tight packages, n.o.p., the weight of the cans or other packages to be included in the weight for duty, per lb.	1¾ cts.	2½ cts.	2½ cts.
Jellies, jams, preserves and condensed mince meats, per lb.	2¾ cts.	3¾ cts.	3¾ cts.
Preserved ginger	25 p.c.	35 p.c.	35 p.c.
Honey, in the comb or otherwise, and imitations thereof, per lb.	2 cts.	2½ cts.	3 cts.
Fish			
Mackerel, per lb.	½ ct.	¾ ct.	1 ct.
Herrings, pickled or salted, per 100 pounds	35 cts.	45 cts.	50 cts.
Salmon, fresh, pickled or salted, lb.	½ ct.	¾ ct.	1 ct.
All other fish, fresh, pickled or salted, per lb.	½ ct.	¾ ct.	1 ct.
Fish, smoked or boneless, per lb.	½ ct.	¾ ct.	1 ct.
Anchovies, sardines, sprats and other fish, packed in oil or otherwise, in tin boxes, the weight of the tin box to be included in the weight for duty:—			
When weighing over twenty ounces and not over thirty-six ounces each, per box.	3½ cts.	5 cts.	6 cts.
When weighing over twelve ounces and not over twenty ounces each, per box	2½ cts.	4 cts.	4½ cts.
When weighing over eight ounces and not over twelve ounces each, per box	2 cts.	3 cts.	3½ cts.
When weighing eight ounces each or less, per box	1¼ cts.	2 cts.	2½ cts.
Fish preserved in oil, n.o.p.	20 p.c.	30 p.c.	35 p.c.
Dried fish, per lb.	½ ct.	¾ ct.	1 ct.
Salmon and all other fish, prepared or preserved, including oysters, n.o.p.	17½ p.c.	27½ p.c.	30 p.c.
Oysters, shelled, in bulk, per gal.	7 cts.	9 cts.	10 cts.
Oysters, shelled, in cans not over one pint, including the duty on the cans, per can	2 cts.	2½ cts.	3 cts.
Oysters, shelled, in cans over one pint and not over one quart, including duty on cans, per can	3 cts.	4½ cts.	5 cts.
Oysters, shelled, in cans exceeding one quart in capacity, including the duty on cans, per quart..	3 cts.	4½ cts.	5 cts.
Provided that a fraction over a quart shall be computed as a quart for duty purposes under this item.			
Oysters in the shell	17½ p.c.	22½ p.c.	25 p.c.
All other articles the produce of the fisheries, n.o.p.	15 p.c.	20 p.c.	25 p.c.
Glue			
Glue, liquid, powdered or sheet, and mucilage, gelatine, casein, adhesive paste and isinglass	17½ p.c.	25 p.c.	27½ p.c.
Hops			
Hops	4 cts.	6 cts.	7 cts.
Lard			
Lard, lard compound and similar substances; cottolene and animal stearine of all kinds, n.o.p. per lb.	1½ cts.	1¾ cts.	2 cts.
Meats			
Meats, fresh, n.o.p., per lb.	2 cts.	2½ cts.	3 cts.
Canned meats, canned, poultry and game, extracts of meats and fluid beef not medicated, and soups of all kinds	17½ p.c.	25 p.c.	27½ p.c.
Meats, n.o.p., per lb.	1½ cts.	1¾ cts.	2 cts.
Macaroni and vermicelli, per 100 pounds	75 cts.	100 cts.	125 cts.
Condensed Milk			
Condensed milk, the weight of the package to be included in the weight for duty, per lb.	2½ cts.	3¾ cts.	3¾ cts.
Condensed coffee with milk	25 p.c.	35 p.c.	35 p.c.
Nuts			
Nuts of all kinds, n.o.p., including shelled peanuts, per lb.	1 ct.	2 cts.	2 cts.
Nuts, shelled, n.o.p., per lb.	3 cts.	3 1-3 cts.	4 cts.
Olives.			
Olives in brine, not bottled	20 p.c.	27½ p.c.	30 p.c.
Potatoes			
Potatoes when imported from a country which imposes a customs duty on potatoes grown in Canada, per bushel	12½ cts.	20 cts.	20 cts.
Potatoes dried, desiccated or otherwise prepared when imported from a country which imposes a customs duty on such articles produced in Canada	15 p.c.	30 p.c.	30 p.c.
Pickles, sauces and catsups, including soy	25 p.c.	32½ p.c.	35 p.c.
Poultry and Game.			
Poultry and game	12½ p.c.	17½ p.c.	20 p.c.
Rice			
Rice, cleaned, per 100 lbs.	50 cts.	65 cts.	75 cts.
Rice bran	12½ p.c.	17½ p.c.	17½ p.c.
Rice flour, sago flour, cassava flour, tapioca flour, and rice meal, per lb.	¾ ct.	1 ct.	1 ct.
Sago and tapioca	17½ p.c.	25 p.c.	27½ p.c.
Spices			
Ginger and spices, unground, n.o.p.	10 p.c.	12½ p.c.	12½ p.c.
Ginger and spices, ground, n.o.p., per pound	3 cts.	3 cts.	3 cts.
and	7½ p.c.	10 p.c.	10 p.c.
Nutmegs and mace, whole or unground	12½ p.c.	17½ p.c.	20 p.c.
Nutmegs and mace, ground	20 p.c.	27½ p.c.	30 p.c.
Mustard, ground	17½ p.c.	25 p.c.	27½ p.c.
Starch			
Starch, including corn starch, potato starch, potato flour and all preparations having the qualities of starch, the weight of the package to be included in the weight for duty, per lb.	1 ct.	1½ cts.	1½ cts.
Salt			
Salt, n.o.p., in bags, barrels and other coverings, per 100 lbs.	Free	6½ cts.	7½ cts.
Bags, barrels and other usual coverings, used in the importation of the salt specified in this item	Free	25 p.c.	25 p.c.
Salt, in bulk, n.o.p., per 100 lbs.	Free	4 cts.	5 cts.

Sugar			
All sugar above number sixteen Dutch standard in color, and all refined sugars of whatever kinds, grades or standards, testing not more than eighty-eight degrees by the polariscope, per 100 pounds	179 cts.	239 cts.	239 cts.
And for each additional degree over eighty-eight degrees, 100 lbs.	1 ct.	1 1-3 cts.	1 1-3 cts.
Provided that fractions of five-tenths of a degree or less shall not be subject to duty, and that fractions of more than five-tenths shall be dutiable as a degree.			
Sugar, n.o.p., not above number sixteen Dutch standard in color, sugar drainings or pumpings drained in transit, melado or concentrated melado, tank bottoms, sugar, concrete, and molasses testing over fifty-six degrees and not more than seventy-five degrees by the polariscope, per 100 lbs.	87½ cts.	111¼ cts.	111¼ cts.
And for each additional degree over seventy-five degrees, 100 lbs.	¾ ct.	1¼ cts.	1¼ cts.
Raw sugar as described above when imported to be refined in Canada by Canadian sugar refiners, to the extent of the quantity of sugar refined during the calendar years 1912 and 1913, by such refiners from sugar produced in Canada from Canadian beet-root under regulations by the Minister of Customs, per 100 lbs., testing not more than seventy-five degrees by the polariscope	88 cts.	88 cts.	88 cts.
And per 100 lbs. for each additional degree over seventy-five degrees.	¾ ct.	¾ ct.	¾ ct.
Provided that sugar imported under this item shall not be subject to special duty.			
This item to expire December 31, 1914.			
Syrups and Molasses			
Molasses produced in the process of the manufacture of cane sugar from the juice of the cane without any admixture with any other ingredient, when imported direct from the place of production or its shipping port, in the original package in which it was placed at the point of production and not afterwards subjected to any process of treating or mixing, testing by the polariscope not less than thirty-five degrees, nor more than fifty-six degrees, under regulations prescribed by the Minister of Customs, per gal.		2½ cts.	3 cts.
Molasses of cane, testing by polariscope under thirty-five degrees but not less than twenty degrees, per gal.	Free	1½ cts.	1½ cts.
Maple sugar and maple syrup	15 p.c.	17½ p.c.	20 p.c.
Glucose or grape sugar, glucose syrup and corn syrup, or any syrups containing an admixture thereof, per 100 lbs.	40 cts.	55 cts.	62½ cts.
Syrups and molasses of all kinds, the product of the sugar-cane or beet, n.o.p., and all imitations thereof or substitutes therefor, per 100 lbs.	35 cts.	45 cts.	50 cts.
Shredded sugar cane	12½ p.c.	17½ p.c.	17½ p.c.
Sugar candy and confectionery, n.o.p., including sweetened gums, candied peel, candied pop-corn, candied fruits, candied nuts, flavoring powders, custard powders, jelly powders, sweetmeats, sweetened breads, cakes, pies, puddings, and all other confections containing sugar, the weight of the wrappings and cartons to be included in the weight for duty, per lb.	½ ct.	½ ct.	½ ct.
and	22½ p.c.	35 p.c.	35 p.c.
Soaps and Shoe Blacking.			
Soap, common or laundry, per 100 pounds	65 cts.	90 cts.	100 cts.
Castile soap, per lb.	1 ct.	1 ct.	2 cts.
Soap powders, powdered soap, mineral soap, and soap, n.o.p.	22½ p.c.	32½ p.c.	32½ p.c.
Shoe blacking; shoemakers' ink; shoe, harness and leather dressing, and knife or other polish or composition, n.o.p.	15 p.c.	25 p.c.	27½ p.c.
Teas			
Tea imported direct from the country of growth and production, and tea purchased in bond in the United Kingdom, per lb.	7 cts.	10 cts.	10 cts.
When in wrappings, cartons or other packages weighing five pounds or less, the weight of the wrappings, cartons or other packages to be included in the weight for duty.			
Tea, n.o.p., per lb.	10 cts.	10 cts.	10 cts.
and	10 p.c.	10 p.c.	10 p.c.
When in wrappings, cartons or other packages weighing five lbs. or less, the weight of the wrappings, cartons or other packages to be included in the weight for duty.			
Tobaccos			
Tobacco, unmanufactured, for excise purposes under conditions of the Inland Revenue Act	Free	Free	Free
Cigars and cigarettes, the weight of cigars to include bands and ribbons, and the weight of cigarettes to include the paper covering, per lb.	410 cts.	410 cts.	410 cts.
and	25 p.c.	25 p.c.	25 p.c.
Cut tobacco, per lb.	95 cts.	95 cts.	95 cts.
Manufactured tobacco, n.o.p., and snuff, per lb.	90 cts.	90 cts.	90 cts.
Tallow			
Tallow	15 p.c.	17½ p.c.	20 p.c.
Tomatoes			
Tomatoes, fresh	20 p.c.	27½ p.c.	30 p.c.
Tomatoes and other vegetables, including corn and baked beans, in cans or other air-tight packages, n.o.p., the weight of the cans or other packages to be included in the weight for duty, per lb.	1 ct.	1¼ cts.	1½ cts.
Vegetables, n.o.p.	15 p.c.	27½ p.c.	30 p.c.
Yeasts			
Compressed yeast, in bulk or mass of not less than 50 lbs., per lb.	2 cts.	2½ cts.	3 cts.
Compressed yeast, in packages weighing less than 50 lbs., the weight of the package to be included in weight for duty, lb.	4 cts.	5 cts.	6 cts.
Yeast cakes, the weight of the package to be included in the weight for duty, per lb.	4 cts.	5 cts.	6 cts.

How Canadians Line Up In The Different Industries

FROM THE standpoint of the manufacturer, the wholesaler and the retailer, the occupation of Canadians is an important and interesting subject. The greater proportion of the people are engaged in agricultural pursuit. Statistics show that 933,735 are engaged in farming or in branches of that industry. The next important industry is manufacturing which commands the attention of 491,342 people. Trade and merchandising is third in the list with 283,087 followers. The table shown herewith indicates something of the development of Canada, particularly when the order of importance of the different industries is noted. Combine the employees in the building trade, manufacturing and merchandising and there is a bigger total than that of the agricultural workers.

Industries in which Canadians are engaged and the number of workers in each are as follows:

Agricultural, 933,735; manufacturers, 491,324; trade and merchandising, 283,078; building trades, 246,201; transportation, 217,544; domestic and personal service, 214,012; professional, 120,616; civil and municipal government, 76,604; mining, 62,767; forestry, 42,914; fishing and hunting, 34,812, and pupils at schools and colleges, 1,873,611.

Turn the Light on Your Business

Editor of Canadian Grocer Addresses Gathering of Grocers in Sarnia, Ontario, on Some Phases of Present Day Methods of Doing Business—A Lively Discussion Follows

(Continued from last weeks issue).

The town of Alliston has a population of 1,400. The stores are all situated on one street. The business section of this street is about a block and a half long. And it is not all stores at that. There are two garages and a couple of hotels. Hutchinson & Foster have a grocery store in one of the blocks. The trade of this store is just regular groceries and if I were to tell you the turnover of that store, some of you merchants here no doubt would smile and say you would starve to death on such small annual sales.

But let me tell you, gentlemen, that Hutchinson & Foster two years ago started a creamery on the profits of the grocery business. They were able to do this simply because they knew their accurate costs and instead of fooling themselves that they were making a profit, they were actually doing it.

Their records show what every invoice of goods cost to sell. And they are able to set a selling price that will give them a just and fair profit. I might say also that Hutchinson & Foster was one of the first stores I know of who were making an effort to convince their customers that prices were down considerably from the peak. You are all more or less familiar with the attitude of the public about a year ago, complaining that merchants were holding up the high prices when the wholesale prices had been reduced. Hutchinson & Foster didn't wait for their customers to complain, but when markets commenced to fall, they immediately followed. To convince their customers that they were doing so, they placed a large card showing the present price and the old. Mr. Hutchinson told me they naturally lost considerably money on the stock on hand, but they quickly turned it over and next lot was therefore bought at the lower basis.

Prices Do Not Always Count

I have tried to explain clearly the importance of knowing the accurate cost of operating a business by using the experience of other merchants that I have run across in calling upon them personally.

There is another side to the question of prices, and that is the selling side. Once you have decided what the selling price should be, the next thing is to sell that article. The first point in selling is to get the customer interested in that article. One method, of course, is price. Price, however, does not count with some people so we must think of some other method. Therefore, we decide that the soundest method to adopt in getting a customer's interest in our merchandise is to tell them something interesting about that particular article which we are endeavoring to sell. The quality may be a little better. There may be a novel way of serving it at the table or something else especially interesting pertaining to the article that would create a desire to take some of it home.

If it is a jar of jam you are offering, you could point out that the fruit is not boiled to a pulp, destroying the flavor, but it is cooked just sufficiently to bring out the natural flavor and the berries are retained whole. You could probably say that the price is a little higher than some other brands, but the value is there.

Have any of you merchants tried to sell a can of shrimps, other than just shrimps? Did you ever tell your customers that shrimps are delicious heated and creamed, and that served in that way poured in the centre of a platter, surrounded with tender green peas, that it makes a dish fit for the gods?

Do you sell lemons as just lemons? Or do you make your customer's mouth water for a lemon pie? Put the suggestion of a lemon pie in the mind of your customer and no doubt you will also sell a package of corn starch, a dozen eggs or something else that is needed to make that lemon pie.

Do I hear someone say that it takes too much time to sell that way? Of course it takes time. Anything that is worth while takes time, but you must bear in mind that every time you suggest the sale of one article you are also suggesting the sales of one or more other articles to go with it.

Every time you sell a package of macaroni you likewise sell other goods that are used in the preparation of a dish of macaroni.

When you sell a pound of cheese, do you suggest that you have just received a fresh shipment of biscuits? Or do you just say, it is a nice day and let it go at that?

Did you ever stop to consider the number of times a day you have told customers it is a nice day, or whatever the weather happened to be, when she was waiting for her change or wrapping up a parcel?

That took time, didn't it?

Why not change this a little and instead of saying so much about the weather, which she knows about anyway, tell her something interesting about a new line you have put in stock. You can tell it in such a way that she will not feel that you are pressing her to make a sale, but the first thing you know, she will be walking out with an extra parcel under her arm, with a smile on her face, well contented with her purchase.

Impressing the Customer

A short time ago, Beattie & Co., Stratford, found they had ten cases of apricots, which were not moving very fast. These apricots cost a fairly high price. The selling price must be sixty cents a pound to allow a profit. A box was opened and placed on the counter. The fruit was a good size, bright and clean. A few sales were made, but they were not going fast enough. Apparently the price of sixty cents was scaring the customers from buying. But Beattie did not want to cut the price to make them sell. He felt that he was justified in asking sixty cents, because that price represented his cost and a profit to himself. One day he took a half pound home, soaked them over night and had them cooked the next day. He then dumped them into a nice glass bowl, took them to the store, placed the bowl on the counter next to a freshly opened box of apricots, and commenced to tell his customers about them. He told them about how apricots would swell to double the size after soaking, and demonstrated his arguments by the bowl of cooked fruit. His selling talk was so convincing that apparently customers forgot all about the high price and in two weeks the entire ten cases were cleaned up.

George Werrett, Simcoe, Ont, endeavors to be the first in his town to introduce new lines of goods. For instance, a short time ago he put in a stock of new cake flour. He had a cake made from this and put it on the counter with a number of packages around it. By having customers taste the cake he was able to introduce this new line into practically all the homes of his regular customers. On a line of this character good customers seldom question the price as they are not familiar with the product, and do not know what the regular price of it should be. I have often heard retailers tell travelling salesmen introducing new lines, to get their firm to create a demand for them and then they would stock them. That, I think, is a big mistake. The retailer, who prides himself on being a real merchant, is continually watching for the new lines he knows he can sell. He is the first in his locality to introduce it to his customers. If this product has merit they tell their friends and so his store becomes headquarters for that particular product.

(Continued on page 40)

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Make Them Pay the Duty

MERCHANTS in the border towns and cities on the Canadian side complain of the negligence of the customs inspectors, thus permitting people in these places to shop at their will in American cities. They bring their purchases back into their Canadian homes without any fear of being held up, or of having to pay the duty. A retailer in a certain Canadian town on the border, writing to Canadian Grocer, declares that groceries are bought to an alarming extent by people in this place, on the American side. The claim is made that if the inspectors at the points of entry, were more diligent in their efforts to check up these people, and make them pay the duty which rightfully they should, there would be more shopping at home.

It would seem that the only way for the merchants in these border municipalities to wipe out this unfair competition is to join forces in impressing upon the federal government the necessity of a more rigid adherence to their duties, on the part of customs inspectors. Merchants at these several points should take the matter up with their federal members, and enlist their co-operation in an endeavor to counteract the nuisance now complained of. An even more effective way would be for these border merchants to get together a strong and representative deputation to wait upon the Prime Minister and the Minister of Trade and Commerce at Ottawa. A strict inspection by all customs officials and a levying of the proper duties, according to the statement of retailers in these Canadian towns, would have the desired effect.

Oriental Immigration

THE WARM individual feeling against the Oriental flood that is fast swamping the white population on the coast, crystalized about a year ago in the organization of the Asiatic Exclusion League which demands the immediate stoppage of all Oriental immigration into Canada. The membership quickly mounted to 17,000 members but the whole association was too unwieldy to function effectively.

Among the matters that will be discussed at the next executive meeting of the R. M. A. B. C. Board will be the reorganization of this effort. It is proposed to consider the present league as a unit of seventeen thousand members and then to form a master league of this organization and all other organizations that wish to come in as organizations. Organized labor has already signified its willingness to enter as a body. Likewise the farmers, and it will be carried to every organized body, regardless of the nature of their object in organizing, be it commercial, social, fraternal, industrial, etc.

It is proposed that each member organization will contribute $50 per month, which will permit of the league sending organizers throughout the Dominion to awaken interest in the menace that influx of those who cannot assimilate with Canadians, really means. Then speakers will also be brought from California, which state, more than any other, knows what unimpeded Oriental immigration will ultimately mean.

As one of the officers said, "it is time that each organization wakes up to the fact that a mere 'resolution' needs to be backed by wholehearted support and real 'money'." The retailers are among the greatest sufferers on the coast by reason of the competition offered by the Oriental, whose low standard of living is slowly but surely dragging the white man down to Asiatic levels—or suffer complete eclipse as a merchant.

Which One will Survive?

WHEN THREE grocery stores, planned along the same lines, similar in interior and exterior appearance, with the same slogan, "Lower Prices" and all within two blocks of each other, start out to commandeer the grocery trade in one locality, something must happen. Just what the final outcome will be it is hard to say but for the present it has meant three exceedingly clean, well equipped and sanitary looking grocery stores. There is a striking resemblance to them all, even to the signs on the windows and the character of the window displays.

There are two results of this keen competition, as far as the grocery trade is concerned. One is good for the trade and the other is dangerous. It has certainly meant more earnestness in the grocery business in this section. Not only these three grocers, but others in the vicinity seem to have wakened up suddenly to the fact that the public appreciate clean well kept stores with good service.

From this competition, too, there is likely to be a dangerous result. Already some of the other grocers in the vicinity have felt it. The public stand by and smile while the grocers fight out their battle, which may result disastrously. One grocer two blocks away from the scene of the combat said to Canadian Grocer representative, "Things are pretty quiet with me. I wanted to change my business from a credit system to a cash plan this spring but these other fellows are 'cutting each other's throats.' The cash trade is going to the cash stores, while I have to hold to my credit system. There is a class of trade that cannot take advantage of low prices for cash and that is what I am getting. I couldn't enter the fight. It is crazy. It would soon ruin me, so I am just waiting till one or the other must quit."

It is possible that this grocery is right? Must one or the other of these fine looking stores, a credit to the grocery business, go because they are fighting each other? Surely there is some other ground on which competition may be fought besides on prices. There is and that cannot be too strongly emphasized—quality and service. There is no doubt that these three stores in question all have ample facilities, capable management and appreciative customers with which to carry on a healthy competition on the basis of quality and service, with prices that will not mean ruin to one or the other or to the other legitimate grocers.

The Much Taxed Match

THERE IS perhaps no article more taxed than the universally used match. There is an excise tax of one cent per hundred matches or fraction thereof, so that if a box contains between 400 or 500 matches, there is an excise tax to be paid by the consumer of 5 cents on the box, collected by the manufacturer from the wholesaler, from the retailer. Matches are usually put up three boxes to a package making a total of 15 cents on such a package to be passed along and borne eventually by the consumer. Therefore on one-third of the retailer's investment in matches, he realizes no profit whatever. This amounts to millions in a year for the coffers of the government.

In addition there is the sales tax the wholesaler must pay to the manufacturer of 1½ per cent., and another 1½ per cent. to be paid by the retailer to the wholesaler. This makes a total of 3 per cent. that the government also secures.

Detailed Expenses is Only Safe Way

Merchant Must Know His Own Actual Conditions, and Must be Careful to Put Down Everything in the Way of Expenses—Eternal Watchfulness is the Price of Success

By HENRY JOHNSON, Jr.

A MAN asks me for "an easy system" whereby the ordinary grocer may get at his expenses. Maybe it will appear that there is no easy way. If so, just that much will have been learned by my readers. But here goes for brass tacks.

Like charity, this work must begin at home, right in the grocer's own store. Regardless of what he may hear from outside, he must know his own actual conditions. The primary, fundamental, vital facts with which he must be intimately acquainted before he can hope to get started at anything else are the following:

Actual amount of business—that is, sales for any given period.

Actual expenditure for rent, wages, heat, light, power, insurance, taxes, deliveries if any made, advertising, wrapping paper, bags, twine, egg boxes, etc. office supplies and expense.

Repairs and replacement of equipment, depreciation on equipment, telephone, ice and cold storage, interest, losses from bad debts and other miscellaneous expenses.

Not only do all these expenditures belong in any grocer's calculations but, as he goes on digging into the facts of his business, he will realize that these are only the beginning of what he has to know and think of. So let us analyze these a bit.

Rent is what is paid to occupy the business premises. If he owns the building, this is determined by what he could rent it for to another.

Get in a Salary For The Boss

Wages must contain not only what is paid out to others in money, but a sum sufficient to cover all the proprietor's personal expenses for living and incidentals—all that the "old man" costs the business. Let nothing tempt you to sidestep this issue. Everywhere men are running along with no account on their books to cover their own cost to the business. Yet it must be apparent to them that what they spend out of the business to which they devote their whole time is expense to that business. If that is not expense, I have never had an explanation of what it can be called. If this is faced as expense, you accomplish two things: You know what you are doing, and, because you set a definite figure, you are apt to economize on expenditure to keep within that limit.

Delivery is a costly thing. Be sure you get into this account everything. Include not merely gas, oil and direct repairs, but get in all replacement charges—everything. No harm if you swell it a little, for this is a deceptive account.

"Don't do any advertising," you say? Put into this item not only money spent for newspaper space and circulars, but all donations, contributions and expensive service rendered the woman's club or the W. C. T. U. or Ladies Aid, for these things are contributed to promote good will or avoid ill will, hence are advertising. Get 'em all in.

Office supplies and expenses are often left out because you think that a pencil here and there, a few stamps and a little stationery "don't cut any ice." If you keep track for a while you may be surprised to find how much these items cost. Same with repairs and replacements on equipment.

Depreciation Must be Faced Squarely

Get all depreciation into your accounts. A counter may last fifty years. I have used counters for forty years which were more than twenty years old when purchased—and they were perfectly good. But scales, bins, bag holders, trucks, scoops, faucets and other tools depreciate so quickly, and such a large portion of them is lost, that the safe average is 10% a year.

When it comes to delivery equipment, the shrinkage is fully 20 per cent. annually. That is not excessive, but conservative. You want to play safe. Get these items in.

Don't imagine you can avoid the charge for interest. I have gone into that so often that I shall only say here that every dollar you use costs you exactly what you would have to pay for its use at the bank. Put it another way. It costs you exactly what you could get for it if you were to loan it on good security. Think that over and you will see it is so. Therefore, charge into your expense account either six or seven per cent. a year on your average capital, depending on the going rate in your locality.

Now, when you have gone over these items and listed each honestly, fully, without flinching or blinking any of the hard facts of your case, you are traveling on the only safe track, for you have begun to know where you are at. Now add liberally to "other miscellaneous expenses" all you can think of, not included above,—and **then some**—and you will be ready for your first big fact: The percentage of your expense in relation to your sales.

After you have added all these items together, covering a given period of, say, six months or a year, divide the total by your sales for that period and you will have your percentage of expense.

Having learned something of the average expenses of grocery stores, you will have your first mark to shoot at. For if you find that the average expense is, say, 16½ per cent. and yours is 19 per cent., you will have to inquire whether your expense is too high considering the kind of business you are doing. Simply because it is higher than the average, your cost may not be higher than it should be, but the presumption is strongly against it and you must seek diligently either to find how to reduce it or the justification of its altitude.

For example, the average expense shown in that bulletin is 16.5 per cent., with 13 per cent. stated as the figure attained by the more efficient stores. Yet there are many very prosperous stores which operate on 17 to 19 per cent. and even more.

Next you must analyze each factor of expense. Wages have long been considered as safe at between 8 per cent. and 10 per cent. and in this first tabulation you will find an average for all wages of 10 per cent. with a standard for the more efficient stores of apparently 6 per cent. It will be mighty instructive for you to find how closely your own wages—total, inclusive of your own, remember—approximates any of these standard figures.

Rent ranges from three-tenths per cent. to over four per cent. with an average of 1.3 per cent. The standard of the more efficient stores is down to eight-tenths per cent. But one of the most successful grocery stores I know of in the entire country has a rent expense of 2.2 per cent. So it is plain that one must know his own facts and figures before he can determine whether his business is in an unhealthy or healthy condition.

Eternal Watchfulness

A proverb, attributed to the Scotch, reads: "Eternal Vigilance is the Price of Liberty." Phil Armour paraphrased that to "Eternal vigilance is the price of This Thing"—meaning his packing business. However you read it, the idea is the soundest possible; for it is the man who is on the job always, mentally and physically, who reaps the reward of full success.

The work is endless. There is something new every day. As you study you will sense how things ramify into all kinds of by paths and how you must follow then continually. But the reward

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CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Quebec

D. Lorne McGibbon, director of Atlantic Sugar Refineries, Montreal, returned to the city last week after an absence of several months in Europe.

The trade will be sorry to hear of the serious illness of Mrs. Langlois, wife of Chas. Langlois of Montreal, who is president of Gunn & Langlois Co., Ltd.

Wm. C. Leckie, vice-president of E. W. Gillett Co., Ltd., was in Quebec City, March 16th and 17th, calling on wholesale grocers and the company's Quebec representative, Emile Gauthier.

C. Ritz, the local manager of Robin Hood Milling Co., Montreal, who has been traveling in the West Indies with the Canadian Manufacturers' Association representatives' returned to Montreal this week.

Ontario

W. O. Harvil has taken over a general store business at Harwood.

Wright's Grocery have opened a store at Smith's Falls, Ont.

J. L. Scobie has commenced business with a store at Smith's Falls, Ont.

W. D. Robinson has entered the grocery business at Sandwich, Ont., at 568 Sandwich street.

H. L. Stewart, St. Mary's Ont., has sold his grocery business to the Dominion Stores, Ltd.

Mrs. Cunningham, who has for some years conducted a grocery store at Glamis, has sold the store and stock to Bert Greer of Glamis.

V. B. Powis, formerly of Toronto and Montreal, has been appointed by Lord Leverhulme as joint general manager of the Niger Co. in London, England.

Robert Haverstock, for many years a grocer in London, passed away the other day. He was 72 years of age and had been in the grocery business many years.

At a meeting of the Retail Merchants' Bureau, in Owen Sound, the other night, it was decided to observe Wednesday half-holiday during the months of May, June, July, August and September.

Donald Urquhart for many years in the milling business in Thamesville, and afterwards in Hensall, passed away at his home in Hensall on Thursday last. He is survived by his widow and two sons.

William Roos, senior member of Randall and Roos, wholesale grocers for many years, in Kitchener, Ont., passed away at his home last week. He was in his 80th year. He is survived by his wife, three daughters and one son.

R. G. DAVIES

Who has been appointed field service director for the Provinces of Ontario and Quebec for the Ruggles Motor Truck Company, London, Ont. Mr. Davies' duties will be strictly confined to the service side of the business. He will not in any way represent the sales department of the company

A West Toronto Business Men's Association was formed at a meeting in this district of Toronto, the other afternoon. The following officers were elected: President, Morley Chisholm; vice-president, H. N. Joy; secretary, John R. Sheppard; treasurer, R. J. Johnston; committee. David Guffin, chairman, A. Miles, Neil Felker, F. E. Sheppard, George Miles, Arnold Smith, Charles Rowntree and Edward Johnston.

Hon. P. C. Larkin was presented with a handsome silver rose bowl on Saturday last, it being the combined gift of the employees of the three Salada plants, situated at Toronto, Montreal and Boston. The presentation was made by P. J. Thomas. Hon. Mr. Larkin was also guest at a dinner given in his honor in Montreal recently, when the three chief speakers were Sir Lomer Gouin, Minister of Justice, Sir Frederick Williams-Taylor, head of the Bank of Montreal, and W. M. Birks, president of the Board of Trade.

H. Harris, who for the past three years has been representing in Toronto, Small's Limited and their successors, Consolidated Maple Incorporated, Montreal, has severed his connection with this firm and is now representing Home Food Co., Ltd., manufacturers and packers of syrups and molasses, etc.

The merchants of Meaford have taken a stand against the donation nuisance, and have signed a petition refusing to buy tickets, subscribe or make donations at their places of business. Persons desiring to solicit subscriptions or donations or sell tickets must first apply to the committee for their approval. G. G. Albery, H. Helstrop and Geo. Brown were the committee appointed.

CONDITIONS STILL UNSETTLED IN THE OLD LAND

A. Newsome, vice-president of Sutcliffe and Bingham, Ltd., manufacturers of Khovah products, has returned to Canada from England, where he spent the past five months, during which time he visited the company's plant and investigated the market in the Old Land. He found conditions over there still unsettled, wth a good deal of unemployment and dissatisfaction with the system of doles. The effects of the coal strike are still evident, and the prospect of engineers and machinists going out is not helping to improve matters. As far as his own business is concerned, Mr. Newsome reports an active demand in the Old Land for these products. He finds business on this side too, very good, and is particularly optimistic as far as trade in this country is concerned.

DETAILED EXPENSES IS ONLY SAFE WAY

(Continued from page 31)

is sure. You will get there surely and safely. Moreover, the work becomes so fascinating that it will become a pleasure by itself. That is why men far past the need for further earnings or money-making go on with the work. They love it so well they cannot quit.

And if in all this I can help any of you, write and tell me. I am here for just that purpose.

NEW GOODS

The Pure Gold Manufacturing Co., of Toronto, Winnipeg and Halifax, have just brought out a new jelly package in an attractive color design which is to be standardized on some of their other products.

Letters to the Editor

Tax on Matches

Editor, Canadian Grocer:

Sir: Our attention has been called to the fact that the public are being consistently trimmed on matches in the country. Take for instance Eddy's Silent 5s, every one you ask about the number of matches in the box will tell you "500." There is an actual count of from 420 to 450 matches and the public not only suppose they get 500 matches but they pay the government 5c., i. e. 1c. per hundred on matches they never receive, or nearly 3c. excess paid to the government on one package. This not only applies on the 5s but on all other packages and very probably those of other manufacturers as well.

We think this matter should be looked into and we thought you were the proper people to take it up with the manufacturers.

The Spanish Mills Co.

Cutler, Ont.

Editor's Note.—In discussing this question with the manufacturers we are informed that when the silent 500s were put on the market it was with the idea of putting 500 matches in the box but owing to the difference in the size of the wood, it is impossible to always have a uniform number in the box. Sometimes there are 500 matches but the average count appears to be generally under. The manufacturers however do not claim there is an actual count of 500 matches, but the term 'Silent 500s" is used to designate the brand, much the same as tins of jam are described as "4s," and does not necessarily mean there are four pounds of jam in the tins.

In regard to the excise tax on matches the ruling reads that matches shall be taxed one cent per hundred or fraction thereof. So that in a box containing 450 matches the tax is five cents on each box and in the case of the pocket size—which contains about fifty matches—the tax is one cent on each box.

Tact and Humor Help

Editor, Canadian Grocer:

I came across this rather interesting correspondence so am forwarding it to you. A little tact and humor in business go a long way. These letters are said to have passed between a Leeds firm and a County Antrim manufacturing firm. They are as follows:—

Leeds, Eng. Jan. 1, 1922

Gentlemen:

What do you do when a firm owes a small sum of money—2s 8d for instance—and doesn't respond to bills, statements, letters? Do you just charge it off to profit and loss or do you spend another 2s 8d sending them more letters and bills?

The reason we are asking you is that you received from us on Aug. 22 one gross of buttons, and have postponed paying for same. Our first bill was rendered quite some time ago.

Of course we know your credit is, O.K., and that you are good for it, but that does not help us out, if you don't remit.

Won't you kindly attach your cheque, money order, or stamps to this letter, and send it back by return mail? Then you'll feel better, and so will we.

Thanking you, we are yours, etc.

Secretary

Co. Antrim, 2nd February

Secretary,——Ltd., Leeds.

Dear sir:

Received your letter of Jan. 1. In Ireland we are so busy asserting our nationality, inaugurating Sinn Fein, and Unionist Clubs, recruiting Special Police, attending conferences, inquests, making new States, setting up new Governments (we now have four) and deciding which we won't pay income tax to, cursing the Pope, and King William, and fulfilling other religious duties—in fact, doing everything but making money, that a small matter such as you mention in your letter is "invisible" to an Irishman of only ordinary mentality.

Your letter makes us ashamed of ourselves. You are losing your time in the button trade. Your style has a lure that would make your fortune in the legal profession. If ever you grow tired of writing letters, or even "fed up" with life generally, leave Leeds and buttons behind—come to Ireland, the only place in the whole wide world where men are "dying to live in."

We much regret overlooking your firm's statement, and "rise to the bait" by enclosing 3s, being amount due, plus a penance of 4d for our sins of omission.

We are feeling better already. Are you?

Yours, etc.

BUSINESS ETHICS

(Continued from page 25)

tained, rather than making it drudgery. If there is happiness and good feeling there will be good-will.

(b) Satisfaction. Have your staff satisfied in the position which they are occupying. A satisfied mind means better efficiency.

(c) Honor. Be honorable in all things; honesty is the best policy. If a mistake is made, do not hide it, but own up to it.

(d) Punctuality. Be punctual; punctuality is most important, as it avoids pressure and the keeping of others back

(e) Be neat and tidy in all things.

(f) Absence. Do not stay away from your work without sending word to the office. When detained at home and not seriously ill, think about your work and instruct whoever is doing duty for you.

An importer should have definite information of the countries which he imports from, covering conditions of production, labor, wages, inland transportation, methods of packing, also conditions governing shipping from the different ports. He should have a general idea of the methods of banking and be well posted in money values of each country. An importer should be posted on the meaning of different quotations and should be able to give his buyer full information. The importer should know the standing of his shippers and should not deal with those whose integrity is not of the highest.

Confidence between importer and shipper is absolutely necessary. The importer's duties are two-fold—to protect his shipper when markets are against the buyer, and to see that his buyer gets a square deal from his shipper.

In making sales the importer must tell the buyer the whole truth, not keeping back any later conditions that he may know about the market.

An importer should not criticize or compare his methods with his competitor, but should explain to the buyer fully all phases of the purchase, and let the buyer make his own comparison when necessary.

Be fair, be truthful, be honest, in information to your buyers. To put one over is bad business; it is becoming obsolete, help to make it a dead-letter. Be broad in your judgment, sincere, open and above board in your decisions.

Contracts. The buyer must honor his contract after accepting and signing same. Contracts must be plain and honest, without a joker or equivocations. In case of dispute, goods not equal to sample, not up to specifications, etc., arbitration should be made by a board of three, one member appointed by the shipper, one by the buyer and a referee, satisfactory to these two. All members of the arbitration to be members of the one craft or trade.

Difficulties will arise, and that is where Rotary will be able to come into its own. If each individual member representing every classification, by his service, his honesty, his fair dealing, will be a beacon in his community, Rotary will have accomplished for the betterment of the business world a result above all conception.

WESTERN CANADA NEWS

Present Conditions in Grocery Trade Call for Price Maintenance

James Harkness, Chairman of the Grocers' Section, B. C. Board, R.M.A., Declares That in 40 Years' Experience, He Has Never Witnessed Such Price Cutting

VICTORIA, B. C., March 17.—James Harkness, chairman of the grocers' section, B. C. Board, Retail Merchants' Association, and a merchant in Vancouver, recently addressed the grocers of this city on the subject of price cutting.

In the course of his remarks he expressed regret that the conditions existing in the grocery trade to-day should be such as to necessitate the demand for price maintenance. Never in his experience of over forty years, he said, has he known such chaotic conditions, such cutting of prices and such insane methods of doing business as have been, and still are, being practised in this province, and more particularly in this ctiy, Victoria, and in his own city, Vancouver. To itemize such is almost unnecessary. "What is the price of a certain bar of soap?" "28c." "You're dear, I can buy it for 20c." "What is the price of a 4 lb. tin of strawberry jam?" "$1.10." "Oh, I can buy it for 89c." The supposed best price on this strawberry jam, and I am not questioning it, is, on quantities of not less than 5 cases, $11.50 per doz., less 5 per cent. discount, plus 3 per cent. sales tax, which is 93¾c. net, thus a loss to the 89c. seller of 4¾c.

More Necessary in the Retail Trade

It is common knowledge to every grocer, continued Mr. Harkness, that on many lines the wholesalers are protected and penalized—and there have been penalizations—should they sell to the retailer below the fixed prices set by the manufacturers. If then the wholesaler has protection, surely it is no crime, or ought not to be, for the retailer to ask for and have granted the same protection. If necessary in the wholesale trade, how much more necessary is it in the retail trade because, whereas the wholesaler is credited with business knowledge, business ability and business acumen, the retail grocer has to contend with opposition from many who should never be in the trade and who if a standard of qualification was set up would fail miserably in their examination. Many such possess the idea that all that is necessary is to open a shop and in course of time customers will flock their way. Disappointed, they start to cut and slash prices with no profit to themselves and upsetting to their neighbors.

From the moral standpoint is our claim for price maintenance justifiable? asked Mr. Harkness. Are we seeking to secure something to which we are not entitled? The man of the street, through his Union, fixes the price of his labor and will permit none to accept employment at a lower basis than that set. Call the services of a doctor and his fee is so much. I call the services of a different doctor and his fee is the same. Are the two charges coincident? In a Court of law you will find for all services rendered in connection therewith a fixed or standard rate of charges. He who said, "Do unto others as you would that others should do unto you," which is accepted as the highest standard of moral law also said, "the laborer is worthy of his hire." To instance the purchasing of an article at 93¾c. and selling it at 89c. is to my mind sufficient warranty for answering the question in the affirmative and to say it is sound morally and, therefore, justifiable.

Captain Nobbs on Third Trip Around World

Capt. H. Gilbert Nobbs, foreign director, Holbrooks Limited, is in Canada at the present time from Australia on his way to England. He is spending a few days at the Company's offices and plant in Toronto.

Although Capt. Nobbs is totally blind, from being shot in the eyes on the battlefield in France, he travels alone, and is now completing his third trip around the world since the armistice. He makes his headquarters in Sydney, Australia, where the company have two plants and are extending these at the present time.

Dealing with trade conditions in Australia, Capt. Nobbs stated to Canadian Grocer in an interview that the grocery business there was in good position.

"Wages have been maintained," he said, "and people still have the money to buy. The depression began about 18 months ago by falling prices in many lines and curtailing of stocks, but the buying power of the working men continued and the pendulum soon began to swing back. There were no failures among wholesalers and few among retail grocers.

"This has tended to upset things somewhat for manufacturers as other states have made reductions and as some firms put the reduction into effect. There is an election fight going on now and this may serve to clear the air

"Sugar is still controlled by the government of Australia and continues high in price at £49 per English ton of 2,240 lbs. New Zealand had the same rate but recently they reduced the price and a drop is now expected in Australia.

"The price of sugar has a great influence on cost of many food products," he said, "but until labor goes down there cannot be much change in manufactured articles. The labor problem is one of the biggest with which we have to contend."

Capt. Nobbs sails for England next Wednesday on the Celtic from New York, and will start out from there on his fourth trip around the world in June. He will again visit Canada then, and will also go through the United States to San Francisco. When he gets back he will have travelled some 110,000 miles since the armistice was signed.

Western

G. C. Rae is now connected with the Western Grocers, Limited, at their branch office at Regina.

H. M. Perry, Toronto representative of Stroyan-Dunwoody Company, is on a business trip to Winnipeg.

Howard F. Rankin has joined the staff of the Western Grocers, Limited, Winnipeg, and is on a trip to the firm's branch at Yorkton, Sask.

H. P. Pennock & Company, manufacturers' agents, Winnipeg, are enjoying this year their 18th anniversary in business in Western Canada.

Gibson-Paterson, Ltd., have moved and are now located at 171 Market Avenue, Winnipeg, where they have a larger office and warehouse facilities.

The Inter-Colonial Agencies, Ltd., is the new name that has been adopted by Charles Foster and Percy Broadfoot, who bought out the George Holden, Ltd., agency business in Vancouver. While the company has been under the present management for many months, the name was not changed till recently.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

MARKETS AT A GLANCE

THE raw sugar market opened firm during the week. There appeared to be an easier tone in the middle of the week but the week closed with prices again advancing a shade making the price as we go to press 2 3-8c c. & f. New York as compared with last week's price of 2 1-4c c. & f. The market has been fairly active with heavy buying on Porto Rico and Philippine sugars at 3.86c to 3.92c.

The harvesting of the Cuban crop is progressing favorably with two additional centrals grinding making a total of 177 as compared with 189 last year and 188 in 1920. The movement of both old and new crop sugars has been heavy. During the past eight weeks Cuba shipped to all parts of the world 1,125,507 tons.

There is little change in Canadian refined as far as refiners lists are concerned, but there appears to be considerable irregularity in prices quoted by the wholesale trade.

The spot market for nuts continues quiet and unchanged, but statistically the situation is strong with a likelihood for future advances in view of the light stocks held in producing countries.

Canned vegetables maintain a strong tone with some advances on tomatoes and peas while fruits are also firmer in tone. The winter pack of sliced pineapple is practically cleaned up and there are indications for advances.

Cereals, both bulk and packages are firmly held with flour steady. Millfeeds continue scarce under an active demand.

Prunes are becoming rapidly cleaned up at the Coast with prices showing a steady upward tendency. A heavy movement of prunes for consumption is noted and in consequence the spot market is reflecting the stronger condition in primary markets. Evaporated apples are a shade higher while raisins and currants hold a firmer position.

The tea markets throughout have a decidedly strong tone with prices continuing in an upward direction.

QUEBEC MARKETS

MONTREAL, March 22.—The grocery market continues to show more activity with better buying in anticipation of a good Spring season. Prices in general are firm with a strong tone and more confidence in the market is evident. Molasses and corn syrups are unchanged and local wholesalers are ordering molasses for May delivery at a price that would not indicate a drop. Canned vegetables are strengthening with advances in tomatoes and corn that are likely to be permanent. Canned fruits are easy on account of an eagerness on the part of wholesalers to unload. Many new fresh vegetables feature the market with some strikingly high prices. New Bermuda potatoes are quoted at $22 per barrel. Fresh tomatoes are easier in price. Strawberries are advancing but oranges are a little easier. Spys are advanced again. Prunes are stronger and look as though another advance is due. Evaporated apples are advancing and since the small supplies available are held by one organization, the price may be expected to jump quickly. The nut market is quiet but walnuts and almonds are firming up.

CANNED VEGETABLES HIGHER

Montreal.

CANNED GOODS—Canned vegetables show a stronger tone and price cutting has been discontinued. Canned tomatoes 2½'s are advanced $1.80 while Simcoe brand is advanced to $1.75 per doz. Simcoe brand 2's are advanced to $1.40. Lynn Valley tomato soup, 1½'s are advanced to 90c per doz. and 2's are advanced to $1.20 per doz. Libby's tomato catchup in 12 oz. glass is advanced to $2.65 per doz. Corn and tomatoes are particularly strong and it is claimed only one factor outside of the Dominion Canners carrying a stock and this stock is not very large. A general advance in canned vegetables may be expected in the near future in view of the present conditions of stocks. On the other hand canned fruits are weak. Local wholesalers are making special prices on some lines of canned fruits in order to move supplies since some of the stock has been carried over for two seasons. The buying of canned fruits has been particularly dull this season. Sun Kist brand 21½'s large white asparagus is higher at $5.25, an advance of 15c per doz.

CANNED VEGETABLES

Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Do., Refugee	2 10	2 15
Cabbage, Simcoe, 2½s	1 80	....
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 55	1 60
Do., 2s	....	1 40
Do., 2½s	1 80	1 75
Do., gallons	..	6 25
Parsnips, Simcoe, 2's	1 80	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 50
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s	....	3 25
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	..	2 75

Peas, New Pack—

Standard, 2-lb.	....	1 82½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80

CANNED FRUITS

Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 60	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz	4 00	4 95
Do., gals, doz.	....	18 50
Cherries, red, pitted, heavy syrup, doz., 1	....	3 20
Do., 2½	....	3 50
Do., 2½	....	3 50
Do., 2	3 20	3 30
Gooseberries, 2s, heavy syrup, doz.	..	2 75
Raspberries 2's	....	3 75

California Peaches—

1s	....	2 90
2s	....	3 25
2½s	....	4 40
Strawberries, 2's	....	3 30

Peaches, heavy syrup—

2's	....	2 75
2½'s	....	4 20
Pears, 1s, Keiffer	....	2 30
Do., 2-lb.	2 45	3 10
Yellow cling, halves	....	2 60
Yellow cling, sliced	....	2 60
2's	....	2 80
2½s	....	4 20
Bartlet Pears	....	3 40
Greengage Plums, heavy syrup	2 20	2 60
Lombard plums, heavy syrup, 2-lb.	....	2 40

COFFEE PRICES STEADY

Montreal

COFFEE—There are no new developments in the coffee market. Primary markets continue with a strong tone but no change is evident in the local situation and prices may be expected to hold firm for the present at least.

CEREAL MARKET FIRM

CEREALS—There is no change in the cereal market. Prices are fully maintained with a fair demand and a strong market for grain as a backing.

CEREALS—		
Rolled oats, bag	3 35	3 50
Oatmeal		3 75
Pearl Hominy		1 40
Corn meal	2 50	2 80
Graham Flour, 98 lbs.		7 65
New Buckwheat Flour		6 75
Pot Barley		4 00
Pearl Barley		4 90
Beans, Ont.		3 50
Do., Can.		3 30
Lima Beans		0 06
White beans		0 07½
Green peas, dried	0 03	0 05¾
Split Peas		0 07½

PRUNES ADVANCE HALF CENT

Montreal

DRIED FRUITS—The feature of the dried fruit market is the advance in price of prunes. California prunes 90 100's have been advanced to 12½c. During the past three weeks California prunes have been advanced 3c at the coast which is comparatively a bigger advance than has occurred in wholesale markets. Evaporated apples are advancing rapidly and it is expected that the wholesale price will soon reach 20c. Supplies are low and are controlled by one organization. Sultana raisins are strong and reports state that there is not more than 2,000 tons left in Smyrna and the new crop will not be on the market till September. Currants show more strength in New York but local markets are unchanged.

DRIED FRUITS—		
Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)		0 18
Peaches (fancy)		0 28
Do., (choice)		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon		0 28
Orange		0 28
Citron		0 44
Raisins (seeded)		
Valencias	0 20	0 21
Sultana, unbleached		0 20½
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown		0 21
Fancy Seeded (bulk)	0 18	0 19
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.		0 24
Do., 16 oz.		0 26
California Seedless, in bulk		0 23
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, Excelsior (36 10s), pkg.		5 00
Fard. 12-lb. boxes		8 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 75
Loose	0 10	0 12
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼'s, lb., 7 crown		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, 5 Crown, 10 pounds	0 24	0 26
Do., 12 ounce packages		0 25
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), mats.		0 09
Do., Turkish, 3 crown, lb.		0 22
Do., 5 Crown, lb.		0 28
Do., 7 crown, lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 32
30-40s		0 21½
40-50s		0 18½
50-60s		0 15
60-70s		0 14½
70-80s		0 14
80-90s		0 12½
90-100s		0 12

WALNUTS AND ALMONDS FIRM

Montreal.

NUTS—Despite a quiet market for nuts, walnuts and almonds are firming up but without any change as yet in local wholesale prices.

NUTS—		
Almonds, Tarragona, per lb.		0 19
Do., shelled	0 46	0 48
Valencia shelled almonds		0 45
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily,) per lb.		0 16
Brazils, shelled		0 38
Do., Barcelona		0 15½
Peanuts, Jumbo		0 15½
Do., shelled, No. 1 Spanish		0 10½
Do., salted red		0 17
Do., shelled, No. 1 Virginia		0 12½
Peanuts (salted)—		
Fancy wholes, per lb.		0 34
Fancy splits, per lb.		0 29
Pecans, shelled	1 00	1 50
Walnuts Grenoble in shell		0 33
Walnuts, Marbot	0 26	0 28
Do., new Naples		0 26
Bordeau	0 70	0 73
Do., Chilean, bags, per lb.		0 40
Do., Bordeaux, shelled		0 74

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

PACKAGE CEREALS FIRM

Montreal.

PACKAGE GOODS—Local wholesalers have made a further reduction in Aunt Jemima Pancake flour by offering a special price of $7.15 in three case lots or $2.40 per doz. Squirrel brand peanut butter is reduced 20c on 1 lb. tins making the price $3 per doz. and 21c per lb. in bulk. Egg-O baking powder is reduced to $1.30 per doz. for 4 oz. and $1.70 for 6 oz. Other sizes are proportionately reduced. Cereals are quite firm in price, backed by a strong market for bulk cereals.

PACKAGE GOODS—		
Breakfast fod, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 78
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3 doz. case	3 40	3 55
Cornmeal, yellow, 24s.		2 85
Rolled oats, 20's		5 00
Rolled oats, 18's		2 60
Aluminum package, 20s		6 25
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s.		2 55
Hominy, pearl or gran., 2 doz.		3 00
Scotch Health Bran (20 pkgs.), case		3 50
Pancake Flour, case		7 15
Pancake flour, self-raising, doz.		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat 36s, case		6 40
Do., 20s case		6 50
Self-raising flour (3-lb. pkg.) doz.		2 25
Do., (6-lb. pkg.) doz.		4 40
Do., buckwheat flour, per doz.		1 50
Corn starch (prepared)		0 09
Corn starch, 1 lb. pkgs.		0 07½
Potato flour		0 14½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 35
Shredded wheat		4 45
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		0 09¼
Celluloid starch, 45 pkgs., case		3 80
Malt Breakfast Food pkgs.)		9 60
Macaroni		3 75
Spaghetti		3 75
Egg noodles, Quaker		2 25
Canadian cheese loaf, lb.		0 30
Swiss cheese loaf		0 42

ONTARIO APPLES HIGHER

Montreal

FRUIT—The strawberry season, as far as imported supplies are concerned, is drawing to a close with prices advancing. The weather is much against the fruit and the quality is not up to the mark. Oranges show a little easier tendency with some cuts in prices. Ontario spys are advanced to $13 and $14 per bbl. Grapefruit is unchanged with a good movement.

FRUIT—		
Apples, Greenings	10 00	10 50
Spys	12 00	14 00
Baldwins	9 50	10 00
Boxes, 175s, 210s	3 75	4 50
Bananas (as to grade) bunch	6 00	7 25
Lemons Florida	5 00	5 50
Lemons, 300s-360s, Messina		4 50
Grape Fruit, Porto Rico		4 25
Florida, grape fruit	5 50	6 00
Spys	10 00	12 00
Domestic		6 00
Russetts	8 00	9 00
California navels	7 50	8 00
Porto Rico Oranges		5 00
Seville bitter oranges, 200s		4 50
Do., Blood Oranges, half boxes		3 75
Malaga grapes, kegs	9 50	9 00
Tokay grapes, per crate		4 50
Blue and green grapes, per bas.	0 40	0 50
California Pears, per case		7 00
Cranberries, per box		9 50
Strawberries, per box	0 75	0 80
Pineapples, per crate		7 50

SUGAR STILL FIRM

Montreal.

SUGAR—The sugar market holds firm with a wholesale price on refined sugar of $6.90 per cwt. The raw market has a little firmer tendency and sales of refined sugar show some improvement according to statement issued by the Bureau of Statistics at Ottawa.

SUGAR—	
Granulated sugar, per cwt.	6 90
Do., barrels	6 95
Granulated, gunnies, 5/20	7 10
Do., cases, 20 5-lb. cartons	7 30
Do., gunnies, 10-10	7 20
Do., cases, 50 2-lb. cartons	7 40

STRONGER TONE TO RICE

Montreal

RICE—The rough rice market continues strong and active with mills showing no inclination to stop buying and every time a lot is put up by an individual farmer or by the Growers' Association the mills are eager bidders and even a better price than previously paid. Market for clean rice continues strong and active and notwithstanding the fact that there has been an advance of approximately one cent per pound during the past two weeks due to the recent heavy export demand and some improvement in domestic market. Local wholesale prices, however, have not changed and some development may be expected as a result of the strong tendency in primary markets. It is estimated that in Kansas, Texas and Louisiana there is about 3/10th of the old crop yet to be marketed, but no difficulty is anticipated in moving the remainder of the supply before the new rice comes to the market. A large part of the remaining rice is out of the hands of the farmers. Honduras grades are almost entirely off the market and when a fancy lot is offered it demands a premium.

RICE—		
Carolina, extra fancy	0 07½	0 08
Do., fancy)		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Rangoon, B, per cwt.		5 75
Texas rice		0 05½
Tapioca, per lb. (seed)	0 07½	0 08½
Do., (pearl)	0 07½	0 08½
Do., (flake)	0 07½	0 08½
Honduras		0 07
Siam		0 14½

MOLASSES LIKELY TO HOLD

Montreal.

MOLASSES—The molasses prices hold firm and may be expected to remain so until at least early in May. Some local wholesalers have made purchases for the first shipment in May at a price equal to the value of stocks now on hand. This would indicate that the prices for the early summer will be the same as are now quoted. There are no changes in corn syrup, the market holding steady with a fair demand.

MOLASSES—		
Puncheons, Island of Montreal	....	0 71
Barrels	....	0 73
Half barrels	....	0 74
Puncheons, outside of Montreal	....	0 68
Fancy molasses in tins (ginger bread)		
No. 2, 2 doz. per case	....	4 20
No. 3, 2 doz.	....	4 60
5-lb. tins	....	8 95
10-lb. tins, per case	....	8 60
CORN SYRUPS—		
Barrels, about 700 lbs.	....	0 05½
Half barrels, about 350 lbs.	....	0 05¾
Quarter barrels, about 175 lbs.	....	0 06¼
2 gals., 25-lb. pails, each	....	2 00
3 gals., 38½-lb. jails, each	....	2 85
5 gal. 5-lb. pails, each	....	4 50
6-lb. tins, per case	....	4 20
10-lb. tins, per case	....	4 00
24 2-lb. tins	....	3 75
WHITE CORN SYRUP—		
24 2-lb. tins	....	4 25
12 5-lb. tins	....	4 70
6 10-lb. tins	....	4 60

SPICE MARKET RAGGED

Montreal

SPICES—The spice market is without any feature of note and primary markets are reported to be ragged and uneven with moderate trading in spots and stocks in transit. A general scarcity serves to maintain in values but the movement of supplies is slow.

SPICES—		
Allspice	0 18	0 20
Cassia, pure	0 25	0 26
Cassia compound	....	0 18
Cocoanut, 20 lb. pails, per lb.	....	0 30
Do., sweetened, lb., packages	....	0 39
Chickory, (Canadian), lb.	....	0 14
Cinnamon—		
Rolls	....	0 32
Pure, ground	....	0 35
Cream of Tartar (French pure)	0 44	0 60
Do., American high test	0 65	0 80
Whole cloves	....	0 55
Ginger (Jamaica	....	0 30
Ginger (Cochin)	....	0 27
Mace, Japan	....	0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs whole—		
Do., 64, lb.	....	0 30
Do., 80, lb.	....	0 28
Do., 100, lb.	....	0 25
Do., ground, 1-lb tins	....	0 30
Pepper, black	....	0 24
Do., white	....	0 32
Do., white, compound	....	0 18
Do., cayenne	0 32	0 34
Do., tins, 2's	....	0 36
Do., black, compound	....	0 15
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 50
Turmeric	0 28	0 30

TEA MAINTAINS STRENGTH

Montreal.

TEA—The primary tea markets continue to show strength with some influence on local markets but prices remain unchanged. An advance in black teas would not be surprising in view of the higher prices recently paid by buyers in London. The movement of tea locally shows improvement with the stronger market but there is an absence of any approach to speculation on account of money conditions.

NEW POTATOES ON MARKET

Montreal.

VEGETABLES—With the coming of spring a number of new vegetables are featured on the market. New potatoes from Bermuda are offered at $22 per barrel. Green peas are quoted at $16 and $17 per basket of 25 lbs. Montreal potatoes continue easy. Fancy and choice tomatoes are a little easier in price with a big demand. New beets and carrots are unchanged. Cabbages are a little easier and cauliflower are quoted at $3.50 and $4 per crate. The demand for fresh vegetables through Lent has been heavy and supplies good.

VEGETABLES—		
Asparagus, bunch	....	1 50
Beets, new, doz.	1 50	2 00
Cauliflower, per crate	3 50	4 00
Cabbage, local, per bbl.	2 50	3 00
Cabbages, new	3 00	3 25
Cabbage, new, crate	3 50	4 00
Carrots, new, per dozen	0 75	1 00
Celery, imported, crate	6 00	6 50
Mushrooms, 3 lb. basket	1 50	2 75
Parsnips, bag	....	1 00
Peppers, green, doz.	....	0 50
Montreal Potatoes	1 30	1 60
New Potatoes (Bermudas) per barrel		2 21
Spanish onions, per crate	10 00	10 50
Red Onions, per crate	10 00	11 00
Yellow onions, per cwt.	....	8 00
Tomatoes, crate, fancy	5 50	6 00
Do., choice	4 50	5 00
Radishes	1 00	1 25
Florida lettuce, hamper	9 00	10 00
Green Beans, hamper	9 00	10 00
Wax Beans, per hamper	9 00	10 00
Parsley, per doz.	1 00	1 50
Egg Plants, crate	8 00	8 50
Cucumbers, per dozen	3 50	4 00
Cucumbers, per box	16 00	18 00
Green Peas, 25 lb. basket	16 00	17 00

ONTARIO MARKETS

TORONTO, March 22.—Business in wholesale circles is reported showing a better tone although sales for the most part continue in small quantities to suit immediate requirements. There appears to be considerable price cutting among the wholesale trade, particularly on sugar which is offered at quite a reduction from the refiners' lists. Ontario beans are rapidly becoming cleaned up, with fewer offerings from producers. Sockeye salmon, halves, has recently shown more activity with the result that many wholesalers' stocks are fast dwindling. Canned tomatoes and peas continue strong and a feature in the canned goods line. Prunes are moving freely at higher values. Evaporated apples are quoted a shade higher while currants and raisins are unchanged. The market on spot for shelled nuts shows little change but statistically the situation looks decidedly strong on account of the small stocks held in producing countries. Teas are holding strong with further evidence for higher prices. White sago is higher while rices are steady on spot but strong at primary points. Potatoes are easy and lower in price while apples are bringing advanced prices.

BEANS GETTING SCARCE

Toronto

BEANS—Ontario beans are rapidly becoming cleaned up. Few hand picked are offered while the offerings by producers of any grade are getting fewer. The demand has been brisk and many wholesalers who a week ago had considerable supplies of hand picked have none to offer this week. No. 1 lb. pickers are stronger at $3.85 to $4 per bushel. California limas are in practically the same position with quotations firm at 10½c to 11c per lb.

BEANS—		
Ontario hand picked, per bushel	2 25	4 50
Do No. 1 lb. pickers, per bushel	3 85	4 00
Cal. Limas, per lb.	0 10½	0 11

SOCKEYE SALMON ACTIVE

Toronto.

CANNED GOODS—A few months ago there appeared to be a plentiful supply of sockeye salmon halves and most of the interest was centered on pounds with the result that pound tins were fairly well cleaned up shortly after the new goods arrived. Recently a great deal of interest has been taken in halves, with the result that many wholesalers stocks are fast becoming depleted. A steadily growing strength prevails in the market for canned tomatoes and peas and although quotations are unchanged there is a lot of talk heard on the street about higher prices later on. And there appears to be reason for this when it is taken into consideration, the small packs of last season and light carry over from the previous season.

ROLLED OATS IRREGULAR

Toronto

CEREALS—The market is ruling strong. Rolled oats are firmly held by the larger millers but there appears to be some price cutting by some of the smaller mills. Wholesalers, too, are inclined to shade prices. In single bag lots, rolled oats are quoted from $3.15 to $3.25 per 90 lb. bag.

CEREALS—		
Barley, pearl, 98s	....	5 00
Buckwheat flour, 98s	....	5 50
Barley, pot, 98s	....	3 75
Barley Flour, 98s	....	6 25
Cornmeal, golden, 98s	....	2 80
Oatmeal, 98s	....	4 75
Corn flour, 98s	....	3 15
Rye flour	....	3 75
Rolled oats, 90s	3 15	3 25
Rolled wheat, barrel	....	6 25
Cracked wheat, bag	....	5 00
Breakfast food, 98s	....	4 75
Rice flour, 100 lbs.	....	10 00
Flaxseed, 98s	....	7 00
Peas, split, per bag	....	7 40
Marrowfat Green peas, Ont.	7 75	8 50
Graham flour, 98s	....	3 75
Oatmeal flour	....	3 85
Wheat Kernels	....	5 25

ACTIVITY IN PRUNES

Toronto

DRIED FRUITS—Prunes continue to be an active feature in the dried fruit market. The movement into consumption has been heavy. In some quarters

certain sizes are again advanced while the coast situation continues strong with stocks rapidly moving from first hands. Evaporated apples are also in a stronger position with another advance of ½c per lb., making the price in 50 lb. boxes 18½c and in 25s, 19c per lb. There is little change in other dried fruits.

DRIED FRUITS:

Citron caps, 12-lb. boxes, lb.		0 06
Lemon caps, 12 lb. boxes, lb.		0 29
Orange caps, 12 lb. boxes, lb.		0 31
Mixed containing 4½ lb. lemon per lb.		0 35
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½ lb. orange 3 lb. citron caps, 3 dozen per case, per dozen		4 50
Currants—		
Greek Filliatras, cases	0 14	0 14½
Do., Patras	0 15	$ 15½
Do., Vostizza		
Dates—		
Excelsior, pkgs., 3 doz., in case	2 65	2 85
Dromedary, 3 doz. to case		7 50
Fard, per lb.		0 26
Hallowee dates, per lb.		0 12½
Do., Sair		0 07¾
Prunes—		
30-40s, 25s		0 22
40-50s, 25s		0 18
50-60s, 25s		0 15½
60-70s, 25s		0 14½
70-80s, 25s		0 13½
80-90s		0 12½
Raisins—		
California, Sultanas, lb.		0 21
Do., 15 oz. pkts.		0 22½
Seeded, 15-oz. packets		0 26
Do., 11-oz. packets		0 21
Seeded, 15-oz. packets	0 20½	0 21
Thompsons, seedless		0 22½
Valencia, Spanish	0 22½	0 28½
Clusters, boxes, 20 1-lb. pkg.		6 65
Smyrna Sultanas		0 23½
Muscat, 25 lb box		0 19
Evaporated apples	0 18½	0 19
Figs—		
Smyrna bags approx 28 lbs.		0 14¼
Do., 60-lb. bag		0 11¼
Layer, 4 Crown		0 30
Layer, 7 Crown	0 28	0 35
Pulled, 10 lb. box, per lb.		0 34
Pulled, 1-lb. box, each		0 20
Do., 2-lb. box, each		0 36
Mats	0 09	0 09½
Peaches—		
Choice		0 20
Choice, extra		0 22½
Standard		0 18½
Apricots—		
Choice		0 32
Standard		0 28

PACKAGE CEREALS STEADY

Toronto.

PACKAGE GOODS—There is a steady tone to package cereals with quotations unchanged. Dominion macaroni is offered at 95c per case of 24-8 oz. packages.

GOOD MOVEMENT IN HONEY

Toronto

HONEY—Supplies of honey are steadily becoming cleaned up. The demand this season has been exceptionally good and while no one appeared to be heavy buyers at any time, supplies have been steadily moving into consumption and the opinion is now expressed that the market will be fairly bare by the time the new crop is available. Quotations are unchanged.

HONEY—

5-pound tins, per lb.	0 17½
10-lb. tins, per lb.	0 16½
60-lb. tins, per lb.	0 15
Comb, per doz	5 75 4 50

NUT FUTURE LOOKS STRONG

Toronto

NUTS—The shelled walnut market on spot indicates little change and there does not appear to be a heavy movement. Statistically the situation looks decidedly strong. The recent declines were more in the nature of a liquidation of distressed stocks and does not indicate the true condition of the market in producing countries. Recent advices from China state that practically all supplies of Manchurian shelled walnuts have been shipped from that country while in France the supply of Bordeaux nuts does not exceed 40,000 cases. An amount which does not total one third of the requirements for the U. S. alone. Spanish peanuts are also in a strong position and higher prices are anticipated.

NUTS—

Almonds, Tarragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian		0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sac k.	6 00	7 50
Do., unsweetened, strip, lb.		0 22
Do., sweetened, lb.		0 22
Do., shred		20
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 18	0 20
Do., medium	0 14	0 18
Mixed nuts, bags 50 lbs.	0 20	0 25
Pecans		0 30
Shelled —		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 28	0 37
Walnuts, Bordeaux, lb.	0 78	0 80
Do., Manchurian, lb.	0 55	0 70
Do., Broken	0 43	0 48
Jordan almonds	0 70	0 75
Peanuts, Spanish, lb.	0 10	0 11
Pecans, lb.	0 85	0 90
Brazils, lb.		0 60

TEAS SHOW MORE STRENGTH

Toronto.

TEAS—In the spot market there is little change other than a steadily increasing strength reflecting the condition in primary markets. The market in Ceylon is strong with advances on leaf grades while the London market continues with upward tendencies.

TEAS—

Pekoe Souchongs	0 35	0 45
Pekoes	0 36	0 58
Broken Pekoes	0 40	0 68
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans		0 58
Do., seconds		0 50
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

Above prices give range of quotations to the retail trade.

CUTTING IN SUGAR

Toronto.

SUGAR—Refiners list prices are unchanged but there appears to be considerable price cutting among the wholesale trade. The list price continues at $7.24 Toronto basis but in some quarters prices are as low as $6.80.

MAPLE SYRUP SEASON OPENS

Toronto.

SYRUPS—The maple syrup season in Western Ontario is in full swing and reports indicate the run to be considerable. In the Province of Quebec it is estimated that between 55,000 and 60,000 farmers are tapping trees. The market at present is comparatively bare and the price on the new crop is expected to open at around $2.25 per gal. During last season the total production of maple sugar in the Dominion was 30,000,000 pounds while Quebec alone produced 21,000,000 pounds. Corn syrups continue to rule steady at unchanged quotations.

NO CHANGE IN SPICES

Toronto.

SPICES—Quotations are unchanged with the market generally holding firm to strong.

SAGO HIGHER

Toronto.

RICES—White sago is advanced in some quarters to 8c per lb. in bag lots and 8½c in smaller lots. Some wholesalers, however, continue to quote at 7c per lb. Broken Honduras rice is offered at a lower price of $5 per bag and 5½c per lb. in small lots.

ONTARIO APPLES HIGHER

Toronto.

FRUITS—Navel oranges are holding firm at $6 to $6.75 per case. Messina bitter oranges are slightly lower at $4 per case. Messina lemons are also lower at $4.50 per case with California quoted at $5.50. Pineapples are moving freely at $8 to $9 per crate. Barrel apples of good quality are bringing a higher price. Some small lots of No. 1 spys are bringing as high as $15 per barrel with Baldwins at $10.

FRUITS—

Oranges, Navels, 100s		6 00
Do., 126s		6 75
Do., 150s 176s 200s	7 00	7 25
Do., bitter Messina		4 00
Lemons, Messina		4 50
Do., Calif.		5 50
Bananas, per lb.		0 08

Apples—Barrel.

Baldwins, No. 1		10 00
Baldwins, No. 2		9 00
Grapes, Malaga, bbls.	15 00	16 00
Apples, B.C., boxed	4 25	4 50
Grapefruit,	5 00	6 50
Rhubarb, per doz.	1 25	1 50
Strawberries, per box		0 75
Pineapple, Porto Ricos	8 00	9 00
Carrots, per bag	1 00	1 25

POTATO MARKET EASIER

Toronto.

VEGETABLES—The potato market further weakened during the week with quotations on track for Ontario stock around 90c, car lots. Dealers quotations to the retail trade is lower at $1.10 to $1.25 per bag. The demand is slow and there appears to be more potatoes arriving than the market can absorb. California iceberg head lettuce is higher at $7 per case, while Florida celery is lower at $5 to at $5.25 per case. Florida tomatoes, bkt. crates, are quoted at $4.50 to $5.50 with Mexican lugs at $4.50.

FLOUR STEADY

Toronto.

FLOUR.—The market at the moment is steady under a fair volume of business. Quotations are unchanged.

FLOUR—

First Patents, in cotton bags, bbl.	8 70
Second Patents, in jute bags, bbl.	8 00

MILLFEEDS STILL SCARCE

Toronto.

MILLFEEDS.—Supplies of millfeeds are still on the scarce side. The demand is active and generally greater than the supply. Quotations remain unchanged.

MILLFEEDS—

Bran, per ton	28 00
Shorts, per ton	30 00
Choice middlings, per ton	36 25

MANITOBA MARKETS

WINNIPEG, March 22.—With Spring about two weeks in advance of previous seasons more confidence is being shown by both wholesalers and retailers. Firms are buying in heavier quantities and a decided improvement in consumer demand is anticipated. Canned goods are ruling firm and canned fruits are reported in small compass. The coffee market continues steady. Dried fruits are showing gradually advancing tendencies. Beans are reported scarce and higher prices are expected. The raw sugar market is showing a firmer tone with no change in refined. Rice, teas and spices are maintaining a firm tone. Imported radishes, cucumbers and celery are in good demand. There is little change in fruit quotations.

CANNED GOODS IN DEMAND

Winnipeg

CANNED GOODS—Eastern canners report that canned fruits are in small compass and many lines are exhausted. The demand for California fruits, more especially peaches is showing a decided improvement. Canned vegetables are in good demand and higher prices will prevail before the new pack is ready. Opening prices on California canned asparagus of the 1922 season have been named and quotations show very little variation over the 1921 opening prices. The salmon market is ruling steady under a good demand for all grades.

CANNED FISH—

Shrimps, 1s, 4 doz. case, doz.	....	2 75
Finnan Haddie, 1s, 4 doz. case	8 25	11 50
Do., ½s, 8 doz. case, case	....	7 25
Herring (Can.) 1s, 4 doz. case, per case	6 50	8 00
Do., imported, ½s, 100 doz. cs.	....	21 50
Lobsters, ¼s, 8 doz. case, doz.	....	2 35
Do., ½s, 4 doz. case, doz.	....	4 00
Oysters, 1s, 4 doz. case, case	....	9 40
Do., 2s, 8 oz. 2 doz. case, case	....	7 90
Pilchards, 1s, tall, 4 doz. case, per case	....	6 90
Do., ½s, flat, 8 doz. case, case	....	9 00
Salmons—		Per case
Sockeye, 1s, tall, 4 doz. case	....	20 00
Do., ½s, flat, 8 doz. case	....	21 25
Red Spring, 1s, tall, 4 doz. case	....	16 25
Do., ½s, flat, 8 doz. case	....	17 00
Coho0e, 1s, tall, 4 doz. case	12 00	13 00
Do., ½s, flat, 8 doz. case	13 00	14 00
Pink, 1s, tall, 4 doz. case	....	6 25
Do., ½s, flat, 8 doz. case	....	8 00

CANNED FRUITS (Canadian)—

		Per case
Apples, 6 tins in case	....	3 20
Blueberries, 2s, 2 doz. case	....	5 00
Cherries, 2s, 2 doz. case	....	7 20
Gooseberries, 2s, 2 doz. case	....	7 50
Lawtonberries, 2s, 2 doz. case	....	7 00
Peaches, 2s, 2 doz. case	6 60	7 10
Pears, 2s, 2 doz. case	6 45	7 00
Plums, Green Gage, H. S. 2s, 2 doz. case	....	6 00
Plums, Lombard, H. S., 2 doz. case	....	5 95
Plums, Lombard, L. S., 2s, 2 doz. case	....	4 65
Raspberries, 2s, 2 doz. case	8 00	8 60
Strawberries, 2s, 2 doz. case	8 00	8 60

CANNED FRUIT (American)—

		Per case
Apricots, 1s, 4 doz. case	....	10 60
Peaches, 2½s, 2 doz. case	....	9 15
Peaches, sliced 1s, 4 doz. case	....	10 85
Do., Halves, 1s, 4 doz. case	....	10 75
Do., 2s, 2 doz. case	....	6 90
Pears, 1s, 4 doz. case	....	12 75
Pineapple, sliced, 2s, 2 doz. case	....	7 25

CANNED VEGETABLES—

Asparagus tips, 1s, tins, 4 doz. case, per doz.	....	4 40
Beans, Golden Wax, 2s, 2 doz. case, per case	....	4 75
Beans, Refugee, 2s, 2 doz. case	....	4 60
Corns, 2s, 2 doz. case	2 95	3 50
Peas, standard, 2s, 2 doz. case	3 75 to	4 00
Peas, Early June, 2s, 2 doz. case	4 50 to	4 65
Sweet Potatoes, 2½s, 2 doz. case	....	7 00
Pumpkin, 2½s, 2 doz. case	3 90	4 00
Sauer Kraut, 2½s, 2 doz. case	3 90 to	4 00
Spaghetti, 2s, 2 doz. case	....	2 05
Tomatoes, 2½s, 2 doz. case	4 05	4 35
Spinach, 2½s, 2 doz. case	....	6 75

COFFEE MARKET STEADY

Winnipeg.

COFFEE—The primary coffee market continues steady and although the market is quiet, prices are well maintained. Sales locally are fair.

COFFEE—

Rio, roasted, best grade, per lb.	0 19½	0 20½
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica, roasted, best grade, lb.	0 26	0 30
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

DRIED FRUITS HOLD STRONG

Winnipeg.

DRIED FRUITS—The dried fruit market continues as in the past few weeks, firm and with gradually advancing quotations. The market is active for the quantities available. Prunes are quoted a little more firmly by holders and as new shipments arrive on the local market higher prices will prevail. Raisins are showing greater strength on the primary market and with limited supplies from local wholesalers advances are expected before the new crop arrives on the market. Currants are showing a firmer tone and reports from Greece state that Amalias and Patras packs are held with more confidence and are not so freely offered.

DRIED FRUITS

Evaporated apples, per lb.	....	0 18¾
Currants, 90-lb., per lb.	....	0 14
Do., 8 oz. pkgs., 6 doz. case, lb	..	0 12
Dates, Hallowee, bulk, lb.	....	0 15
Do., pkgs., 3 doz. case, lb.	....	0 08¾
Figs, Spanish, per lb.	....	0 15
Loganberries, 4 doz. case, pkt.	....	0 23½
Peaches, standard, per lb.	....	0 17
Do., choice, per lb.	....	0 18
Do., fancy, per lb.	....	0 20
Peaches, unpitted, per lb.	....	0 10
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton	....	1 30
Prunes—		
30-40s, 25s, per lb.	....	0 22
40-50s, 25s, per lb.	....	0 18¾
50-60s, 25s, per lb.	....	0 15¾
60-70s, 25s, per lb.		0 15
70-80s, 25s, lb.		0 13½
90-100s, 25s, lb.		0 09
In 5-lb. cartons, carton	0 68	0 75
Raisins—Seeded—		
Cal., pkg., 16 oz., fancy, per pkg.		0 20
Do., pkg., 12 oz., fancy, per pkg.		0 16¾
Do., 16 oz., choice, per pkg.		0 19
Do., 12 oz. choice, per pkg.		0 16
Cal. 5-lb. cartons, per carton		1 20
Do., bulk., 25-lb. boxes, per lb.		0 19
Raisins—Seedless—		
Cal., pkg., 11 oz., per lb.		0 19½
Do., bulk, 25-lb. boxes, per lb.		0 22
Do., bulk, 5-lb. cartons, per carton		1 30
Do., Cal. Muscatels, 5 lb. carton, per carton		1 35
Apricots, choice, 25s, lb.		0 32
Do., 10s, lb.		0 34
Do., Standard, 10s, lb.		0 28¼
APRICOTS—		
Do., Standards, 25s, lb.		0 25½
Do., choice, 10s, per lb.		0 34
Do., choice, 25s, per lb.		0 32
Do., fancy, 25s, lb.		0 35
Do., fancy, 10s, lb.		0 36
Apricots, 5 lb. cartons, per carton		1 65

BEANS SHOW SCARCITY

Winnipeg

CEREALS—Canadian and American beans are practically unobtainable and the only line available is Japanese. Higher prices are looked for on beans. Rolled oats are ruling steady and prices are well maintained. Split peas are showing a firmer tone and higher quotations are expected. There is no change in package cereals.

PACKAGE CEREALS—

Rolled Oats, 20s, round cartons	3 75	4 65
Do., 36s, case square pkts.	....	3 50
Do., 18s, case	....	2 10
Corn Flakes, 36s, case	3 50	3 80
Cornmeal, 2 doz. case, per case	....	3 40
Puffed wheat, 4 doz. case, per case	....	4 40
Cream of Wheat, 3 doz. case per case	..	7 50
Grape Nuts, 2 doz. case, per case	....	3 80

BULK CEREALS—

Rolled Oats, 80s, per bag		2 60
Do., 40s, per bag		1 38
Do., 10-18s, per bale		3 35
Do., 156s, per bale		3 85
Oatmeal, 98s gran. of stand. bag		3 85
Wheat granules, 98s, per bag		5 00
Do., 16-6s, per bale		5 40
Oatmeal, 98s, gran. of stand bag		3 50
Wheat granules, 98s, per bag		5 00
Do., 16-6s, per bale		5 40
bag, per bush	3 80	4 35
Do., Lima, 100-lb. bag, per lb.	0 13½	0 14½
Barley, pot, 98s, per bag		3 60
Do., pot, 49s, per bag		1 85
Do., pot, 24s, per bag		0 97
Barley, pearl, 98s, per bag		4 80
Do., barley, 49s, per bag		2 45
Do., pearl, 24s, per bag		1 28
Cornmeal, 98s, per bag		2 50
Do., 49s, per bag		1 30
Do., 24s, per bag		0 66
Do., 10-lbs., per bale		3 20
Buckwheat, Gritz, 98s, whole, per bag		6 25

FLOUR UNSETTLED

Winnipeg.

FLOUR—The further break in the wheat market served to undermine confidence in flour values and buyers are holding off from buying in large quantities; 98 lb. sacks are quoted at $4.25.

FLOUR—

98-lb. sacks	4 25
Two 49-lb. sacks	4 32½
Four 24-lb. sacks	4 42½

BLENDED JAMS EASIER

Winnipeg.

JAMS—Blended jams are lower with 4s, of certain brands quoted at 48c. Pure strawberry jam in packers' hands is pretty well cleaned up. Wholesalers stocks are also becoming light. There is slight improvement in the demand.

JAMS

Strawberry, 4s per tin	0 89
Black Currant, 4s, per tin	0 89
Raspberry, 4s per tin	0 89
Apricots, 4s, per tin	0 83
Cherry, 4s, per tin	0 83
Peach, 4s, per tin	0 83
Compound (all flavors) 4s tin	0 48

NO CHANGE IN NUTS

Winnipeg

NUTS—There are no new developments in the nut situation. Prices are steady and indications point to higher prices on French Bordeaux walnuts and almonds.

NUTS, SHELLED—

Almonds, per lb.	0 44½
Spanish Peanuts, No. 1, lb.	0 12
Pecans, per lb.	0 90
Walnuts, per lb.	0 72
Brazils, per lb.	0 62

NUTS IN SHELL—

Peanuts, roasted, Jumbo, lb.	0 23½
Walnuts, per lb.	0 28
Almonds, per lb.	0 20¼
Brazils, per lb	0 18
Pecans, per lb.	0 30
Filberts, per lb.	0 16

RICE MARKET HIGHER

Winnipeg.

RICE—Primary markets continue in a firm position with higher tendencies. Quotations are unchanged but in view of the strong and higher primary markets there are indications for higher prices on spot before the new crop is available.

RICE—

No. 1 Japan, 100-lb. sacks, lb.		0 08⅛
Do., 50-lb. sacks, lb.		0 08⅝
Siam, 100-lb. bags, lb.		0 05¾
Do., 50-lb. bags, lb.		0 06
Sago, sack lots, 130 to 150 lbs., per lb.		0 07¾
Sago, in less quantities, lb.		0 08¼
Tapioca, Pearl, per lb.	0 07½	0 08¼

SUGAR IN DEMAND

Winnipeg.

SUGAR—There is a good demand for granulated sugar with prices ranging from $7.45 to $7.55 per cwt.

SUGAR—

Extra gran. bags, 100 lbs.....	7 45	7 55
Do., gunnies, 5-20 lbs.	7 65	7 75
Do., gunnies, 10-10, lbs. ...	7 75	7 85
Do., cartons, 20-50 lbs.	7 85	7 95
Do., cartons, 50-2 lbs.	7 95	8 05
Yellow, No. 1 1s, bags, 100 lbs.....		7 15
Do., golden bags 100 lbs.		7 05
Powdered sugar, bbls		7 95
Do., boxes, 50 lbs.		8 15
Do., boxes, 25 lbs.		8 35
Icing, barrels		8 00
Do., boxes, 50 lbs.		8 25
Do., boxes, 25 lbs.		8 45
Soft lumps, boxes, 100 lbs.....		8 35
Do., boxes, 50 lbs.		8 65
Do., cases, 20 cartons		9 40
Do., cases, 40½ lbs.		10 15
Small lump, boxes, 10 0lbs.		8 25
Do., boxes, 50 lbs.		8 35
Do., boxes, 25 lbs.		8 35
Do., cartons, 50 2-lbs.		9 65
Hard lump, boxes, 10 lbs.		8 35
Do., boxes, 50 lbs.		8 50
Do., boxes, 25 lbs.		8 65

MAPLE SYRUP EASIER

Winnipeg

SYRUP—Pure maple syrup and maple flavor are slightly easier in tone. As prices have not been revised for some months new pack of maple syrup will likely be lower than 1921 quotations. There is a heavy demand for both corn and cane syrups at unchanged quotations.

CANE SYRUP—

No. 2s	4 95
No. 5s	5 75
No. 10s	5 30
No. 20s	5 15

NO CHANGE IN STARCH

Winnipeg.

STARCH.—There are no new features noted in the market for starch. Buyers are still purchasing small quantities to meet their requirements. Prices remain firm.

STARCH—

Corn starch, 1-lb. pkg., per lb.	0 08
Do., No. 1 quality, 1-lb. pkgs.	0 09½
Gloss, 1-lb. pkg., per lb.	0 09¾
Celluloid, 1-lb. pkg., per case	4 00

SPICES HOLD FIRM

Winnipeg

SPICES.—On account of the limited spot stocks and higher values in primary markets practically all quotations on spices are firmly held. Gingers are much firmer as well as black pepper.

TEA MARKET STEADY

Winnipeg

TEA.—Cable advices received state that the market is firm with upward tendencies on all grades of tea. Local conditions remain unchanged and it is expected that prices on package teas will not be advanced for some time.

RADISHES ARRIVE

Winnipeg.

VEGETABLES.—The first shipment of imported radishes has arrived on the market and are quoted at $1.75 per dozen. bunches. Cucumber are arriving in large quantities and are quoted from $4 to $4.75. Florida celery at $7 per case is in good demand. The last car of California celery is rolling and is offered at $9 per case. Texas tomatoes are in good demand at $5.50 per case.

BANANAS SLIGHTLY EASIER

Winnipeg.

FRUITS.—A slight reduction in the price of bananas is announced making the new price 9c per lb. The apple market advanced considerably with many varieties finished. Strawberries are expected in a few days.

TURN THE LIGHT ON YOUR BUSINESS

(Continued from page 29)

About a month ago I was in Guelph visiting with the retail trade. In the store of Hood & Benallick I found them making a special drive on canned peaches. One of the windows was trimmed with them, but other than that, from the outside of the store, there was no indication that canned peaches were being concentrated upon. Inside the store, however, it was a different story. A can had been opened, the contents placed in a jar and customers were invited to taste. This little bit of by-play resulted in sales running to twenty cases in the three weeks to the time I was there.

Jackson Bros., also in Guelph, made a special drive on shelled walnuts just the week-end previous to my visit. Mr. Jackson showed me his invoice for ten cases bought at forty-three cents a pound. He showed me the balance left after making a drive on them during the preceding Friday and Saturday. The balance was just two full cases and a part of one which he was selling out of. He advertised these nuts at sixty-three cents per pound, a mark-up of 31 per cent on selling price, giving a gross margin of $70. on the seven cases in two days selling campaign.

Any of you merchants who have had experience in conducting a retail business in a country town, will appreciate the difficulty such merchants have in selling smoked bacon to the local trade, and particularly the farmer class. Up here in the Forest, Maylor Bros. were up against the proposition. Their farmer friends simply refused to buy bacon and hams at thirty-five or forty cents a pound, when they were only getting around $10.00 a cwt. for their hogs. Did Maylor's sit down and lose this business? No, siree, they did not. They bought picnic hams and small ends of bacon at a lower price. On the Friday I was in the store they sold 36 hams and showed me an order which they were rushing off for a further supply of 48 more. We have on file at our office, hundreds of similar instances, showing what merchants in every part of Canada are doing to stimulate trade. And they are not cutting the price, either. But they are simply using common sense coupled with their knowledge of human nature and the grocery business. People must eat, and I don't know of any other line or commodity they are more interested in.

Show your customers a new article of food or suggest a different way of preparing it for the table, and just see how easy it is to get them interested. You won't have to cut the price to clinch the sale.

I would say that the only justifiable excuse for cutting a price or putting a price on goods that does not include a proper percentage of running expense, is to dispose of dead stock or to clean up a line that you do not intend to restock.

Thoughts To Digest

In conclusion, I would like to leave a few thoughts with you.

It is a mistake to suppose that you have to fight your competitor. Nothing was ever permanently gained by fighting. Fighting of any kind is pure destruction. Your competitor does not have to be your enemy. He can and should be your friend. Competition does not kill trade. It builds trade, stimulates trade, and makes new trade. No one person can suit everybody. No man can get all possible business in any community. His personality attracts some and repels others. Wherever there is a lot of business for one man, there is business for someone else.

Don't hate your competitor. Hate is always expensive. Get acquainted with him. You may learn something.

Don't knock your competitor. It sounds bad, and is bad. Be a good sport. Play the game. Keep good-natured.

Beat your competitor if you can, but remember that the surest way to beat him is to sell better goods, give prompter service. Don't fight by cutting prices. Keep your margin of fair profit. If your competitor lies about you, or uses underhand methods to harm you, don't worry. He is cutting off his nose to spite his face. He cannot fool all the people all the time. Straight business and good nature go hand in hand, and always win out in the long run.

Some of you may agree with what I have told you. There are others no doubt who do not. But whether you do or not, I want you to understand that I did not come here to lay down any fast rule for your guidance. I have endeavored to show you what merchants are doing, and some of the mistakes which they have made and some of the methods adopted by those merchants who are laying up a surplus of their earnings for a comfortable old age.

My idea is to give you something to think about. Something to carry home, to discuss at your next meeting or with your neighbor the next time you drop into his store.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., March 21.—New laid eggs are very plentiful and prices have dropped to $8 per case. Tillson's bran advanced 50c per case. Some lines of Red Cross pickles are lower while Fels Naphtha soap declined 50c per case. Bulk seeded raisins which have been unobtainable for some time, are again on this market and are offered at 19c per lb. Libby's Sauer Kraut advanced to $4.35 per case. Ceylon shredded cocoanut is offered at a lower price of 19½c per lb. Local stocks of California canned fruits are cleaning up very rapidly with sliced peaches very scarce.

Beans, Kotenashi, per cwt	5 35	5 90
Rolled oats, 80s	....	2 60
Rice, Siam	6 00	6 50
Japan, No. 1	7 65	8 00
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.	....	8 40
Sugar, pure cane, gran., cwt.	....	7 94
Cheese, No. 1, Ont., large	0 22½	0 23
Alberta cheese, twins	....	0 20
Do., large	....	0 22
Butter, creamery, lb.	0 36	0 40
Do., dairy, lb.	0 20	0 24
Lard, pure, 3s	....	11 70
Eggs, new laid, local, case	....	8 00
Tomatoes, 2½s	4 15	4 35
Pumpkin, 2½s, case	4 20	4 50
Lemons, case	....	7 75
Corn, 2s, standard case	2 80	3 60
Peas, 2s, standard case	3 95	4 20
New early June peas, case	....	4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye, ½s	....	21 55
Strawberries, 2s, Ont. ,case	7 95	10 00
Raspberries, 2s, Ont., case	7 60	9 25
Cherries, 2s, red, pitted	....	8 50
Peaches, 2s, halves	....	5 85
Do., 2s, sliced	....	6 25
Apples, evaporated, lb.	....	0 18
Do., 25s, lb.	....	0 18½
Pineapples, Hawaiian, sliced 2's	6 60	7 35
Do., canned, 2s	7 45	7 90
Potatoes, local, ton	20 00	30 00

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S., March 21.—Fresh eggs are lower at 33c per doz. Cheese declined one cent per pound making the new price 22c. Compound lard advanced 2c, now quoted at 17c with pure lard advanced to 20c per lb. Apples are becoming scarce with higher prices. No. 1 spys are quoted at $7.50 and No. 2 at $6.50 per barrel. Evaporated apples are higher at 18c per lb. and molasses is quoted lower at 62c per gal.

Flour, No. 1 patents, bbl.	....	11 00
Cornmeal, bags	....	2 50
Rolled oats, per bag	....	3 75
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.	....	7 70
Sugar, standard, gran.	....	7 10
Do., No. 1 yellow	....	6 60
Molasses, gal.	....	0 62
Cheese, Ont., twins	....	0 22
Eggs, fresh, doz.	....	0 33
Lard, compound	....	0 17
Do., pure, lb.	....	0 20
American clear pork, bbl.	....	32 00
Tomatoes, 2½s., stan., doz.	....	2 00
Hams, aver., 25-35 lbs.	....	0 26
Do., aver., 18-25 lbs.	....	0 20
Hams, aver., 12-18 lbs.	....	0 26
Roll bacon	....	0 22
Butter, creamery prints, lb.	....	0 43
Do., creamery, solids	....	0 40
Do., dairy	....	0 30
Raspberries, 2s Ont., doz.	....	4 00
Peaches, 2s, standard, doz.	....	3 32½
Corn, 2s, standard, doz.	....	1 62½
Peas, standard, doz.	....	1 97½
Strawberries, 2s, Ont., doz.	....	4 00
Salmon, Red Spring, flats, cases	....	....
Do., pinks	....	7 00
Do., Cohoes	....	14 00
Do., Chums	....	6 00
Evaporated apples, per lb.	....	0 18
Dried peaches, per lb.	....	0 22
Potatoes, Nat., 90-lb. bag.	....	1 35
Corned beef	3 00	3 55
Onions, Spanish, lb.	....	0 12
Do., American, bag 10 lbs.	....	13 50
Oranges, per case	....	8 50
APPLES—		
Spys, No. 1 per bbl.	....	7 50
Spys, No. 2 per bbl.	....	6 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., March 21.—Eggs are lower at 34c per doz. Pure lard in pails is quoted at 19c and shortening at 18½c per lb. Oranges are slightly higher at $8 to $9 per case. Bananas are lower at 10c per lb.

Rolled oats, bag		3 65
Do., bbls.		8 30
Orange peel		0 34
Citron peel		0 46
Walnuts		0 28
Almonds		0 [illegible]
Brazils		0 20
Peanuts		0 17
Filberts		0 16
Cocoanuts, bag		6 00
Potatoes, per bbl		2 50
Onions, bag		14 00
Do., crate		5 00
Pork, clear, bbls.		35 00
Pigs, feet, per 20-lb. pail		2 25
Hams, shoulder, per lb.		0 22
Bacon, side, per lb.		0 32
Bacon roll, per lb.		0 62
Lard, pure, in pails, lb.		0 19½
Lard, pure, in tubs, lb.		0 19
Shortening, in pails, lb.		0 18½
Shortening, in tubs, lb.		0 18
Butter, creamery, prints		0 40
Butter, creamery, solids		0 38
Oleomargarine		0 23
Cheese, whole, lb	0 19	0 21
Cheese, twins, lb		0 21
Eggs, doz.		0 34
Sugar, cut loaf, cwt.		8 70
Sugar, stan., gran., cwt		[illegible]
Lemons, Messina		5 00
Grapefruit, Florida, case	6 50	7 00
Bananas, lb.		0 10
Cornmeal, Gran. bags		3 25
Oranges, per case	8 00	9 00

British Columbia

FROM VANCOUVER, BY WIRE

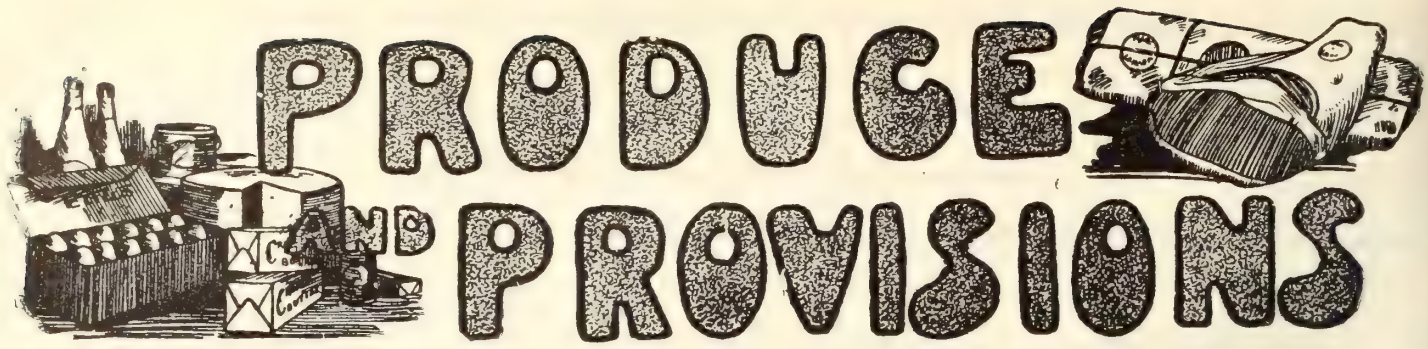
Vancouver, B. C., March 21.—B. C. fresh eggs are quoted at 28c per doz.; butter 39c; beef steer 14½c; cow 13½c; lamb, 30c and mutton, 28c. Vegetables are averaging $1.25 per bag. Cauliflower is quoted at $2.75 per doz.; cabbage $6 per case; celery, $11 per crate; head lettuce, $6 and $2 per crate. Autralian and Spanish onions are quoted at $8 while green onions are bringing 90 per doz. bunches. Up country potatoes are quoted at $33 per ton; radishes, 60c per doz.; spinach, $2.75 per box with Mexican tomatoes at $5 per box. Grapefruit is offered at $5.50, lemons $6.50 and oranges at $7 per case. Hot house rhubarb is in good demand at 23c per lb.

Conditions Good For a Fair Crop Of Maple Syrup

Montreal, (Special).—Larger supplies of the new make of maple syrup are being offered on Bonsecoeur Market daily. As early as a week ago farmers from the district near Montreal were offering the new make in bulk at $1.75 per gallon. Towards the latter part of the week bigger supplies arrived, but the price remained unchanged. After Thursday of last week a frost came which held throughout the day and would curtail the run which may mean some suspension of sugaring activities.

Average Crop Expected

C. P. Macdonald, manager of United Maple Products Company, Granby, Quebec, told Canadian Grocer representative that supplies had been delivered to them early last week but that the quantities were small. Since there has been very little rain up-to-date the quality of the run is expected to be good and the quantity fair. Mr. Macdonald looks for an average crop this year but does not predict anything about price. Since supplies held from last year are light throughout the country, and in the West practically nothing, the demand is good and shipments to the West have already begun. This year's supply comes on a market which is pretty well cleaned up and prices may be expected to hold, if not advance as the sugar season passes on.



The Poorer Man has Right to Margarine

British Local Government Board in 1913 in its Investigations to Ascertain Comparative Nutritive Values of Margarine and Butter Arrived at the Conclusion That There is No Appreciable Difference Between These Fatty Foods

GROCERS and provision men cannot have too many plain facts at their finger ends about the products they handle. Such facts often furnish the best selling talk—authentic, convincing reasons why one food is recommended to a likely purchaser. And on no food product is it easier to be well informed than oleomargarine for the simple reason that it is under uninterrupted government inspection at every step of its manufacture, a fact which, when properly realized, gives the highest guarantee to its purity.

Oleomargarine was first discovered during the Franco-German war in 1870-71. The scarcity of fat foods which in the end led to the capitulation of Paris was undermining the health and fighting strength of the people. A chemist, Hippolyte Mege, produced a batch of oleomargarine which he had made by churning skimmed milk and beef fats. He had shrewdly argued that the flavor of the butter fat in milk was due to the secretion of the animal fat within the fluid. So he concluded that if skimmed milk were churned with the fat taken direct from the animal, it would absorb the fat and would produce a butter. That is the basic difference between oleomargarine and butter: the nutritive fats in the one pass through the udder of the cow in the milk to be separated once more by the beat of the churn into the form we know, and which might be termed analytic food; in the other case the fats are taken direct from the animal and are mixed in proper proportions to make what can best be termed a synthetic food.

Two Billion Pounds in a Year

While oleomargarine is a comparatively new food product, its use has increased by leaps and bounds until it is estimated that today the world's consumption amounts to roundly 2,000,000,000 lbs.

The materials are oleo oil, (an oil pressed from choice beef fats), neutral, (a somewhat similar product made from the leaf fat of the pig), vegetable oil (refined to salad quality), and milk products (comprising milk, cream and sometimes butter according to the grade of oleomargarine produced). Each of these materials in some form or other is in use in every household every day and no question is raised regarding its wholesomeness or food value. Surely they are as wholesome and as good when combined as when separate. They are churned together to form an emulsion which is crystallized by contact with ice water—then salted and worked as butter is salted and worked.

No Appreciable Difference

The British Local Government Board in 1913 reported that "from time to time investigations have been undertaken with a view to ascertaining the comparative nutritive values of margarine and butter. The general conclusion which has been arrived at, is that there is no appreciable difference between the nutritive value of these fatty foods. All fats used for margarine making, whether they are of animal or vegetable origin, must be practically odorless and tasteless; this implies a high degree of refinement and purity. The advantage which butter possesses over margarine is esthetic rather than dietetic and the difference in prices between these two articles represent what the consumer is willing to pay for luxury."

If oleomargarine is clean, wholesome and nutritious, and is sold on its merits at reasonable prices, it clearly has a legitimate place among our standard food products.

Oleomargarine at the rate of nearly 1,000,000 pounds a month has for the last three years been consumed in Canada. Its use was greatly stimulated during the war. Many people who never used it before then found it cheap and wholesome, and since have been using it regularly.

Canadian grocers and provision men, voicing the ideas of consumers, hope the Government will not restore the old regulations. The chief interest in favor of their restoration is the dairy farmers who claim that farm butter sales are being damaged by the sale of oleomargarine. It is a curious fact, however, that in those countries producing the largest amounts of oleomargarine, dairying is most prosperous. How could it be otherwise? In the production of oleomargarine large quantities of skimmilk are conserved. High-class butter is produced from the cream, and so the whole product of the cow is marketed. Some of the butter journals complain that the dairy farmers of New York, Pennsylvania, Wisconsin, Minnesota and Michigan sell their cream, and instead of buying butter from the creameries, buy oleomargarine for their own tables. Well, they know a good product when they see it, as dairy farmers do in Holland and Denmark.

The Poorer Man's Right

Consumers who wish butter can always have it if they are willing to pay the higher price made necessary by the greater cost of its production. There are thousands of families of the hard-working class who claim the right to other foods produced by a process that brings them within the reach of their pay envelopes. That is the real demand in Canadian industrial centres to-day. If the family of the small-wage earner did not have oleomargarine they would not be in a bit better position to buy more butter. They would either have to go without or use some less wholesome substitute.

That the sale of oleomargarine will not necessarily lessen the consumption of butter is evidenced by British experience. There the sale of artificially colored oleomargarine is permitted without any restrictions other than to insure its sale for what it actually is. In addition the British market receives

(Continued on page 43)

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, March 22.—In general the produce market is firm with a more active market. Hogs are steady in price with a better demand for fresh and smoked meats. Some lines of fresh meats are a little easier but smoked meats are firm. Cooked meats in some cases show a slight advance. The butter market is stronger after its weakness of last week. A better demand for Canadian creamery has given a better tone although the price is not up to that of a week ago. Eggs are fairly easy in price with a lower price than quoted last week. Cheese quotations remain unchanged with nothing of note in the situation. Lard maintains its strength with better buying and a strong tone. The colder weather has helped the fish market and prices are firm under a good demand. There is no change in margarine.

STRONGER BUTTER MARKET

Montreal

BUTTER—Receipts of butter locally for the last week show a slight decline and the market is influenced by a better demand for Canadian creamery butter. During the early part of last week butter displayed a weakness with a decline of 2c per lb. but towards the close of the week the market was firmer, owing to the limited quantities of the better class creamery butter available. The demand is improved and with limited supplies the market shows a stronger tendency at the lower values.

BUTTER—

Solids, creamery, finest	0 36	0 38
Prints, creamery	0 38	0 39
Second grade creamery	0 31	0 35
Dairy solids	0 27	0 28

CHEESE UNCHANGED

Montreal.

CHEESE—There is no material change in the condition of the cheese market. Local wholesale prices are steady and unchanged with a slight increase in receipts and a rather easy tone in the export market.

CHEESE—

Old Colored, twins		0 26
Old White		0 25
New Large, per lb.	0 19	0 20
New Twins, per lb.	0 19	0 20
Triplets, per lb.		0 20
Fancy old cheese, per lb.	0 29	0 30
Stilton, per lb.		0 30
Quebec	0 19	0 20

EGGS STRONGER

Montreal.

EGGS—The feature of the local egg situation during the latter part of last week was a firmer feeling and prices scored an advance of one cent, due principally, to the strength of the Chicago market. At the beginning of this week the market stood firm with prices at 34c and 35c per doz. for special eggs and 31c for new laid.

EGGS—

New laid		0 31
Specials	0 34	0 35

FIRMER MARKET FOR HOGS

Montreal

FRESH MEATS—There is practically no change in the price of selected lightweight hogs on this market but the tone is firm with a tendency towards an advance due to the influence of outside markets. The demand is fair and an active trade is being done. Fresh cuts of pork are said to be easier in price with trimmed shoulders quoted at 19c and trimmed loins at 28c per lb.

FRESH MEATS—

Hogs, live (selected, weighed off cars)	13 00	13 50
Fresh killed	21 00	21 50
Fresh Pork—		
Legs of pork (foot on)	0 20	0 21
Loins (trimmed)	0 28	0 30
Trimmed shoulders	0 19	0 21
Untrimmed		0 17
Pork sausage (pure)		0 20

Fresh Beef—

	(Cows)		(Steers)	
Hind quarters	0 10	0 13	0 12	0 16
Front quarters	0 05	0 09	0 05	0 08
Loins	0 19	0 22	0 22	0 27
Chucks	0 07	0 08	0 08	0 09

MARGARINE UNCHANGED

Montreal.

MARGARINE—Margarine prices remain unchanged with a fair demand. In bricks 21c per lb. is quoted and 20½c in tubs.

LARD HOLDS FIRM

Montreal.

LARD—The tone of the market for lard has been stronger under a steady demand and a fairly active trade is done at current prices. Prices quoted this week show no change.

LARD—

Tierces, 60 lbs.	0 17	0 18
Pails, 20 lbs.	0 17½	0 18½
Tubs, 20 lbs.	0 18	0 19
Bricks	0 19	0 20

SMOKED MEATS IMPROVED

Montreal.

SMOKED MEATS—The feature of the smoked meat market has been the increased activity owing to the near approach of Easter and a firmer tendency of the market for live hogs which has induced better buying.

BACON—

Breakfast, best	0 40	0 50
Smoked breakfast	0 30	0 40
Cottage rolls		0 32
Picnic hams		0 22
Wiltshire	0 27	0 30

MEDIUM SMOKED HAMS—

Weight, 814, long cut	0 30	0 34
Do., 14-20	0 29	0 32
Do., 20-25	0 28	0 29
Do., 25-30	0 25	0 27
Over 35 lbs.		0 25

COOKED MEATS UNCHANGED

Montreal

COOKED MEATS.—Cooked meat prices remain unchanged with a fair demand, backed by a steadier market in fresh meats.

COOKED MEATS—

Hams, cooked		0 47
Square pressed		0 52
Smoked shoulders		0 22
Bologna	0 10	0 20
Corned Beef 1's		3 25
Per doz. 2's		5 75
Per doz. 6's		23 50

MAPLE SYRUP $1.75

Montreal

MAPLE SYRUP—The new season opened with fairly good supplies of the first run offered on the market in bulk at $1.75 per gal. During the first week the weather conditions were favorable but the frost which held steadily stopped the run and the rain of the early part of the week may have some effect on the quality. Producers look for an average crop with a steady, if not strong price. Supplies of last year's goods are pretty well cleaned up in the east.

COLDER WEATHER HELPS FISH

Montreal

FRESH FISH—There is little change in the fish market. The colder weather has lessened the anxiety of local dealers to unload, which with an improved demand gives a better tone to the market without a definite change in prices.

FRESH FISH—

Filets, 20 lb. boxes		0 16
Herring		0 08
Market Cod, fresh		0 05½
Steak cod		0 08
Haddock		0 06
Halibut		0 17½
Flounders		0 10
Mackerel		0 16
White fish		0 18
Eels		0 13
FROZEN FISH—		
Haddock		0 06
Halibut		0 20
Chicken halibut		0 17
Market cod	0 05	0 05½
Steak cod	0 5½	0 06
Doree	0 06½	0 07
Qualla Salmon	0 10	0 11
Dressed B. C. Salmon	0 20	0 21
White fish		0 13
Dressed pike		0 07
Mackerel		0 13
OYSTERS—		
Herrings		0 06½
Lake trout		0 14
Shell oysters, bbl.	8 00	15 00
Standard—Per No. 1 can		2 50
Do., No. 3 can		7 50
Do., No. 5		12 25
Jars—1 doz.	4 50	5 25

HAS RIGHT TO MARGARINE

(Continued from page 42)

butter from practically every butter-producing country in the world. Still the consumption of butter in England prior to the war was 17½ lb. per head; of oleomargarine 8 lb. In the United States the consumption of oleomargarine was 1½ lb. and butter 18 lb. respectively.

These figures show that although England consumed six times as much oleomargarine per head as did the United States, the relative consumption of butter was practically the same in both countries.

Grocers who handle both products realize to the full that restricting the manufacture and sale of oleomargarine when so much wanted is merely harassing one branch of national activity in favor of another.

ONTARIO MARKETS

TORONTO, March 22.—The hog market developed stronger tendencies during the week. As we went to press last week, the market was fairly easy with big packers endeavoring to hammer down prices. Later in the week, however, under lighter receipts and a keen outside demand, the market strengthened and as we go to press the market continues strong with values considerably higher. There do not appear to be many hogs throughout the country and any effort on the part of shippers to hold back shipments seems to result in advancing the market. The big packers still maintain that prices are too high and generally bid lower than the smaller outside buyers. There is little change in smoked meats, although in some quarters prices are slightly reduced. The same applies to cooked meats. Some packers have reduced cooked hams while others have made a slight advance. Butter holds firm while cheese is inclined to be easier with prices slightly shaded. Eggs are firm at the lower values. Lard has an easier undertone while shortening is steady. Fish prices are fairly steady but on some lines there is a shade easier feeling. Poultry is dull and, apart from lower prices on geese, quotations are unchanged.

BUTTER HOLDS FIRM

Toronto.

BUTTER—The butter market continues in a firm position with New Zealand still a factor in assisting to maintain a steady tone. Two cars of New Zealand butter arrived in the city this week and it is said the quality is excellent. Quotations are unchanged at 39c to 40c for No. 1, with the under grades around 35c per lb.

BUTTER—

Creamery prints, No. 1	0 39	0 40
Do., No. 2	0 35	....

CHEESE SHADE EASIER

Toronto

CHEESE—The market is dull with little movement other than consumptive requirements. Owing to the lack of business for export, the market is inclined to be easy with some shading in prices. New fodder made cheese is quoted at 18c to 18½c per lb. with September at 20c. June cheese is becoming quite scarce and is bringing 26c per lb.

CHEESE—

Large, new (fodder)	0 18	0 18½
Do., Sept	....	0 20
Do., June	0 26	0 26
Stilton, new	0 24	0 25

Twins, 1c higher than large cheese and triplets 1½ cents higher than large.

EGG MARKET FIRM

Toronto

EGGS—The egg market is firmer with some dealers quoting slightly higher prices. Supplies are not coming forward as plentifully as expected. U. S. shipments have pretty well ceased and as the market is somewhat higher, American eggs cannot be laid down here any cheaper than Ontario. Quotations are firm at 30c to 31c per doz.

EGGS—

New laid	0 30	0 31
New laid in cartons		0 36

LARD STEADY TO EASY

Toronto

LARD—Following the lower prices in the hog market some packers have reduced lard prices one cent per pound. One pound prints are quoted at 19c and on the tierce basis 16½c to 17c per pound.

LARD—

1-lb. prints	....	0 19
Tierces, 400 lbs.	0 16½	0 17

Tubs are ½c higher than tierces and pails one cent higher than tierces.

NO CHANGE IN SHORTENING

Toronto

SHORTENING—The market is fairly steady with quotations unchanged.

SHORTENING—

1-lb. prints		18-19
Tierces, 400 lbs.	0 15½	0 16

MARGARINE UNCHANGED

Toronto.

MARGARINE—There is nothing of interest to report in the market for margarine. Quotations are unchanged under a moderate demand.

MARGARINE—

Margarine, No. 1	....	0 22
Do., No. 2	....	0 18

COOKED HAMS DOWN

Toronto

COOKED MEATS—Sentiment in the market for cooked meats is rather mixed. In some quarters, prices on cooked hams are advanced one cent while in others, quotations are reduced as much as 1½c per lb. On ordinary round trimmed boiled hams the quotations range from 45½c to 48c with square pressed bringing from 48½c to 50c per lb.

COOKED MEATS—

Boiled hams, lb.	0 45½	0 48
Do., square pressed	0 48½	0 50
Boiled shoulders, lb.	....	0 40
Head cheese, 6s, lb.	....	0 10
Choice jellied ox tongue, lb.	....	0 60
Jellied pork tongue	0 32	0 35
Bologna	0 13	0 15

Above prices subject to daily fluctuations of the market.

BACON TENDS EASIER

Toronto.

PROVISIONS—An easier feeling prevails in the market for cured meats, reflecting the lower prices in the hog market. Packers who have been quoting the highest figure on smoked hams have reduced their quotations one cent per pound making the range 33c to 34c on small and medium sizes. Larger sizes are likewise reduced. Bacon prices are unchanged, but a reduction of $2 per barrel is registered on pickled rolls, bringing the price on lightweight to $47 and heavy to $41.

Hams—		
Small 6 to 12 lbs.	....	0 34
Medium 12 to 20 lbs.	....	0 34
Large, 20 to 35 lbs., lb.	0 30	0 31
Heavy, 35 lbs., and upwards	....	0 26
Backs—		
Boneless, per lb.	0 39	0 42
Rolled, per lb.	....	0 48
Peameal	0 38	0 41
Bacon—		
Breakfast, ordinary, per lb.	0 28	0 32
Do., special trim	0 38	0 41
Cottage rolls	....	0 32
Rol, per lb.	....	0 28
Wiltshire (smoked boneless) lb.	....	0 30
Do., three-quarter cut	....	0 33
Do., middle	....	0 35
Dry Salt Meats—		
Long clear bacon, av. 50 to 70 lbs.	....	0 19½
Do., av. 80-90 lbs.	....	0 18
Clear Bellies 15-30 lb.	0 17½	0 19½
Fat backs, 10-12 lbs.	0 17½	0 17½

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—	
Mess pork	34 00
Short cut backs, 200 lbs.	36 00
Picked rolls, bbl., 200 lbs.—	
Lightweight	47 00
Heavy	41 00

Above prices subject to daily fluctuations of the market.

HOG PRICES STRENGTHEN

Toronto.

FRESH MEATS—As we went to press last week the hog market was easy at $12.50 per cwt. on the fed and watered basis. The market at the end of the week, however, closed stronger at $13 and as we go to press the market continues strong under a further advance of 25c. The upward movement in values is attributed to the lighter receipts and the keen demand from outside sources. The cattle market is dull with little change in quotations. A few spring lambs are arriving and are quoted dressed at $12 to $16 each. Dressed pork cuts are reduced one cent per pound.

FRESH MEAT—

Hogs—		
Live, f.o.b. per cwt.	12 00	12 25
Live, off cars	12 50	12 75
Live, fed and watered, cwt.		13 00
Dressed, light, per cwt.	17 00	18 00
Do., heavy, per cwt.	12 00	14 00
Fresh Pork—		
Legs of pork, up to 15 lbs.		0 28
Loins		0 28½
Fresh hams, lb.		0 29
Tenderloins, lb.		0 52
Picnics, lb.		0 16½
Montreal shoulders		0 19
Boston butts, lb.		0 25½
New York shoulders		0 18½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 14	0 18
Front quarters, lb.	0 08	0 10
Ribs, lb.	0 12	0 18
Chucks, lb.	0 08	0 09
Loins, whole, lb.	0 25	0 28
Hips, lb.	0 12	0 14

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb.	0 13	0 16
Sheep, whole, lb.	0 08	0 12
Spring lamb each	12 00	16 00

Above prices subject to daily fluctuations of the market.

LITTLE CHANGE IN FISH

Toronto.

FISH—The fish market is ruling fairly steady with prices practically unchanged as compared with a week ago.

FRESH SEA AND LAKE FISH

Cod steak lb.	0 10	0 11
Do., market, lb.		0 09
Oysters, No. 1 tins	3 25	3 70
Do., No. 3 tins	9 25	11 [illegible]
Do., No. 5 tins	15 00	18 00
Do., glass jars, doz.	5 00	5 75
Do., shell, per bbl.	13 50	14 00
Smelts, No. 1, per lb.	....	0 13

FROZEN FISH		
Halibut, medium	0 17	0 18
Do., chicken	0 13	0 14
Flounders	0 09	0 10
Pike round	0 05	0 06
Do., headless and dressed	0 07	0 08
Salmon, Cohoe	0 15	0 16
Do., Red Spring	0 20	0 21
Do., Alaska Qualla	0 13	0 14
Do., Qualla,	0 07	0 08
Brill	0 10	0 11
Sea Herring	0 07½	0 08
White Fish	0 11	0 13
Lake Erie Herrings	....	0 04½
Lake Herrings	....	0 08
SMOKED AND SALT FISH		
Haddies, lb.	0 10	0 13
Fillets, lb.	0 14	0 16
Kippers, box	2 25	2 75
Bloaters	2 00	3 00
Ciscoes, lb.	....	0 17
Salmon snack, lb.	....	0 20
Digby chicks, 5 to bundle	1 00	1 20
Boneless Digbys, 10 lb. box	....	1 50
Shred cod, box 24 cart	....	2 20
Cod, 1 lb. tablet, box 24s.	....	3 20
Quail on toast	....	0 14
Holland Herrings, mixed 10-lb. keg	85	1 10
Do., milkers, 10 lb. keg.	95	1 20
Shrimps No. 1 can	....	2 00
Do., No. 6 can	....	11 50
Labrador Herrings—		
Kegs, 100 lbs.	....	5 75
Do., barrels, 200 lbs.	....	11 00

GEESE PRICES EASIER

Toronto.

POULTRY—Little improvement features the poultry market. Receipts are light but the demand is likewise of a slow nature. Prices are fairly steady with the exception of easier prices on geese. Poultry dealers are paying 20c per lb. for dressed geese and quoting to the retail trade at 25c per lb.

Poultry—

Prices paid by dealers—

	Live.	Dressed.
Turkeys	30-35	40-50
Chickens, spring	00-25	00-32
Roosters	00-16	00-18
Fowl, 4 to 5 lbs.	00-24	00-25
Fowl, over 5 lbs.	00-27	00-27
Fowl, under 4 lbs.	00-14	00-22
Guinea hens, pair	1 25	1 50
Geese	....	00-20
Ducks, 4 lb. and over	00-30	00 32
Prices quoted to retail trade:		Dressed:
Ducklings	0 32	0 38
Hens, heavy	0 28	0 32
Hens, heavy	0 28	0 32
Do., light	0 20	0 28
Geese		0 25

LOWER PRICES ON HOGS

Winnipeg.

FRESH MEATS—The hog market is showing an easier tone and live selected are quoted at $11 per cwt. The cattle market is much quieter and offerings are limited. Best steers ranged in price from $6 to $6.50. Heifers of desirable weights and qualities are quoted at $6. The sheep and lamb market is maintaining a steady tone. Good lambs are quoted at $10.50 and good yielding sheep at $8.

HOGS:—

Selected, live, cwt.		11 00
Heavier	7 00	9 00
Light	....	11 00
Sows	6 00	7 00
Fresh Pork—		
Legs of pork, lb.	0 22	0 28
Spare ribs	....	0 18
Loins of pork, lb.	0 28	0 30
Fresh hams, lb.	0 28	0 29
Shoulders	0 16	0 17½
Fresh beef—from steers and heifers—		
Hind quarters	0 12 to 0 17	
Front quarters	0 06 to 0 10	
Whole carcass, good grade, lb	0 09 to 0 13	

MANITOBA MARKETS

WINNIPEG, March 22.—The feature of the provision market is the decline in the price of hogs. Butter is holding steady. Cheese is inclined to be easier in a quiet market. Heavier shipments of eggs are expected and quotations are lower. There is no change in cooked or smoked meats. Lard and shortening are ruling steady. The poultry market is dull under a light demand. Fish is showing more activity with prices steady.

BUTTER MARKET STEADY

Winnipeg.

BUTTER—The market shows little change compared with a week ago. Prices are holding steady although there appears to be a slightly firmer tone. Quotations on the best grades are from 39c to 42c per lb.

BUTTER—

Creamery, best table grade	0 39	0 42
Margarine	0 22	0 25

CHEESE PRICES LOWER

Winnipeg.

CHEESE—Under a light enquiry the cheese market is easier. Ontario large is quoted lower at 20c with twins at 20½c and triplets at 21c per lb. Some dealers are offering cheese at 1c per lb. less than the above quotations.

NO CHANGE IN EGGS

Winnipeg

EGGS—Local receipts of eggs are light but with the approach of Spring and the better condition of the roads heavier shipments are expected. There is a good local demand. Quotations to the trade for No. 1 selected in cartons is 37c per doz. and 32c for candled.

COOKED MEATS FIRM

Winnipeg

COOKED MEATS—The market is firm under recent advances. Cooked hams are quoted from 42c to 46c per lb. Jellied ox tongues are quoted at 52c with pork tongues at 28c. There is a good demand for cooked ham.

COOKED MEATS—

Hams, best quality, skinned 8-14 lbs.	0 46
Do., 13-1 lbs.	0 44
Roast ham, lb.	0 46
Roast shoulders, lb.	0 34
Head cheese, 6-lb. tins, lb.	0 12
Pork tongues, lb.	0 29
Jellied ox tongues, lb.	0 52
Luncheon cooked meats	0 22

SMOKED MEATS STEADY

Winnipeg.

PROVISIONS—The trade for smoked meats is fair with a steady demand from the city and country districts. The hog market at present is showing an easier tone but prices on bacon and ham are unchanged. Best grade ham is quoted at 37c per lb. and bacon at 45c.

Hams—

8 to 16 lbs., per lb.	0 37
16 to 20 lbs., per lb.	0 36
Boneless, 8-14 lbs., per lb.	0 41
Skinned, 14-18 lbs., per lb.	0 40
Skinned, 18 to 22 lbs. per lb.	0 40
Bacon, to 10 lbs., per lb.	0 45
Cottage rolls, boneless	0 26
Bellies 6 to 10 lbs., per lb.	0 42½

NO CHANGE IN LARD

LARD—The market continues steady with no change in quotations. The demand is showing a slight improvement.

LARD

Pure Lards, No. 1 Quality, per lb. (in tierces, 400 lbs.)	0 17½
Do., wooden pails, 20-lb. pails	3 90
Shortening, tierces of 400 lbs.	0 15
Do., per pail, 20 lbs.	3 40

POULTRY UNCHANGED

Winnipeg

POULTRY—The poultry market is quiet with no change in quotations. Orders for poultry are mostly being filled from storage stocks but the movement is quiet.

POULTRY—

Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
D. P. Chickens, 3½ lbs., and under	0 30
Do., 3½ lbs., and over	0 35
D. P. fowl, 3½ lbs. and under	0 22

FISH PRICES STEADY

Winnipeg

FISH—There are no changes in quotations to report this week. The market is fairly active with all lines well represented.

Women of Canada Demand Margarine Be Made Permanent

Interviewing the Hon. W. R. Motherwell, Dominion Minister of Agriculture, Mrs. Adam Shortt, of Ottawa, on behalf of the National Council of Women, recently impressed upon the minister that oleomargarine is a food demanded by the women of Canada and the manufacture and sale should be made permanent. Mrs. Shortt contradicted the statement made by some members of the Dairy Association when they stated that butter is available to every person, and that there is no need for the sale of margarine in Canada. Mrs. Shortt maintained that there were thousands of people, particularly children, eating margarine who would be denied this necessary fat if margarine were barred from the country, simply because they could not afford to buy butter.

Mrs. Shortt went into statistics and plainly showed the Minister of Agriculture that the dairy industry had not been injured by the sale of margarine, but on the other hand the amount of butter exported from Canada during the years 1917-19 was three times the amount during the years previous to the period margarine was permitted. She went on to show that Denmark is considered the finest dairy country in the world and yet the consumption of margarine in that country is steadily increasing and that Canada is the only country in the world in which there are restrictions on the manufacture and sale of margarine.

Mrs. Shortt declared that citizens should not be denied a food that is wholesome and made under the strictest sanitary conditions claiming that "if margarine was good enough for the men in the trenches during the war, then surely it was good enough for the citizens of Canada."

PERFECT QUALITY

UMART KITCHENER BRAND PORK PRODUCTS

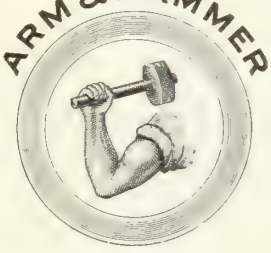
THERE ARE OTHERS BUT NOTHING EQUAL

You can't say you sell the best unless you offer your customers our make of sausages and smoked meats.

THE DUMART PACKING COMPANY LIMITED

KITCHENER - ONTARIO

ARM & HAMMER



In Handy 2½ lb. Cartons

Why waste time and money weighing and wrapping bulk Sal Soda when you can sell Arm and Hammer Brand—the highest quality made—in handy 2½ lb. cartons? These convenient containers protect the great strength and purity of this superior Sal Soda until it reaches your customers. They're packed 36 to the case. Your wholesaler can supply you.

SAL SODA

CHURCH & DWIGHT, LIMITED,
MONTREAL

Vary The Lenten Diet

Assist the housewife solve the problem of the evening meal by suggesting King Oscar Sardines. She must be perplexed to know what to serve during the season of meatless days. When she is sold on the product you will have secured a good customer for all the year round.

CANADIAN AGENTS:

John W. Bickle & Greening

Hamilton, -- Ontario

It's different—that's why it sells so fast

SCHNEIDER'S BREAKFAST BACON

A high-grade bacon with a delightful, rich mild flavor imparted by the special SCHNEIDER curing and thorough smoking. Grocers everywhere who have introduced it have found that their bacon sales have shown large increases in many cases more than doubling their former turnovers. Try a sample order and watch your sales increase. SCHNEIDER'S Pure Kettle Rendered Lard is just a little better. Get our present prices on Pure Lard and Breakfast Bacon. The present prices are low.

Write for our price list on our full line of Sausage and mild cured Smoked Meats. We specialize in mail order business. Our price list shows why we do a large mail order business.

J. M. Schneider & Son, Ltd.
KITCHENER, ONTARIO

CHEESE

During Lent there is a marked falling off in the consumption of meats. There are other foods which offer a desirable change and which are very nutritious. We suggest you offer your customers cheese. And there is no variety of cheese in the world that excels good Canadian. We have a very choice stock of prime, well-cured Septembers, and shall be glad to quote you prices.

F. W. Fearman Company
Hamilton, Ontario

THE MALT OF A 100 SMILES

GROCERS! ARE YOU PREPARED?

Warm weather approaches.

Thirsts must be quenched.

After winter's hard struggle
Health must be re-built.

People never have to be coaxed
To buy CREAM OF MALT.

The oldest established
Malt Extract in Canada.

Quality is the supreme test.

Brew your own.

Order at once.

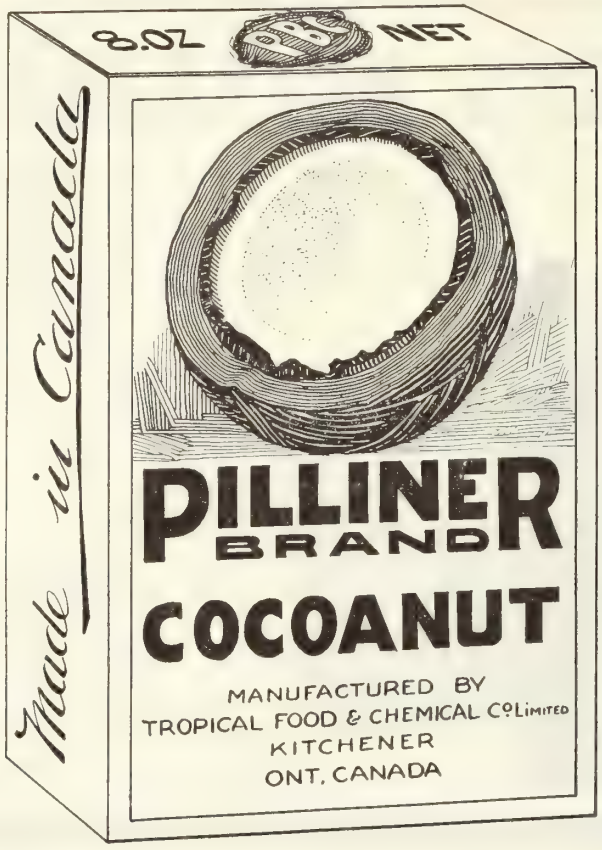
Wholesale Distributors:

Perkins, Ince & Co., Groceries, Ltd.
H. P. Eckardt & Co.
Jas. Lumbers, Ltd.
Medland Bros.
Lumsden Bros.
John Garvey & Sons
Randall & Roos
T. Long & Bro., Ltd.
Parsons, Brown & Co.
Wholesale Groceries, Ltd.
Eby-Blain, Ltd.
John Sloan & Co., Ltd.
Sloan, Dickson & Bone, Ltd.
McPherson, Glassco Co.
M. Masuret & Co.
J. T. Festing & Sons
Hicks-Groom Co.
T. Kinnear & Co.

Reliable as the Sun. *Remember Cream of Malt.*

CANADIAN MALT EXTRACT CO.
16 Pearl Street, Toronto, Ont.
Tel. Adelaide 3304.

Sold by the Package



Made in Canada

Tell This to Your Best Customer

You can safely say to your best customer:

"Mrs. Smith, I recommend Pilliner Brand Cocoanut. It is made from selected nuts and because it comes in packages none of the flavor is lost by evaporation.

"When you open the package just notice how pure and white this cocoanut is and it is the most economical you can buy because its keeping qualities are unequalled."

Your most particular customers will like Pilliner Brand Cocoanut. Ask your jobber or write us.

Tropical Food & Chemical Co., Limited

476 King St. W., Kitchener, Ont.

What is the Character of Your Store?

A man's character is the sum total of his qualities—**minus his defects!** The average quality of the goods he sells determines the character of a dealer's stock. This is reflected in the character of his trade. Good goods attract good customers. Quality always finds its level.

In city after city, town after town, village after village, you will find FIVE ROSES Flour sold by the recognized leaders in the trade. Of course, it is only one item, but if you select your other stock according to the FIVE ROSES standard you will increase the times you sell satisfaction.

When you select your stock, you are also selecting the trade you will serve.

LAKE OF THE WOODS MILLING COMPANY, LIMITED

"The House of Character"

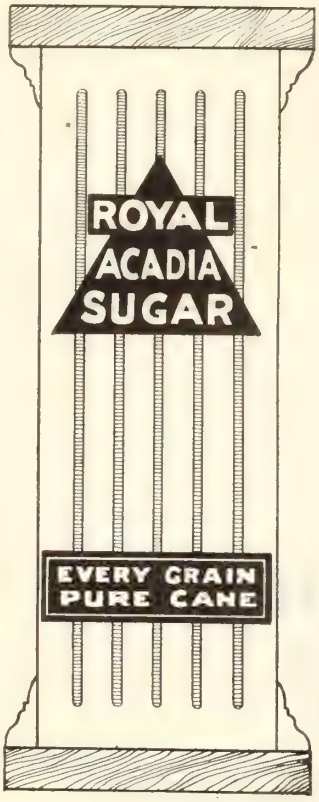
Offices in 16 Canadian Cities

Head Office
Montreal

Western Office
Winnipeg

FIVE ROSES FLOUR

How Do You Judge Sugar?



THROUGH close inspection

Royal Acadia SUGAR

will reveal a quality that at once proves its easy selling possibilities.
Hard grain, sparkling granulated, medium or fine. Smooth, natural color yellows—and

ICING---POWDERED---TEA BLOCKS---CUT LOAF

CARTONS---BOXES---BULK.

Acadia Sugar Refining Co. Limited

MONTREAL HALIFAX

Manitoba Whitefish

British Columbia Cohoe

Qualla, Halibut.
Pickled Trout and White Fish

LEMON BROS.

OWEN SOUND ONT.

MEXICAN
TOMATOES

arriving freely, quality first class.

MARMALADE
ORANGES

Two cars this week, order now before supplies run out.

WHITE & CO., LTD.

Wholesale Fruit & Vegetables

TORONTO

Phone Main 6565 or Main 6699

"Packed Full of Flavor"

Aylmer Brand Soups

Tomato and Vegetable

Aylmer Brand Soups are packed full of flavor and body and delicious wholesomeness.

At this time of year a splendid trade can be done in Aylmer Soups.

Buy Them, Display Them, Sell Them.

Order from your jobber to-day.

Real Seville Orange Marmalade not an orange jam

Shirriff's

1922 Marmalade Is Ready

Made from fine, new Seville Oranges—fresh from Spain. Prepared with usual Shirriff care and skill. A treat for your customers. A sure profit-maker for you.

Write us for our prices on this delicious 1922 Shirriff's True Orange Marmalade.

Let your customers have the best.

IMPERIAL EXTRACT COMPANY

TORONTO - CANADA

Selling Agents: HAROLD F. RITCHIE & CO., Limited, Toronto and Montreal

INTERLAKE Brands of MERIT

Buying the best is not only good policy but good business, especially with toilet paper. The retailer who carries the INTERLAKE line of Standard Brands is doing himself and his customers a good service. It is always good business to satisfy your customers. It is what we aim to do and what we aim to help you do.

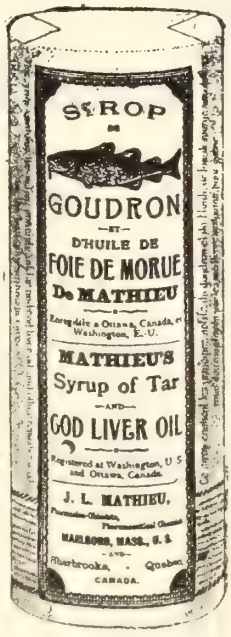
Ask us or your wholesaler about the INTERLAKE Standard Brands of Toilet Tissue. The brands of merit. The name is your guarantee.

Interlake Tissue Mills Co.

MERRITTON Limited CANADA

HEAD OFFICE: 54 University Avenue, Toronto, Canada.
SALES BRANCH: McGill Building, Montreal, Quebec.

A few particulars about our Standard Brands:—**"Interlake"**—700 sheet roll—just like linen. **"White Cross"**—8 ounce—white, soft, genuine crepe. **"Blue Bird"**—6 ounce—Manilla, soft, genuine crepe. **"Old Dutch"**—11 ounce—plain, duplex, Manilla tissue.



Here's a Big Profitable Spring Seller

MATHIEU'S SYRUP of TAR and COD LIVER OIL

Spring with its many changeable, wet days is an ideal time to feature this nationally famous Mathieu Cough Remedy. It will pay you handsomely to get up a good display and suggest it to your customers.

The efficiency of this dependable remedy always wins confidence and satisfaction and the profit margin is exceptionally good.

Try a Sample Order

J. L. MATHIEU CO., *Proprietors*

SHERBROOKE, :: QUEBEC

One of the necessary articles kept on hand in every well-appointed home and public building—an article that is in constant demand by everyone—everywhere—

THE OLD RELIABLE

KEATING'S POWDER

The Universal Insecticide

Recommend it to your customers for all insects. It's SURE DEATH every time KEATING'S comes in proper contact with

Flies	**Ants**	**Bugs**
Fleas	**Wasps**	**Cockroaches**
Mosquitoes	**Beetles**	**Moths**

KEATING'S POWDER is harmless to human or animal life. It is extensively advertised and well known. Keep a good stock on hand—it sells readily.

Made by THOMAS KEATING, London, England
Established 1788

SOLE AGENTS FOR CANADA
HAROLD F. RITCHIE & CO., LIMITED
10 McCaul Street, TORONTO

Grocers

There is a big difference between Pharmaceutical Malt Extract and the ordinary Malt Extract.

Maple Leaf Pharmaceutical

---Malt Extract---

is the only Pharmaceutical Malt on the Canadian Market.

Packed in 2½ tins for
Made-in-Canada Home Brew Purposes and costs no more
Packed in cases 2 doz. 2½ lb. cans with best B. C. Hops.

Order direct.

Maple Leaf Malt Extract Co.
Registered
61 Canning Street, Montreal

SHOW CASES

Give Your Store the Attractiveness that Brings Increased Sales

An emphasized cleanliness, neatness and modern appearance increases sales in a grocery store as well as in other lines. People **respond** to sanitary attractive displays.

Here's a new display system which offers you the most effective selling qualities you can obtain. It sits right on your present counters. It is made of high quality plate glass. It positively increases sales — in many cases pays for itself times over.

Kleer Vue Display Systems in your store will lessen competition, add prestige, increase sales. Our representative will be glad to explain the latest types of showcases, silent salesmen and other display systems and to help you select the most profitable one for your store. Get in touch with us to-day.

Kleer Vue
PATENTED

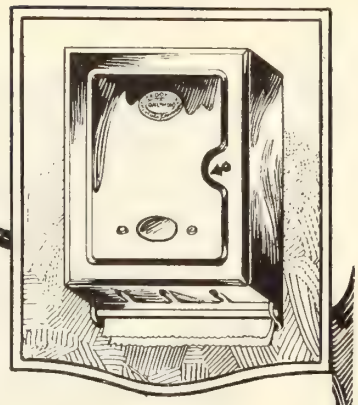
All Glass Display Cases

The Most Effective Display System

TORONTO PLATE GLASS IMPORTING CO., LIMITED

Modern Show Cases and Display Systems of Every Description

91 Don Roadway, Toronto, Ont.



"Sight Sales" of Eddy's Onliwon Toilet Paper Holders

"They see and they buy." That is what merchants everywhere are saying about their sales of Eddy's Onliwon Toilet Paper Holders.

This handsome, nickelled fixture, equipped with one thousand sheets of fine toilet paper is a "bargain" at the price. It is a profit maker too. Order a small quantity, show them and see them move out of your store. Every one you sell creates a demand for refills—two-way profits for you. Ask your jobber.

Grocers, Hardware Stores, General Stores, and Drug Stores, are selling Quantities. It is your opportunity now.

Sell an Economy Eddy's Onliwon Paper Towel Holders

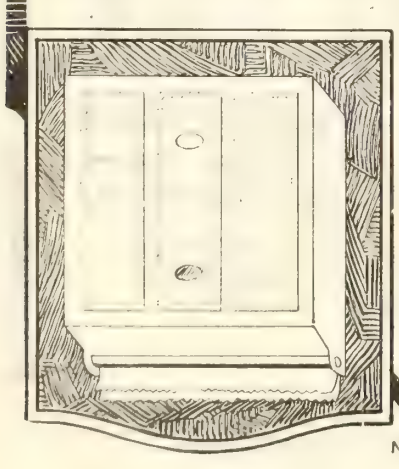
For kitchen, bathroom and general family use. Keep clean and sanitary in the white enamelled Onliwon Cabinet. Onliwon Paper Towels can be sold at a very moderate price, allowing you a good profit.

They save the finer towels, save labor and cost of washing. They are more absorbent than cotton and just as soft to use.

Show Them and Sell Them
Your Jobber can Supply You

The E. B. EDDY CO., Limited

HULL - CANADA



Branches & Agencies
Halifax, St. John, Quebec, Montreal, Ottawa, Brockville, Kingston, Toronto, Hamilton, London, Fort William, Winnipeg, Regina, Moose Jaw, Saskatoon, Calgary, Lethbridge, Edmonton, Camrose, Vancouver and Victoria.

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OAKEY'S "Wellington" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.I. Eng.

Agents:
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B.C.

BUYERS' MARKET GUIDE
Latest Editorial Market News

TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng. Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

BROOMS
Every Housekeeper needs a Good New Broom
FOR HOUSECLEANING
There are none better than
JOHN ADAM & SON,
Collingwood, Ont.
Thousands of satisfied users say so

J. & J. Taylor's Safes
One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.
One J. & J. Taylor safe 18 inches deep, two feet 9 inches wide. four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 108, Canadian Grocer. 153 University Ave., Toronto

Say You Saw It In Canadian Grocer, It Will Help To Identify You

SLICED PINEAPPLE LOOKS HIGHER

A packer of Hawaiian pineapple, who has a large distribution in Canada, stated that the winter pack is completely sold up and that the spring pack is fairly well booked and that higher prices can be expected. A report from New York on the Hawaiian pineapple situation says: "Hawaiian pineapple seems slated for a steady advance with nothing to stop the upward movement unless it be the high range of values which will limit consumption. Stocks throughout the country are not sufficient to cause any reaction as they are light in all quarters. California fruits are a parallel to pineapple to some extent, although the shortage is not so pronounced."

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

Say you saw it in
CANADIAN GROCER
it will help to identify you

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank Street

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

BARRELS
For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

FOR SALE—MERCHANTS' PRICE TICKETS—$1.50 a hundred; 10 samples 25c., M. Moorby, Newmarket, Ont.

FOR SALE—GENERAL STORE; UP-TO-DATE, fully equipped; no opposition. Post Office. Express office. Ticket office in connection, on Pere Marquette. Apply A. R. Peter's, Turnerville, Ont.

SWEET CLOVER, WHITE BLOSSOM, NO. 1 Government Standard. Price on application. W. T. Riddell, Auburn, Ontario.

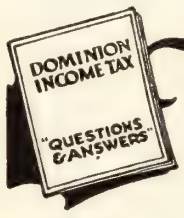
FOR SALE—MAIN ST., FAIRVILLE, GROcery, fruit and confectionery. Good going business, best location. Plenty of room for increased business. Stock and fixtures all at $1700. cash. Owner leaving Canada. Apply Charles S. Luck., Fairville, N. B.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himsel fwhether a Gije-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our ne wCatalogue, J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

FOR SALE—CHURCH AVENUE, FAIRVILLE; good corner freehold property. Four flats. Store and garage. Monthly rental $83.00. Good general business and fixtures, including Dayton's Meat Slicer and Scales. Sherer Counter. Show Cases, etc. Will sell as it stands for $9,500.00, $6.500.00 Cash required. Apply Charles S. Luck, Fairville, N. B.

WANTED.

WANTED—MEAT SLICER, IN GOOD CONdition. State best price. Box 564, Havelock, Ont.



Your Income Tax

We have just issued a booklet—
"Dominion Income Tax—Questions and Answers"
which explains in a simple, concise way all Canadian Government Tax requirements.
The booklet is the work of a tax specialist. It simplifies—for any individual, incorporated company or estate—the preparation of the necessary income tax return.

We will be pleased to forward a copy on requ.

Ask for booklet B 34.

Canadian Debentures Corporation Limited
Established 1910
36 KING ST·EAST TORONTO

Now is the Time to Buy—don't wait.
Consult these Advertising Pages.
Our Advertisers will *Save* You Money—buy now.

IMPERIAL Floor Dressing

Get the dust with the dirt -

You can't *eliminate* dust entirely, but you *can control* it. Imperial Floor Dressing will keep it where it belongs—on the floor—not floating around to settle on shelves, counters or merchandise.

By holding the dust to the floor with Imperial Floor Dressing, it is easily swept up and completely removed, thereby keeping your store bright and spotlessly clean.

Imperial Floor Dressing cleans and preserves wood, linoleum or oil cloth. It does not gum or evaporate. Prevents checking and cracking. One gallon will treat from 500 to 700 feet of floor surface, and one application will last for weeks.

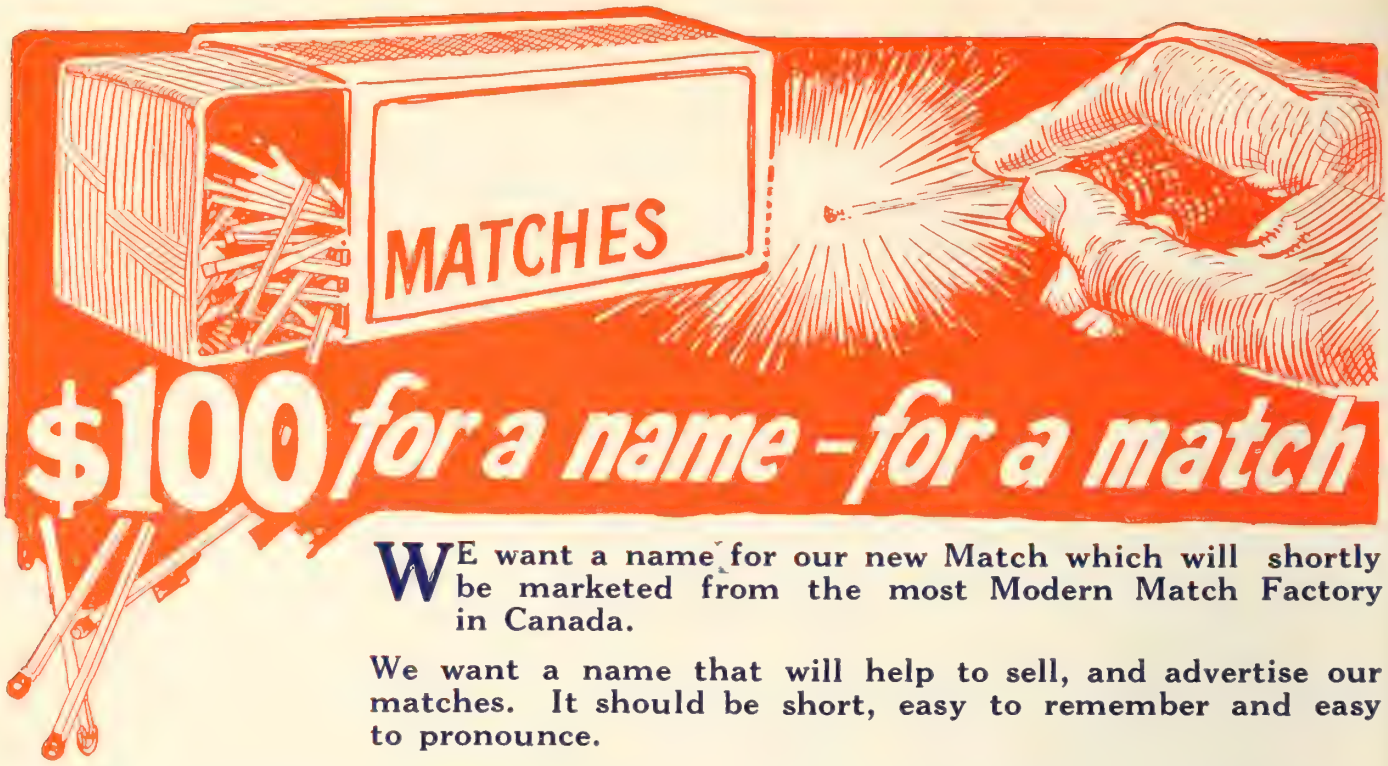
Use Imperial Floor Dressing and display it prominently. You will find both profitable. One sells the other. Ask the Imperial Oil Salesman to explain the large market there is for this product in your territory.

IMPERIAL OIL LIMITED

Canadian Company Canadian Capital
Canadian Workmen

To insure even distribution of Imperial Floor Dressing, use the Imperial Floor Oiler. It does the work quickly, easily and most economically.

T-2855



$100 for a name—for a match

WE want a name for our new Match which will shortly be marketed from the most Modern Match Factory in Canada.

We want a name that will help to sell, and advertise our matches. It should be short, easy to remember and easy to pronounce.

A grand prize of $100.00 is offered for the best name submitted; $50.00 prize for the second best name and $25.00 prize for the third best name.

The following facts about our new Match may help you in "coining" a name for it

It is square in shape and stronger than ordinary matches because it contains more wood. It is made from tough woods—aspen and bass.

Being square, it burns freely and is easier to hold in the fingers when striking.

The square shape holds the head on securely. The heads do not fly off, and there is no afterglow.

The rules of this Contest are very simple:

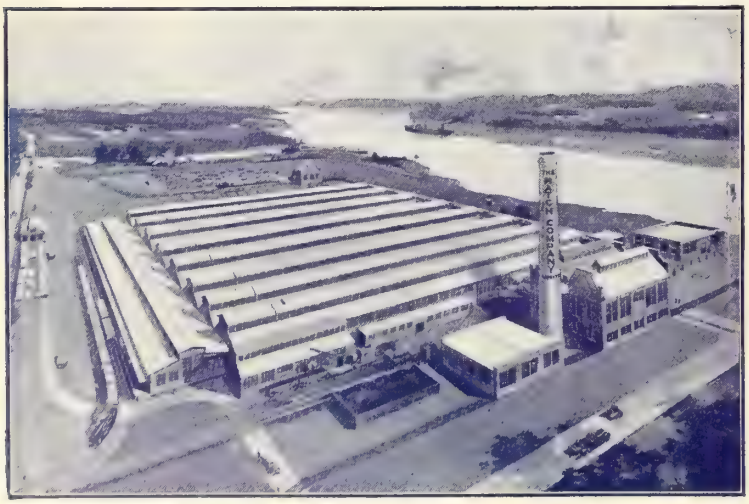
(1) The Contest is open to all Retail Grocers and Retail Grocers' Clerks in Canada and other employees.

(2) Should more than one contestant submit the names which the judges select as the winning names the prize money will be equally divided.

(3) All contestants must sign their own names and business addresses plainly on the sheet on which their suggestions are submitted.

(4) Each contestant may submit as many names as he wishes, provided the suggestions are received before April 30th.

(5) All names sent in to be and remain the property of The Match Company, Limited, and to be available for their use at their convenience.



The Match Company, Limited, Plant at Berthierville, Quebec, the finest and most modern in Canada.

Contest Closes April 30th, 1922.

The judges will be The Editor "Canadian Grocer" and J. J. Gibbons, Limited, advertising agents, Toronto. Their decision to be final.

Send your names to A. W. Hugman, Sales Manager

THE MATCH COMPANY LIMITED

137 McGill St. - MONTREAL

CANADIAN GROCER

The Largest Circulation of any Trade Paper in Canada
Members of The Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI PUBLICATION OFFICE: TORONTO, ONT., MARCH 31, 1922 No. 13

Welch's

"THE NATIONAL DRINK"

Welch's sells on quality. It is the pure, rich juice of choicest Concord Grapes from the Niagara Grape Belt. At the present reduced prices Welch's becomes a favored purchase for all your customers.

Sell Welch's

—as a social drink, for punches, with lemonade, ginger ale, or by itself, for the home or public receptions, dances and parties.

—as a table beverage.

—as a breakfast fruit course

—as an addition to desserts and ices.

—as a health drink, recognized by physicians and dietitians.

The many uses to which Welch's may be put should bring you a profitable volume of trade in this one item alone. Other Welch products include Welch Quality Jams, made from perfect fruit. Grapelade, Peachlade, Cherrilade, Plumlade, Grape Currantlade, Strawberilade, Orange Marmalade, in 15 oz. glass jars and standard 4-lb. tins. Have your wholesaler quote prices on Welch's in large, medium, junior and fountain-size bottles, and our full line of Welch Jams.

The Welch Co., Limited, St. Catharines, Ontario

A Word about Matches!

GIVE a moment's thought to the match question. There are three important points in which you, Mr. Dealer, are interested.

Quality——
Safety ——
Profit ——

120,000,000 Matches a day.

Non-poisonous.

No after-glow.

No flying heads.

No broken sticks.

Large, well-filled boxes.

Eddy's Matches are as good as matches can be—there are none better in the world.

EDDY'S are right as to QUALITY

Eddy's Matches are safe. We make them taste unpleasant so that rats and mice will not touch them, yet they are non-poisonous—harmless to children. Eddy's Matches will not explode if stepped on. The heads do not fly off and they do not glow when blown out.

EDDY'S are right as to SAFETY

Eddy's Matches give a better margin of profit than any other. Because of our enormous output, we sell better matches and sell them cheaper. The Dealer gets the benefit.

EDDY'S are right as to PROFIT

From every standpoint, Eddy's are the matches for you to stock. When ordering, tell your jobber you want EDDY'S MATCHES.

EDDY'S MATCHES

THE E. B. EDDY CO., LIMITED

HULL, CANADA

Consider the Consumer

Supplying your customers with products of "A none better quality" is an obligation.

After quality the resale price is a serious consideration.

We contend that the Consumer will not pay over thirty-five cents for a "medium" 16-oz. size bottle of Grape Juice. Attempting to sell at a higher price will merely limit your sale.

We have made it possible for you to supply the best of quality at popular prices, and at the same time paying to you a "worth while" profit.

$6.00 per case for Large size, One Dozen
$6.50 per case for Medium size, Two Dozen

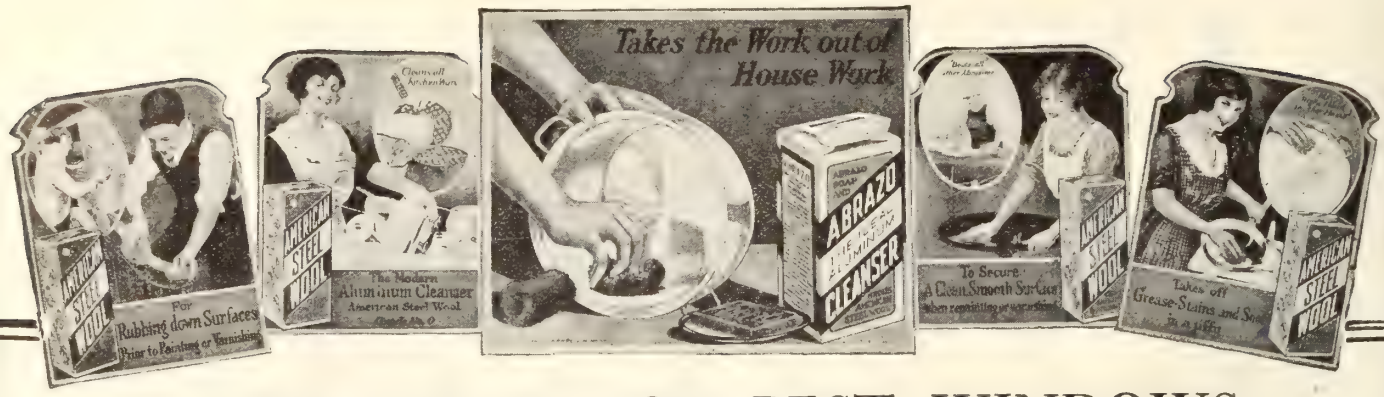
Do not buy Grape Juice at a higher list. An increased cost per case means that your Grape Juice cannot be passed on to the consumer at popular prices at a profit.

OUR GUARANTEE:—Marsh's Grape Juice is the Pure Juice of choicest Concord grapes. No manufacturer uses better grapes, in fact Grape Juice of a better quality cannot be made. Every bottle guaranteed to please your trade. It is just a little sweeter, and with a better flavor.

There's Another Grape Juice!

Marsh's

The Marsh Grape Juice Co., Niagara Falls, Ont.


AMERICAN STEEL WOOL
For Rubbing down Surfaces Prior to Painting or Varnishing
The Modern Aluminum Cleanser
American Steel Wool
Takes the Work out of House Work
ABRAZO
THE IDEAL ALUMINUM CLEANSER
To Secure A Clean Smooth Surface
Takes off Grease Stains and Soil

CASH PRIZES FOR BEST WINDOWS

60 day Contest

To the retailers getting up the most effective Window Displays of AMERICAN Steel Wool or Abrazo, or both, between March 1st and May 1st, 1922, we offer the following cash prizes:

First Prize $25 Cash **Second Prize $15 Cash** **Third Prize $5 Cash**

Send us a snapshot of your window before May 1st and we will mail you a dollar to cover cost of photograph.

ABRAZO THE IDEAL ALUMINUM CLEANSER

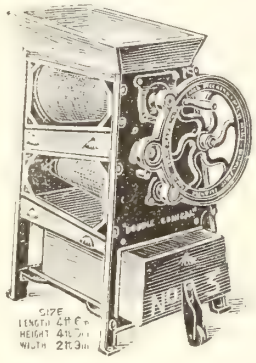
Abrazo consists of six handy rolls of AMERICAN Steel Wool and one piece of Aluminum Soap. Nothing so effective for cleaning and polishing aluminum, Pyrex, enamel, tin, copper, brass, iron, etc. Abrazo offers more for the money than any other cleanser.

Sent Free *for* Contest

Fancy Display Containers, Window and Counter Cards and Dummies will be sent Free on request. A strong window will link up your store with our National Campaign of Advertising and may win you $25.

AMERICAN STEEL WOOL MFG. CO. Inc.

9-11-13 Desbrosses St., New York, N.Y., U.S.A.



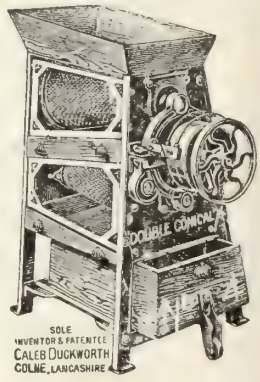
DUCKWORTH'S PATENT

The loss of weight by cleaning is under one per cent., the fruit is improved in the process.

LATEST INVENTIONS

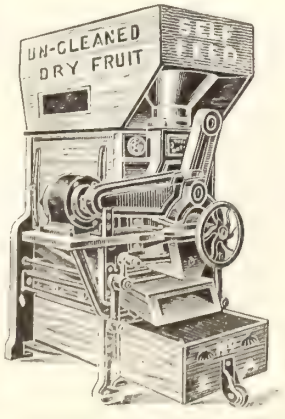
23 GOLD MEDALS AWARDED

For full efficiency in cleaning Currants and Sultanas you must use



DRY FRUIT CLEANING MACHINES

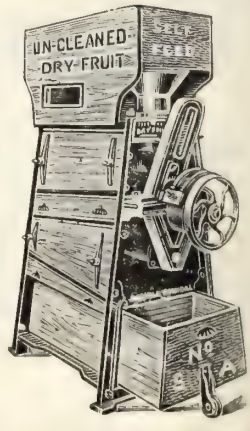
Works—Colne, Lancashire, Eng.



Four styles of machines are made, varying in capacity, etc., the Nos. 2A and 5A machines having an automatic SELF-FEED. The output of cleaned fruit varies from 5 pounds to 40 pounds per minute according to size of machine. The process of cleaning greatly improves the appearance of the fruit, and takes out OVER 99 per cent. of small stems. NO OTHER MACHINE DOES THE WORK SO WELL.

The power machines can be supplied for belt drive with fast and loose pulleys, or with electric motor and starter attached for direct chain drive.

Write for full particulars to our agent.



AGENT FOR CANADA

GEORGE G. YORKE, Portland and Queen St. W., TORONTO

CURLING
BRAND
MARMALADE

In Four Pound Glass Jars

Supreme *in* Quality Flavor *and* Appearance

ST. WILLIAMS FRUIT PRESERVERS
SIMCOE, ONT.

Selling Agents:

LANGLEY HARRIS & COMPANY, Limited,

Montreal TORONTO Winnipeg

One of the 13,000 Growers

Raisin *Changes*

The California Associated Raisin Co. henceforth will be known as the

"Sun-Maid Raisin Growers"

This change in name became effective on February 17th. Letterheads, bill-heads and all other printed forms after that date will bear the new name and all checks, money orders and other remittances should be made out to "Sun-Maid Raisin Growers" instead of to "California Associated Raisin Co." as in the past.

This change is deemed desirable for the following reasons:

"Sun-Maid Raisin Growers" is the only truly representative name of this organization since it is owned by the growers and operated by their representatives.

The Sun-Maid brand—the growers' own brand—is the most widely distributed and largest selling brand of raisins on the market and the name "Sun-Maid," therefore, is a natural part of the organization's name.

Formerly

California Associated

Now—Sun-Maid

Membership 13,000

Company *Name*

Sun-Maid Seedless, sweet and tender, are perfect for stewing, with ice cream, or just munching.

In short, the words "Sun-Maid Raisin Growers" explain just what this organization is—a great association of raisin growers who produce the Sun-Maid Brand of Raisins.

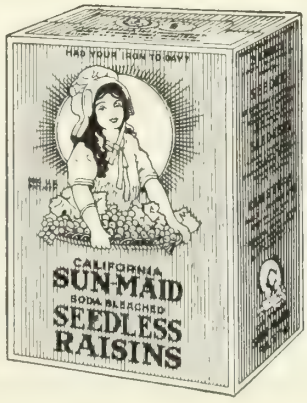
This is not a company controlled by any one man or small group of men, but by the raisin growers themselves, and is strictly a co-operative organization.

The owners, on the average, operate only 20 acres of vineyards each.

Remember this organization, therefore, and refer to it in the future by its proper name—Sun-Maid Raisin Growers.

These growers take this opportunity to thank the trade for its support in the past and hope for a continuation of its co-operation in the future, without which it would be impossible to properly serve the public with this important and delicious food product.

Sun-Maid Seeded Muscats, sweet and juicy, make the best raisin pie and raisin bread.



Sun-Maid Soda Bleached, a delicious sweet raisin especially adapted to making cakes, cookies and French pastries.

Sun-Maid Clusters, large, tender, sweet raisins are just the thing for the after-dinner tidbit.

Raisin Company

Raisin Growers

Fresno, California

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers' Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

Now is the Time to Buy—don't wait.
Consult these Advertising Pages.
Our Advertisers will *save* you Money—buy now.

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

Offer Their Principals

A Successful Sales Organization

Exceptional Warehouse Accommodation
For Storage and Unloading

The Service of a Strong, Successful Organization

THE NATIONAL BROKERS

HEAD OFFICE:
WINNIPEG, MAN.

Branches : REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER, MONTREAL
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

WILLIAMS STORAGE LIMITED

W. R. WILLIAMS, PRESIDENT AND MANAGER

The Largest Storage, Distributing and Forwarding House in Western Canada

Concrete and Steam-Heated Warehouses - Excellent Track Facilities

LOW INSURANCE

"SERVICE" is Our Motto - WINNIPEG

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

OAKEY'S "Wellington" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.I. Eng.

Agents:

John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B.C.

Goods well advertised and well displayed are easiest sold. Advertised to ½ million buyers weekly. Codville Co. Ltd.

6

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West,
TORONTO.

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

E. N. & W. E. SOPER
Manufacturer's Agents and Commission Brokers
63 SPARKS ST., OTTAWA.
Warehouse and Distributing.
Efficient Sales Staff.
Detail Work.
Service our Specialty.

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

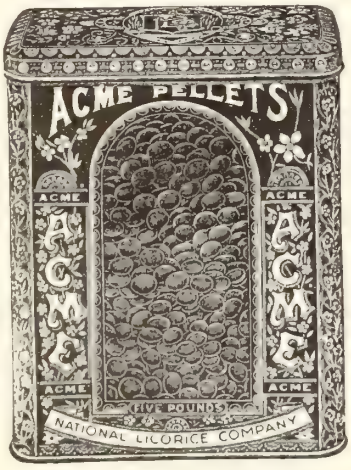
W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

F. S. JARVIS & CO.
18 Toronto St. Toronto
MANUFACTURERS' AGENTS
Specializing in all Lines of Food Products

ACME PELLETS

In 5 lb. decorated glass-front tins.

Also put up in 5 lb. paper boxes.



In 5 lb. decorated glass-front tins.

Also put up in 5 lb. paper boxes.

Everything in Licorice for the Grocer's requirements, including Lozenges in 5 lb. paper boxes, Powdered Licorice Extract and Paste.

Y & S Stick Licorice
in individual 10c. cartons; 30 cartons to box.

Price List on Request.

NATIONAL LICORICE COMPANY
MONTREAL
—WE SELL THE WHOLESALE TRADE ONLY—

40 Cases

Ordered through the mail one day this week.

The Grocer knows we have the best Pharmaceutical

Extract of Malt

on the Canadian market and our prices are right.

Maple Leaf Pharmaceutical Malt is made in Canada.

Packed in cases of 2 doz. 2½-lb. tins.

Order direct

Maple Leaf Malt Extract Co.
61 Canning Street - Montreal

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
ST. NICHOLAS BUILDING, MONTREAL

Italian & European Importing Co., Reg'd.
78 Crescent St., Montreal
Importers of
Italian Nougat, Italian Macaroons
Price list and samples free to the Grocers

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL.
Established 1876
Telephone Main 1581.

When Writing to Advertisers Kindly Mention This Paper

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL.

J. Russell-Murray Co., Limited
IMPORTERS
RICE: American, Patna, Siam, Rangoon,
MOLASSES, SPICE, JAMAICA GINGER,
Granada Nutmegs, Pepper, Cassia, and all Tropical Products.
20 St. Nicholas Street Montreal

Practical Information

The Proprietary Article Price Issue of February 10 has met with a great deal of approval all over Canada. The attached unsolicited letter indicates what the retailers in one district think of it:

The Canadian Grocer,
Toronto,
Ontario,
Dear Sirs:—

The writer has been in touch with some of our customers the last few days who are prominent in the grocery business at different points, and we think it only right to tell you how much the proprietary price list in the issue of February 10th is appreciated by them. I heard different remarks that made me feel that the retail grocers viewed it as a special and live protection to their interests.

Sarnia Ont. T. KENNY & CO. Ltd.

Canadian Grocer plans to issue similar numbers later on so that the retail trade may have up-to-date market information regularly throughout the year.

Mr. Grocer!

Warm weather and a poorly made refrigerator that doesn't do its work efficiently is a bad combination.

If your present refrigerator isn't always dry inside and outside — if your ice bill is expensive — if the ice in the refrigerator doesn't keep your meats, butter, milk, fruits, vegetables, etc., in perfect condition for a reasonable time — then you need the

Eureka Patented Dry Cold Air Refrigerator!

The Eureka will keep all your perishable foods in perfect condition and with less expense and trouble. We have all the popular designs in stock for immediate shipment.

Write us for free catalogues and order before the Spring Rush.

Eureka Refrigerator Co., Limited

Head Office & Factories, Owen Sound, Ont.

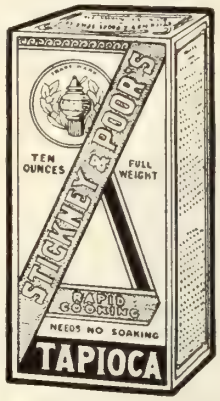
A Delicious Wholesome Dessert

STICKNEY & POOR'S

RAPID COOKING

TAPIOCA

Quick Turnover Food Product



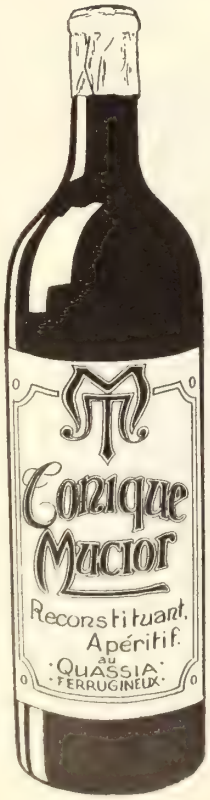
Good Profit For You

Comes in Full Pound Packages That Retail at a Popular Price

Your Co-operating Servant,
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY

1815 Century old - Century honored 1922
HALIFAX
Mustard - Spices - Seasonings



TONIC "MUCIOR"

The French Tonic Wine

Can be sold in all parts of Canada.

A real Tonic. Appetizing and refreshing.

Try an order. Big profits.

Quebec Drug Co.
Quebec

HOW THEY DO IT—

No one can make a profit and meet competition in staple lines unless specialty lines build up the margin. ELEPHANT BRAND TOMATO PASTE yields a good profit with the finest quality to support economy as its recommendation. Used in the largest hotels and restaurants for soups and flavoring.

For Delicious Soup, Flavoring Bouillon. Equal to Three Tins of Soup

The Western Canada Wholesale Fernie B.C. Sole Distribu'ors for Crow's Nest Territory

IMPORTERS

Amoroso & Malagodi Co., Limited

119 & 121 ST. HENRY ST., MONTREAL

Order from your wholesaler

Don't wait till requests for Victory Pork and Beans and Victory Canned Meats come crowding in—before you realize it's time to stock up!

Do it NOW!

Our big advertising campaign is planned for big results—your customers will be asking you for a whole row of products to put on their shelves. Wholesalers are ready to book your orders. We are waiting for **you!**

Why not stock up right away!

Victory Pork and Beans
Victory Lunch Tongue
Victory Compressed Corned Beef
Victory Corned Beef Luncheon
Victory Beefsteak and Onions
Victory Roast Beef
Victory Cambridge Sausage

Only choice meats, Dominion Government inspected, are used in Victory Canned Products. Made in Canada.

NATIONAL CANNED MEATS LIMITED, TORONTO, CANADA

27

OLD CITY
PURE MAPLE SYRUP

Of the highest quality produced in the famous Beauce district which has, for many years past, acquired a world-wide reputation.

Packed in one, half and quarter gallon cans.
Also packed in reputed Quart and Pint Bottles

Representatives:

Richardson & Green, Ltd.,	Winnipeg, Man.
E. B. Nettelfield & Co.,	Toronto, Ont.
D. Stewart Robertson,	Ottawa, Kingston and Brockville, Ont.
J. A. Tilton, Ltd.,	St. John, N.B.
J. T. Poulin,	Montreal.
A. J. Oake,	Halifax, N.S.

OLD CITY MANUFACTURING CO., LIMITED
QUEBEC **QUEBEC**

Full On Aces?

Are your shelves full of really paying lines or are you trying to bluff yourself with a pair of deuces? Keen competition has taken the profit out of many of the staple lines. The successful grocer is a real salesman pushing good specialty lines.

We are offering you one of the finest specialty lines that has ever been put on the market, which will soon be in regular use in every Canadian home. With it is an attractive profit that will pay you to feature and recommend.

FINE CUT
MAPLE SUGAR
IS GUARANTEED AB-
SOLUTELY PURE
ABSOLUTELY PURE
MAPLE SUGAR
FINE CUT
Is made from choice selections of high Grade maple sugar, supplied by our own Producers The orchards are located on high rocky soil, where the flavor is always the best.
UNITED MAPLE PRODUCTS LTD
GRANBY, QUE.

ROCK MAPLE BRAND GRANULATED MAPLE SUGAR

It is put up in one, two and ten pound tins and will not dry out or cake. After years of careful experimenting we have at last produced a granulated maple sugar for use on cereals and in icings for cakes. This is your opportunity.

ROCK MAPLE BRAND means the best quality of the purest maple syrup and maple sugar produced in Canada.

UNITED MAPLE PRODUCTS LIMITED
GRANBY, QUEBEC, CANADA
Producers, Packers and Exporters of Pure Maple Products
Agent for Centre Ontario: G. G. YORKE, Corner Queen & Portland Streets, Toronto

CERTO

Makes Perfect Jams and Jellies

Announcement

Certo—the pure-fruit pectin product for making perfect jams and jellies—is being introduced to the trade in good time for big business during the approaching jam and jelly making season.

Certo meets the housewife's great need for a jelly and jam making product that will be ECONOMICAL, CERTAIN IN RESULTS, and a TIME SAVER.

Certo is an absolutely pure-fruit product containing no gelatine or preservative. It enables the housewife to make perfect jams or jellies from **any** fruit. It reduces boiling to **one** minute and makes 50% more jam or jelly from the same amount of fruit. It never fails.

It makes jams and jellies that retain the full original color and flavor of the fruit, ensuring quality unapproached by old methods. It never fails to make perfect jam and jelly, because it is a pure-fruit product. Nature's own jellifying principle—pectin.

Certo jams and jellies will be made this summer from fresh fruits in thousands of homes all over Canada. In winter time dried and canned fruits or bottled juices (such as grape juice) will be used.

Certo, wherever it has been introduced, has met with unqualified success and has proved a steady, repeating seller.

Thus CERTO is a YEAR ROUND SELLER

Besides the profit in Certo you will increase your sales of sugar, fresh fruits, jelly glasses, canned fruits and fruit juices.

Certo is going to simplify and improve jelly and jam making in the home—the sooner you stock up and boost Certo—the more you will profit. Write us for full particulars and prices.

Manufactured by

Douglas Packing Co. Limited, Cobourg, Ont.

Distributors for Ontario and Eastern Canada:

W. G. Patrick & Co. Limited

Toronto

"Member Audit Bureau Circulations"
"Member Associated Business Papers"
"Member of Canadian National Newspapers and Periodicals Association"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXVI. Toronto, March 31, 1922 No. 13

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JOHN BAYNE MACLEAN, *President* H. T. HUNTER, *Vice-President*
H. V. TYRRELL, *General Manager.*

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B. T. HUSTON, Manager.
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H. V. STODDARD, Montreal Representative.
C. M. MUTCH, Toronto and Hamilton Representative.
J. C. BELL, Ontario Representative.
E. H. HAWKINS, Western Representative, Winnipeg.
R. A. HUNTER, Vancouver Representative.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Plateau 946-947. Toronto, 143-153 University Avenue, Telephone Adelaide 5740. Winnipeg, Room 901, Confederation Life Bldg., Main Street, Telephone A. 3773. Vancouver, 314 Carter-Cotton Bldg., 198 Hastings St. W., Telephone Seymour 4337.
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UNITED STATES New York, Room 1606, St. James Bldg., 1133 Broadway, Telephone Watkins 5869; Boston, Room 734, Old South Building, Telephone Main 1024; Chicago, Room 1401 Lytton Bldg., 14 E. Jackson Street, Telephone Harrison 9133.
SUBSCRIPTION PRICE Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. a year; United States, $4.50 a year; other countries, $6 a year; single copies, 25 cents. Invariably in advance.

12 DELICIOUS FLAVORS

RASPBERRY
PINEAPPLE
VANILLA
. GRAPE .
. CHERRY .
STRAWBERRY

NU-JELL

BLACK CURRANT
. SHERRY .
. LEMON .
. PORT .
. ORANGE .
PISTACHIO

THE PERFECT JELLY POWDER

We hit it right when we brought NU-JELL on this market.
It is the class of Jelly that the public have been looking for for a long, long time.

The pronounced and delicious flavors of NU-JELL are appealing to the taste of the people. NU-JELL sets quickly and firm.

Manufactured and Guaranteed by

THE HARRY HORNE CO., LIMITED, TORONTO

Makers of HARRY HORNE'S Delicious Double Cream Custard.

Western Canada Agents: Gibson-Paterson, Ltd., Winnipeg.
Quebec Province: Duncan Kershaw & Co., Montreal.
Maritime: Gambline, McLeod & Co., St. John, N. B.

Junket
MADE *with* MILK

In the Spring the housewife's fancy turns to light desserts.

During the Winter months she has been serving heavy meals and is now looking around for a change.

Junket is just the thing for you to suggest. Also recommend it for children and invalids.

Junket Powder

A delicious, economical and nutritious dessert, quickly prepared. Put up in 10 tablet packages and retails at 15c—a very fine seller.

TWO CANADIAN MADE SELLERS

Chr. Hansen's Canadian Laboratory, Toronto, Canada
LOGGIE, SONS and COMPANY
SELLING AGENTS FOR CANADA
32 FRONT STREET TORONTO

The Publisher's Page

"You missed sending me last week's copy," writes a Western Canada city grocer. "How do you expect me to do my buying when I haven't the weekly current Price List? Don't miss any more like that because in these times **I can't afford to buy in the dark."**

So writes an old friend of ours because he was not getting CANADIAN GROCER. We were much concerned to think that any subscriber had been treated this way and investigated at once to find why.

And then we found it.

This merchant, though highly valuing CANADIAN GROCER, had failed to renew his yearly subscription.

Invoices had been sent to him but they never got past the boy who opened the mail. A draft had gone to him in the usual way, but he was out of town. And he had quite forgotten when his subscription fell due.

Now, CANADIAN GROCER is audited by the Audit Bureau of Circulation who are very strict about carrying subscribers much in arrears—so when we got no reply from this retailer we were forced to believe he had no further use for the paper, and so stopped sending it. Then he was angry with us.

When renewals are sent in promptly, all this inconvenience is saved. The subscriber continues to receive his paper and is not annoyed by missing copies he may be specially interested in—for it's always the special copy that you wanted most that gets lost, isn't it?

We'll send you a regular invoice in plenty of time before your expiration, Then—

Just a cheque pinned to your letter head—a three cent stamp and the thing is done for another year.

No trouble, no inconvenience—everything business like and accurate.

And your trade paper—your business newspaper—always at your elbow.

Canadian Grocer,

153 University Ave., Toronto, Ont.

Recommend an Economical Tea

IF YOU were a customer going into a store, would you rather pay a moderate price for a very good tea or buy a cheap tea just because the price was low?

A customer comes into your store for tea. Is it good business to sell her a cheap bulk that requires two teaspoonsful to the cup, when you could sell her Red Rose Tea that will give her two cups to one teaspoonful?

Between a tasteless wasteful tea and a wasteless tasteful one lies a customer's good will and continued trade.

Next time you are asked for a pound of tea, recommend Red Rose Tea because it is moderately priced and economical.

T. H. Estabrooks Co., Limited

St. John, N. B.
Montreal
Toronto
Winnipeg
Calgary

Real Seville Orange Marmalade—not Orange Jam

Shirriff's

TRUE

Orange Marmalade

Keep this before Your Customers

YOUR customers deserve the best there is—and it will pay you to give it to them. For there is a substantial profit to be made on Shirriff's Marmalade.

So keep it well displayed—in your window and your store. The resulting business will well repay you.

Write now for prices on the new season's Shirriff's.

IMPERIAL EXTRACT COMPANY, TORONTO

Selling Agents:
Harold F. Ritchie & Co. Limited Toronto and Montreal

Somebody is Reaping Profits

Are You Getting A Share?

Judging from repeat orders that we receive from dealers all over Canada, there is profitable business for dealers who handle

ROBINSON'S "PATENT" BARLEY

AND

ROBINSON'S "PATENT" GROATS

If you are not carrying these two famous foods for infants and invalids you are missing an opportunity for steady sales and substantial profits.

Write us for Prices

COLMAN-KEEN (CANADA) LTD.

520 KING ST. WEST TORONTO

LANKA TEA

You Can't Say You Keep the Best

Unless You Offer Your Customers

LANKA TEA

Sold through Wholesale Grocers only.

BONUS COUPONS SUPPLIED FOR RETAILERS' PRESENT STOCK ON HAND.

Write, giving quantities of 1 lb. and ½ lb. packages.

S.H. MOORE & COMPANY

51 Wellington Street East
TORONTO

Handsomest Package Finest Tea

CANADIAN GROCER

Vol. XXXVI. TORONTO, MARCH 31, 1922 No. 13

Making Your Income Tax Returns

There Can be no Evasion of the Income Tax Law, and Merchants Generally Should be Fully Informed as to What is Expected of Them—Some Instructions as to How to go About it

IT IS IMPORTANT that all should understand there can be no evasion of the income tax law. The income tax papers must be filled in. The tax commissioners have their instructions. It is the desire of Canadian Grocer to aid its readers in their difficulties in this matter. A detailed explanation of the papers to be filled in at this time is therefore interesting.

Obtain three copies of Form T1, fill in on page 1 complete answers to each question except item 6 on list, which a merchant in business on his own account need not fill unless he trades under some name or sign not his own Christian and surname.

Now turn to page 4 of returns sheet. You have the option of making a statement of your trading account on your own account sheets or of filling in this page. Whichever way you do it, use the greatest care and regard for accuracy. It is far better to pay a few dollars tax than be pulled up short and fined for making a careless, slipshod or false return.

Page Four of Return Sheet

Total value of merchandise sold during year.

Inventory of stock at cost at beginning of business year.

Add cost of all goods bought for reale, including freight and express harges.

Total.

Total value merchandise in stock at nd of business year. Subtract.

Extend this last total to outer column nd again subtract, as it will show your ross profits for year 1920. Enter every ther kind of income derived from your usiness, such as cream agency or insurnce commission.

Total gross profits.

A knowledge of your total expenses or the following items is absolutely ssential. Dig up and total this inormation:

Wages actually paid to employees, not proprietor.

Rent of store, stable or garage.

DATES TO BE REMEMBERED

March 31. Last day for employers to send in statement re employees receiving $1,000 per annum and over.

April 29. Last day for return of income and payment of either the whole tax or at least one-fourth of it.

June 20. Second Instalment due.

Aug. 31. Third Instalment due.

Oct. 31. Fourth and Last Instalment due.

Advertising, depreciation on delivery outfit at 10 per cent.

Horse feed, horse shoeing.

Gasoline, oil and tires for truck.

Cartage when paid to outside firm or teamster.

Telephones, including long-distance calls.

Office supplies, such as books, counter check books, bill heads, files, etc., and postage stamps.

Interest on borrowed capital used in business.

Bank charges and exchange on cheques.

Heating store, lighting store, also water (if any).

Taxes on business premises (not on dwelling).

Business tax. Motor truck license.

Insurance on stock, fixtures, horses, rigs or motor truck.

Depreciation to store equipment and utensils, at 10 per cent.

Cost of wrapping paper, bags and twine, also ice.

Freight and express (outward charges only).

Take a sheet of foolscap paper and make a complete list of the above items. Scrutinize your files and books. Get out the exact cost of each item. Total up the whole expenses cost and subtract from gross profits; this will leave net trading profits for year 1921 and when making the return to your tax commissioner see that a copy of the expenses sheet is securely fastened to the official return sheet, also keep a copy yourself.

Turn Back to Page Two

Leaving page 4 for a few minutes we will turn back to page 2, taking the questions by their own serial number:

No. 1. Many merchants to-day have adopted the sensible plan of paying themselves a wage or salary each month, and paying back into the till for their own groceries, meats, etc. So if you draw a wage from out your business enter total amount here, also any gratuities or pension. If none, say "none."

No. 2. Mark "none" here. This query is for doctors and professional men, not merchants.

No. 3. As you have already shown all your income from commissions on page 4, mark this item "See page 4."

No. 4. Enter here net amount of your trading profits from page 4, which includes the commissions from cream agency, etc.

No. 4. (a) Give actual value of goods drawn from out store and for which you have not paid back cash into the till. See your answer to item No. 1 on this page of return.

No. 5. Enter here the total rent you have collected from your tenants, without deductions, and give location of the properties. If you have none mark "none."

No. 6. Enter the amount of interest or dividends received from investments or stock of Canadian companies. If none, say so, but should you have any and have the share certificates deposited with bank for a loan, deduct carrying charges.

(2) Follow the same course as above in this subsection. Pay attention to footnote to this item.

No. 7. If you hold any mortgages, notes or debenture bonds or have interest accruing at bank on savings account enter it here.

No. 8. Few merchants hold such positions. There is really no profit and seldom any pay, but should you be deriving any monetary benefits enter here.

No. 9 Income from war bonds, less carry charges. Make separate entry

of 1919 issue, less carrying charges. The latter are not exempt from this tax.

No. 10. Enter here any other source of income, such as "rum running," "bootlegging" or "special license inspector's fees" or any other unlikely occupation for a respectable merchant.

No. 11. Total the column.

Filling Page Three

No. 12. As you have made out a complete list of all your business and trading expenses, it is unnecessary to do more than write "See page 4," or "attached sheet."

No. 13. You have already entered in your expenses account the interest charges on borrowed trading capital, so this item deals only with charges you pay on mortgages on property you own and have rented to a third party, or should you own and not rent your business premises and have money borrowed thereon. Pay attention to footnote to this item.

No. 14. Enter amount of taxes you pay on property you own and have rented to a third party.

(a) Premiums paid for insurance on property you own and have rented to others.

(b) Repairs to your property which you rent to others, but give location and names of persons who received payment for work done.

No. 15. You did not deduct anything for bad debts on page 4 or on attached sheet, so enter here the actual amount you have written off and of which you have ceased to expect payment.

No. 16. It is impossible to get claims accepted for loss on your stock of saleable goods or the house you occupy, but you can claim depreciation on property you own, and have rented to others, i. e., for fair wear and tear say 5 per cent. on brick and 7½ per cent. on frame properties.

No. 17. Show net income from war bonds which are exempt from income tax, also under No. 8, on page 2, if any.

No. 18. Contributions to patriotic purposes or in cases where you are contributing towards support of a relative unable to keep himself, or his family, state the case fully and give names, which will be verified by the commissioner of taxation.

No. 19. Total the column.

Assets and Liabilities

When you made up your books at the end of the business year, you quite naturally made a record sheet of these items before opening your books for the new year.

Assets (You Own)

1920 stock on hand.
Cash and balance at bank.
Retail accounts on your books.
Customers' notes you hold.
Value of real estate, buildings.
Value of real estate (land).
Trucks, rigs or tools.
Office furniture and fixtures.
Horses.
Other investments and bonds.

Liabilities (You owe)

Total of trading debt.
Notes you have to meet.
Loans on property.
Loans for business only.
Unpaid interest.
Other business debts.
Total both columns.

The last, is the question of what you have to pay to the inspector, if anything. You will enter in space for gross income from foot of page 2 the total of that column and, directly below, the total from page 3, then subtract, which will give the net income.

Your Taxable Income

Now subtract $1,000 if you are unmarried or $2,000 if you are married. This gives the taxable part of your net income, but there is yet to be deducted the normal tax of 4 per cent. on interest on your Victory bonds which are not of 1919 issue. You are also instructed to deduct $200 for each of your children under 18 years.

After deducting every one of above items you will pay to inspector 4 per cent. on the net amount, up to and including $5,000. Net incomes over $5,000 are subject to super or surtax graduating from 1 per cent. for the first thousand to 65 per cent. on incomes of one million.

It may be best to enclose a cheque for the full amount due to the department. Otherwise there will be interest at the rate of 5 per cent. on the unpaid balance.

I have endeavored to make the answers to the various questions so plain that every reader can by careful reading and a little thought fully understand. However, to my old friends in the grocery business whom I helped over the fence last year I would express my regrets that we cannot meet like we then did.

Grocers' Section R. M. A. Appoints Dom. Committee

Ottawa, March 27, (Special.—The formation of a Dominion committee, of the grocers' section of the Retail Merchants' Association of Canada, was completed at a meeting in the association's head office, Ottawa, last week, with the election of B. G. Crabtree of Ottawa, chairman pro tem. The meeting was held under the auspices of the Advisory Committee of the Grocers' section, and many important matters were dealt with. Those present were:—T. A. C. Kennedy, A. E. Kelly, Duncan Bell, B. G. Crabtree, T. W. Collins, E. M. Trowern, secretary; F. R. Perrott, assistant secretary and Mrs. F. H. Glen, assistant to the secretary. In the absence of A. Phillips, A. E. Kelly, occupied the chair.

In regard to the formation of the Dominion Board, the secretary, E. M. Trowern, explained that the grocers of the various provinces had requested that no definite action be taken, or anything done that would commit the retail grocers, until the views of the grocers in the various provinces had been obtained. The various provinces were then asked to appoint representatives on the Dominion committee, which was done. In future, when the advisory committee prepares any reports they will be sent out to each member of the Grocers' Dominion committee, who will return them to the advisory committee with an authentic report from each province, so that the advisory committee may state that they are the views of the entire retail grocery trade.

The appointment of a permanent chairman, was left until the first meeting of the Dominion committee. The committee is composed of the following members:—British Columbia, T. H. White of Vancouver;-Alberta, Sam Taylor of Medicine Hat; Saskatchewan, T. M. McEwan of Kindersley; Manitoba, C. E. Turner of Winnipeg; Ontario, B. G. Crabtree of Ottawa; Quebec, J. E. Sansregret of Montreal; New Brunswick, C. H. Burtt, Fredericton; Nova Scotia, John Forsyth of Dartmouth; Prince Edward Island, R. H. Jenkins of Charlottetown.

QUEBEC PROVINCIAL BOARD WILL MEET IN QUEBEC CITY

Montreal, March 27.—At a meeting of the Montreal Retail Merchants' Association the other evening, the suggestion that the next convention of the Quebec Provincial Board of the Association be held in Quebec City, was assented to. It will be held on August 7, 8, and 9.

Among the resolutions passed by the Association, was one requesting the Montreal City Council to tax outside firms selling fish. The resolution suggests that the tax be the same as that imposed by the City Council of Ottawa, namely $250. Another resolution asked that the City Council prohibit all trading on the public markets after May 1.

WILL HAVE TO PAY SALES TAX AFTER APRIL FIRST

A decision has been given by the government in the case of the retail confectioner who appealed against a ruling whereby he was considered a manufacturer, because he manufactures candy on his premises, as a consequence of which he was obliged to pay sales tax. All arrears of taxes due the government have been cancelled, but after April first, retail confectioners will have to pay sales tax on all candy manufactured on the premises for sale in the store. In the meantime the Retail Merchants' Association is presenting amendments to the government, asking for the exclusion of retail confectioners as manufacturers. and recommend that for the time being retail confectioners do not take out manufacturer's licenses.

Illustrating the interior of the Wolfville Fruit Company's store, Wolfville, N. S. Note the bulletin-boards used to announce specials and new lines. Insert is photo of Stanley A. Robinson, manager of the store.

Sells Over One Thousand Pounds of Honey By Display of 5-lb. Tins on the Counter

Wolfville Fruit Co. at Wolfville, N. S., Use Large Bulletin Board to Tell Customers What The Store Has to Offer in the Way of "Specials" and Also of New Goods

IN A prominent position in the store of the Wolfville Fruit Co's. store, in Wolfville, N.S., is a large bulletin-board about six feet in height and nearly three feet in width. On this board are arranged clean, attractive show cards telling customers at a glance just what the firm has to offer in the way of specials, and something about new articles arriving in the store. The idea has proved a great stimulus to business, and is thoroughly read by all customers entering the store.

"Window and counter displays are changed often enough to keep them from becoming stale," stated Stanley A. Robinson, manager of the store, to Canadian Grocer. "Sales from the counter displays are quick and numerous. We recently made a display of honey on one of the counters which proved a great attraction. Many people seem to think that honey is used as a medicine to be purchased in small glass jars. We made a feature of the five pound tins and in a short time we sold over one thousand pounds, which showed us a nice profit."

Price tickets are used extensively in the store and window displays and have been found to be of much value in stimulating sales.

Showing Seasonable Lines in Attractive Window Displays

London, Ont.—East London merchants have several very attractive and seasonable windows. One of the best is that of Thos. Shaw and consists of a combination display of jams and marmalade and garden seeds. The seeds are placed on boxes raised about a foot above the floor of the window and covered with colored paper. A large box of seeds is placed at each side of the window and the entire space in between is used for jams and marmalade. The gay coloring of the packages of seeds and the bright coloring of the inside covers of the cases make a splendid background for the jars and tins of jam and marmalade. The window has proved an excellent business producer.

George Harvey has an entire window devoted to showing olives and the arrangement of the various sized bottles and jars is one that compels attention and draws business. By arranging small and large bottles and jars in various positions, Mr. Harvey has secured a window that is very attractive. His other window is given over to a display of early tomatoes, cucumbers, cauliflowers and other vegetables. The display is a tempting one and has produced excellent results.

An Arrangement of Various Lines

Another East side window that was striking was that of J. H. Husson. This is a mixed window. It has as a background a wall of packages of corn flakes. In front of this are pyramids of cans of preserved fruits and vegetables and in front of these are shown jams. The window is in every way a "showy" one, the labels on the various articles standing out very strikingly. When lighted at night the effect is equally striking and the display has attracted much attention and, what is more important, many buyers.

AN ERROR CORRECTED

In our issue of March 10 a news item appeared to the effect that Scales and Store Specialties, Ltd., had commenced business in Windsor, Ont., and that the officers of the company were formerly salesmen with the Canadian Toledo Scale Co. We find that incorrect information was given us, and that only one of the three mentioned was previously with that company.

What is Definition of a "Price Cutter?"

"One Who Gets on the Average Less Than it Costs Him to Replace His Goods and Makes a Profit," is One Way of Defining the "Price Cutter"—Read This Article—It Will Help You

By HENRY JOHNSON, Jr.

THE EDITOR of Canadian Grocer writes me thus:

What is your definition of price cutting? Would you consider a merchant a price cutter if he humped around and picked up a certain article at a lower price than the regular and sold it below regular retail price, and at the same time made his regular percentage of profit? Or would you consider this good merchandising? Is a price cutter a merchant who advertises certain branded popular lines at cost or below to attract trade to his store and loses money on that particular transaction? I have had several complaints from merchants in a certain city on the subject of price cutting. They ask for assistance in trying to abate the evil, so I would be glad to have your opinion on the subject.

If you stop to give it serious, careful, sober consideration, unbiassed by some condition of occurrence which may hurt you personally at the time, maybe you will find it difficult to define price cutting.

Certainly, I should not say the merchant first asked about was a cutter. If by "humping around" you can buy anything on such a basis as to enable you to sell it below regular figures and yet make your normal margin, surely that proves that others might do likewise. That probably means that the "regular" retail price is too high and should be reduced. I should say this is good merchandising from both the standpoint of the retailer who thereby attracts trade and the public which thereby gets better service and a more equitable deal.

As to the man who advertises popular brands at cost or below to attract trade—that depends. Suppose that man figures that he can spend 2½ per cent. of his sales for advertising. On $100,000 sales, that is $2,500 a year, $208.33 per month. Suppose he has the habit, so long continued as to be known by the people of his town, of using a single column, five inch space every Monday night in the local paper, and that said space costs him $25 each week. That space, then, consumes approximately $100 each month and he has over $100 surplus.

Advertising Includes All Mediums

Now what is advertising? Is it not any paid-for means to attract business? If so, then any medium used to bring people to your store is advertising, and so long as it is legitimate, on the level, fair and not against public policy, any merchant has a right to use it. Further if this means is open to all, nobody can find fault with its use.

So let us suppose that this man decides to consume his extra $100 per month in specially reduced prices, thereby giving his customers $100 in price concessions instead of giving that sum to the newspapers, who shall say this is not legitimate?

Go further. Assume that this policy results in an increase of business so that our merchant sells $125,000 with only the added expense of an extra boy, other expenses remaining constant so that expense ratio is reduced by a sixth—say from 18 to 15 per cent.—why cannot that man divide this advantage with his customers, or give it all to them? Such increase would yield him $625 a year more advertising money, plus savings of $675 on expenses. He might very easily, therefore, turn back to his customers through special prices, an additional aggregate of anywhere between $650 and $1,300—and proceed to build his business further by geometrical progression.

So what shall we say? Can we think of any way in which this freedom of action shall be curtailed? Can we honestly say that its curtailment would be for the public good? And let us remember that, however we may feel about it, the public good must set the limits everywhere.

Let us ask ourselves further: Are we ourselves ever guilty of doing just such things as we object to in others? Have we never sold anything below "regular?" O, yes—maybe sometimes when we got stuck on too much. Well, did it occur to you at that time that perhaps your neighbor did not have too much of that article and that maybe your cut prices hurt him and made him sore?

Depends on Whose Ox is Gored

Once a salesman offered me some canned soup 10 cent size for 30 cents the dozen. It was all asparagus soup of excellent quality, but it had not moved and this was a clean-up. I bought some and offered it special for 5 cents the can. It sold. The sale built trade for me. It was unquestionably below "regular." Would you call that price cutting?

Let us have in mind that the play of individual initiative must not be circumscribed, that the liberty of each to serve for less or serve better must not be curtailed, for from these, springs the true life of trade through wholesome competition. Thus the law of supply and demand works unhampered. What we should not want to give up ourselves we must not seek to take from others.

So, what is price cutting?

One kind is where a concern having many branches and large distribution depresses prices below the point where the business is self-sustaining to squeeze out competition. Such cutting has been subject to injunction in more than one instance. That is true piracy, illegitimate and should be stamped out everywhere.

Another kind is where goods are sold at a general level that does not admit of earnings sufficient to carry the business. That kind is very common. It provides its own ultimate remedy through the bankruptcy courts. Trouble is, it is slow. Its process upsets merchants who know what it costs them to operate. There are several ways to remedy this. And, after all, what you want is a remedy—that is really what you are interested in. All right: here goes.

The remedy I give has been used, so it is not mere theory. It is for each merchant to meet the cut prices of any merchant who makes a practice of attracting trade through prices so low as to impress you as "cut."

Let every one of you, or as many as may be interested together, watch every advertisement of the man you are after and meet his prices on the specials he uses. Note that I say meet. I do not say beat. Just set out in your store, prominently, but not too prominently, every item he advertises and mark it with exactly his advertised price. Never mind how close his figure is—whether it pays or not is immaterial. Just meet his figures.

If you make no great fuss about this, just marking at his figures, and naming those special prices quietly when your customers ask, immediately people will get the impression that there is, after all, nothing particularly "special" about his offerings and his "cuts" will fall flat. Such action should be preceded by a determined attempt to get that man into your association if you have one. If you have not one, get it at once. But make no threats—just be friendly.

The effect of such action as I suggest is not only prompt, but the cost to anyone is trifling. You put the cutter into the position of fighting all the rest of you. And what happens?

Either you kill him off, because he is operating on a basis that does not pay, or you fail, probably because he teaches you that your prices have been too high. Then you all prosper additionally through the added business that always follows vigorous merchandising along right lines. That will be good for all.

(Continued on Page 47)

Quebec Is Restricting Use of Motor Trucks on the Public Highways

No Motor Trucks May go Outside Cities or Towns When the Capacity is More Than 5,000 lbs.— Montreal Wholesalers, Retailers and Manufacturers Make Objection

QUEBEC, (Special).—A bill for the restrictions of use of motor trucks on public highways throughout the province of Quebec has caused much discussion on the floor of the Provincial House recently. An important branch of commerce is vitally concerned in the bill and much opposition has come from owners and sales organizations of pleasure cars, as the government has increased the taxation on from 75 to 90 per cent. by the bill which is now before the House.

Municipal Control

An amendment was inserted in the bill to the effect that cities and towns in the province may control the weights of loads of motor trucks. This makes it unnecessary for Montreal to have an amendment to the bill as it is provided that no truck or commercial vehicle, which is the new technical term, may go outside of cities or town when the capacity is more than 5,000 lbs., or 2½ tons.

Not to Exceed 12 Tons

There is also a provision to the effect that the total weight of a commercial vehicle and its load shall not exceed 24,000 lbs. and the load shall be distributed in such a manner that pressure on a single axle shall not at any time exceed 16,000 lbs. This last clause, it seems, will take an engineer to enforce, and as far as the general user of trucks is concerned, he may be breaking the law without knowing it. Since many local retailers and most wholesalers are owners of trucks which deliver out of the city, the bill has caused much opposition in that quarter. The good roads along the St. Lawrence between Montreal and Quebec and west from Montreal, have built up a trade by truck which rivals the railways. Local wholesale grocers supply outlying towns direct from their warehouses by fleets of trucks. It is now, however, illegal for trucks carrying more than 5,000 lbs. to leave the city and the truck which with its load weighs more than 12 tons cannot be used in the city. Many of the trucks used in Montreal by local wholesale grocers are of a large and heavy type.

Some Trucks Cannot be Used

One wholesale grocery firm in Montreal, for instance, has sixteen trucks in service both inside and outside the city. They have eight 3½ ton trucks which each weigh, chassis alone, 8,000 pounds. The body, which is a heavy one weighs about 1,700 pounds which makes a total of 9,700 pounds for the truck alone. For city use this gives the wholesaler over seven tons to load, which is ample. These trucks cannot, however, be taken into the country unless they carry less than 5,000 pounds which is much below capacity. The 2½ ton trucks can be used freely in the country since, in grocery lines in particular, a full load rarely weighs 5,000 pounds, the capacity of the truck.

Wholesalers Not Anxious

Local wholesale grocers however show little anxiety about the new law. In the first place they decline to discuss it, as it appears in newspaper reports and are waiting until it receives its third reading and appears in the government statute. It may be that a different interpretation of the law may be given by government officials but it would now seem that as far as the grocery trade is concerned, the wholesalers have little to fear.

Much Outside Delivering

Owing to the many good roads out of the city there is much delivering by truck to the outlying towns. Last year some of the local wholesalers delivered as far as Three Rivers but this was found unprofitable and this year the orders to that city will go by the usual freight routes. Three Rivers is just on the outside of the eastern delivery and other towns will be fed as usual by trucks. As far as the western end of the island is covered by truck and up to the mountains in the north. The south side of the river to Granby is also covered by local wholesalers' trucks.

Retailers Object

The local retail grocers are fearing that the civic laws regarding the speed of delivery trucks of certain weights may mean many fines during the coming season, since it is intimated that Montreal will pass some drastic regulations with regard to speed. It is said that the speed of trucks or delivery vans of over one ton capacity will be four miles an hour, which local truck owners claim is ridiculous.

Making Delivery Boxes Safe From Petty Thieving

Montreal.—After some study and investigation for a solution for the problem of lost and mixed orders in delivery, Goodwin's Ltd., grocery department has adopted a plan which the manager, J. Bailie, claims is a success. For some time the grocery department was worried by many complaints from customers of missing articles in an order or the delivery of more goods than was ordered, which meant that someone else was short. Mr. Bailie discussed the matter with a number of large grocery firms in Canada, and the United States, but only found that they too had the same trouble. It seemed that the orders were mixed after they left the store. For a time the articles in each order were recorded and charged against the drivers who took the orders. This did not prove a solution, the mixing went on and it seemed unfair and impossible to charge the shortages against the drivers. It did however insure a little more care but when one hundred and fifty orders are piled in the one rig, very often one box dumps into another and the whole thing is hopelessly tangled.

Nail Lids On

Only a few weeks ago an idea was adopted which the grocery department now brands as a success. When an order is put up, it is checked off by an inspector and initialed. It is then put in an ordinary box, the kind that is collected in every grocery store, and passed on to a boy who puts a wooden lid on the box. These lids are made for the purpose so that they will just about fit every box. There are about two or three different sizes, since it is not essential that they absolutely cover the box. The boy nails the lid to the box with two wire-nail clasps or box fasteners. One is put in at each end and the box is ready for the driver. The delivery tag, the order form and the inspector's card are on one string which is attached to the inside of the box so that it will hang out.

Driver Opens Box

Each driver carries a pair of pinchers and when he delivers the order he pulls out the clasps, hands out the parcels and returns the box and lid to the store. This system has more than eliminated the trouble of lost articles. It enables a bigger load to be put in a wagon without fear of parcels being lost. The store management are enthusiastic over the success of the idea in solving their problem.

TO CARRY ON BUSINESS OF WHOLESALE AND RETAIL GROCERS

Sutton and Clarke, Limited, have recently been incorporated under the Ontario Companies Act, to carry on the business of wholesale and retail grocers and grain and provision merchants in all its branches, and of exporters, importers and warehousemen, and to acquire, manufacture, prepare, convert, store, exchange and dispose of groceries, foodstuffs and other wares and merchandise connected with such business. The company is capitalized at one hundred thousand dollars, and the head office is in the City of Toronto.

Westby & Westby, London, have purchased the business of J. A. Depotie and are discontinuing their business at 328 Hamilton Road.

Is Not Conducted on a Price Basis Only

Good Salesmanship, According to This Merchant, Depends as Much on Proper Display and Aggressive Selling Efforts as on Prices—Quality and Service Are Important Factors

THE question of the use of price tickets in window displays and throughout the store was discussed by several retail merchants in a recent issue. It is interesting to note that the wholesale trade is also interested in this subject, and although their experience is different to that of the retail merchant the opinions are nevertheless valuable, being based on observations of many years' standing in calling upon the retail trade.

"In regard to the pricing of articles in store and window, my experience, when calling upon the retail grocery trade for some sixteen years, would lead me to believe that each individual merchant must adopt a policy best suited to his purpose," stated A. H. Simpson, vice-president The Simpson Co., wholesale grocers, Guelph, Ont.

"Many merchants are so located," continued Mr. Simpson, "that their business is of a genuine service nature to its customers in the community, and except for the display and pricing of special lines such as quantities of fruits in season, or various other seasonable articles, which are required to move promptly, it has been found that it is not a beneficial method to price every article in the store with a ticket. This often leads to comparison with chain store organizations, who cut-rate many standardized articles to almost cost, for the purpose of drawing custom, and consumers are not as a rule sufficiently well posted to take into consideration the expense involved in the service rendered them, when making these comparisons.

Not Totally on a Price Basis

"Furthermore, good salesmanship in either retailing or wholesaling is not conducted totally on a price basis. The proper display and aggressive selling efforts, put behind the merchandise, for the purpose of obtaining a fair profit, is far more beneficial to manufacturer, dealer and consumer, than the conducting of business on a price basis which can be undermined at any moment the competitor decides to go one better. The tendency of stores to advertise their prices extensively is based on the assumption that price is the one factor to be considered in winning trade. This leads to competition in buying among competitors, with the result that every effort is put forth by the manufacturer and wholesaler to supply goods at a price which eventually affects the consumption because of inferior quality being substituted. As stated before, the efforts of these competitors in many cases are misdirected by their efforts to watch what the other fellow is doing and to go him one better.

"The best friend of the manufacturer and consumer today is the independent family grocer. His ambition and energies are directed along the lines of studying the individual wants of his customers, advising them and selling them goods that he can conscientiously recommend to hold and maintain and develop their custom. Trade built up in this manner is continuous and stable, and regularly insured through the channels from which the supplies are derived.

What Happens Under Price Plan

"Every manufacturer in the country knows that production costs can be greatly lessened by regular and capacity production. The educating of the public to always look for the cheapest price, keeps diverting the channels of trade from one store to another, with the consequent result that costs of manufacturer are increased, costs of wholesaling are increased, and costs of retailing are increased, when businesses have been built up on the price plan, so that at any minute a large volume of the trade can be diverted by competitors, willing to operate, possibly temporarily, on cheaper prices.

"Happy are those manufacturers and merchants today who have laid a stable foundation during the past years by securing a class of trade to whom quality and service are the important factors, which enable them to continue to operate successful businesses."

(Editor's Note.—This is the second of a series of articles on the value of price tickets to the retail grocer. The third will appear in an early issue.)

This Wholesale Grocery Was First Started Back in 1816, in the City of Halifax

THE oldest wholesale grocery house in all Canada is situated in Halifax, Nova Scotia. It is the present house of Bauld Bros., Limited, and dates since 1816. It has been located in the same building for the past 105 years and the same family name is still conducting the business.

HENRY G. BAULD, M.P.P.

Head of the oldest wholesale grocery house in Canada and vice-president of the Nova Scotia Wholesale Grocers' Association.

The firm was first known as William Bauld, later as Bauld and Gibson, then Bauld, Gibson & Co. Many years later, after the death of William Bauld, Sr., Henry G. Bauld, M.P.P., became a member of the firm, and is today the surviving member of Bauld, Gibson & Co. In 1900 the firm name was changed to Bauld Bros. At this time Henry G. Bauld, with his two brothers, took over the business, and the firm was later incorporated as Bauld Bros. Limited. Associated in the management are three sons of the partners. Today the fourth generation of Baulds is actively managing the business.

LACHINE, QUE., ADOPTS THE DAYLIGHT SAVING PLAN

Lachine, Que.—The City Council of Lachine decided the other night that the daylight saving plan would be adopted this summer as in previous years. The time for changing the clocks will be the same as for Montreal, to coincide with the scheme set by the Railway Association of Canada. The vote was so close that the Mayor was called upon to cast the deciding vote which resulted in the adoption of the bill.

The Canadian Wholesale Grocers' Association

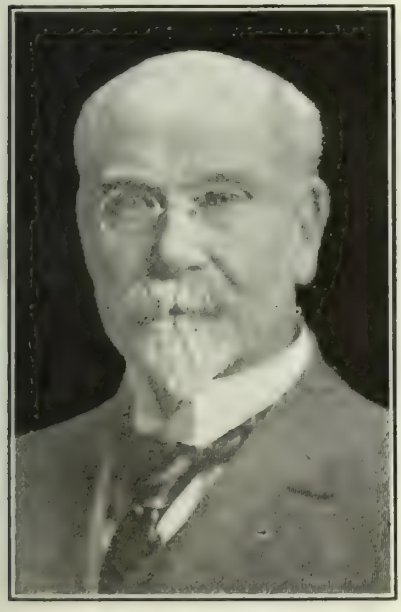
Organization Was Completed in August 1919—Ninety-five Per Cent. of the Wholesale Grocers of Canada Are Members—Hugh Blain, Toronto, the First President

Written by A. C. PYKE, Secretary of the Canadian Wholesale Grocers' Association

THE IMMENSE volume of business transacted, as well as the tremendous amount of capital invested and the large number of individuals employed in the wholesale grocery industry of assembling and distributing food products brought home to certain wholesale grocers in Canada the necessity and the wisdom of co-operation and co-ordination of effort through a trade association, with a central office, a headquarters with a secretary in charge whose entire time and efforts would be devoted to guarding the interests of its members and generally advancing their welfare.

Organized in 1919

A charter for such an association was sought from the Dominion Government and in June, 1919, a special act of the Dominion Parliament incorporating the Canadian Wholesale Grocers' Association, was passed and the association was formally organized in Ottawa on August 21st, 1919, for the purpose, among other objects, of "encouraging proper methods in the conduct of business, to promote harmonious and satisfactory relations among manufacturers, wholesalers and retailers, in order that food products may reach consumers at the lowest possible prices, and in the best possible condition and on broad and equitable lines to advance the welfare and uphold the traditions of the grocery trade and to maintain a high standard of business morals in the conduct thereof."



HUGH BLAIN

Of Eby, Blain, Limited, Toronto, now honorary president of the Canadian Wholesale Grocers' Association.

A. C. PYKE

Secretary of the Canadian Wholesale Grocers' Association—Mr. Pyke is also secretary of the Ontario Association.

The association was empowered to engage in the work of developing and promoting the import and export as well as the domestic grocery trade in Canada, by such means as may be considered desirable by the Association, provided that in the efforts of the Association to obtain these objects no action shall be taken that will operate in restraint of trade.

Subject to Investigations

Since its organization the Association has always endeavored to live up to these high ideals and although subject to searching investigations, first by the Special Parliamentary Committee appointed to enquire into the cost of living, and then by the Board of Commerce at the instigation of the Attorney-General of Ontario, its actions and activities have been fully vindicated and the charges against the Association have utterly collapsed.

The Attorney-General of Ontario, however, not satisfied with the Board of Commerce decision, brought action against our Association in the Supreme Court of Ontario before Mr. Justice Orde, the case being heard in April of last year. The judgment has not yet been rendered.

The first president of the Association was Hugh Blain, of Eby-Blain Limited, Toronto, who very ably and successfully directed the affairs of the Association for two years. Last year he was elected Honorary President and Armand Chaput, of L. Chaput Fils & Cie., Montreal, became president.

The members of the Association, desiring to show their appreciation of the services Mr. Blain has rendered to the wholesale grocery trade of Canada, are presenting him with a portrait of himself painted by E. Wyly Grier, a noted Canadian artist.

95 Per Cent in Association

Ninety-five per cent of the wholesale grocers of Canada are members of the Canadian Wholesale Grocers' Association, Nova Scotia, New Brunswick, Prince Edward Island and British Columbia each having their own provincial organization. Manitoba, Saskatchewan and Alberta are combined into one association called "The Prairie Provinces Wholesale Grocers' Association." Quebec Province has the "Montreal Wholesale Grocers' Guild," and the "Quebec Wholesale Grocers' Guild," and Ontario the "Wholesale Grocers' Association of Ontario."

All members of these Provincial Associations constitute the membership of the Canadian Association, whose head office is at 35 Front Street East, Toronto. Each province is represented on the Executive Committee of the Association.

Important At Present Time

Associated effort properly conducted is very necessary at all times but never

(Continued on page 27)

ARMAND CHAPUT

Managing director of L. Chaput Fils et Cie, wholesale grocers, Montreal, and president of the Canadian Wholesale Grocers' Association.

Officers of the Canadian and also of the Provincial Wholesale Grocers' Associations

H. C. BEATTY

Secretary of the Montreal Wholesale Grocers' Guild.

Officers of the Canadian Wholesale Grocers' Association as well as the officers of the associations in the several provinces, are here given. They are as follows:

Honorary president, Hugh Blain, Toronto; president, Armand Chaput, Montreal; first vice-president, A. H. Paffard, Toronto; second vice-president, A. P. Patterson, St. John; third vice-president, L. T. Mewburn, Calgary; treasurer, T. H. Kinnear, Toronto.

Executive Committee—H. G. Wilson, Victoria; J. P. D. Malkin, Vancouver; W. A. Logan, Calgary; W. R. Brown, Edmonton; H. G. Smith, Regina; S. C. Burton, Regina; F. G. Bowser, Winnipeg; R. R. Wilson, Winnipeg; Wm. Turnbull, London; F. T. Smye, Hamilton; Zeph Hebert, Montreal; J. S. Royer, Quebec; F. B. Schofield, St. John; J. F. Edgett, Moncton; M. Dwyer, Halifax; S. W. McCulloch, Truro; W. H. Aitken, Charlottetown, and N. Rattenbury, Charlottetown.

* * * *

ONTARIO ASSOCIATION

President, T. H. Kinnear, Toronto; vice-president, H. W. Chamberlain, Ottawa; treasurer, A. H. Paffard, Toronto; secretary, A. C. Pyke, Toronto. Executive committee: Samuel Villa, Hamilton; W. J. Smith, London; L. H. Major, Ottawa; H. N. Robertson, Kingston; M. P. Byrnes, Collingwood; M. D. Lemon, Owen Sound; W. E. Warwick, Chatham; F. R. Vollans, Windsor; Geo. Watt, Brantford; J. W. Charles, Niagara Falls; Frank Harding, St. Thomas; W. D. Martin, Stratford; Allan Gilmour, Brockville; A. Foster, North Bay; L. E. Walmsley, Belleville; A. M. MacLean, Pembroke; W. E. McMurtry, Toronto; F. M. Sloan, Toronto; W. P. Eby, Toronto.

T. H. KINNEAR

Of Thos. Kinnear and Co., Toronto, president of the Ontario Wholesale Grocers' Association, and treasurer of the Canadian Association.

* * * *

MONTREAL WHOLESALE GROCERS' GUILD

President, E. Couvrette; vice-president, C. J. Ciceri; treasurer, N. Gendreau; secretary, H. C. Beatty; directors, S. J. Carter, J. A. Chevalier and Jos. Ethier.

E. COUVRETTE

President and manager of Couvrette-Sauroi Ltee., wholesale grocers, Montreal, and president of the Montreal Wholesale Grocers' Guild.

Photo by Steffens-Colmer Studio.

J. P. D. MALKIN

Manager W. H. Malkin Company, Vancouver, and president of the British Columbia Wholesale Grocers' Association.

QUEBEC WHOLESALE GROCERS' GUILD

President, Lionel Langlois, Quebec; secretary-treasurer, G. M. Mitchell, Quebec.

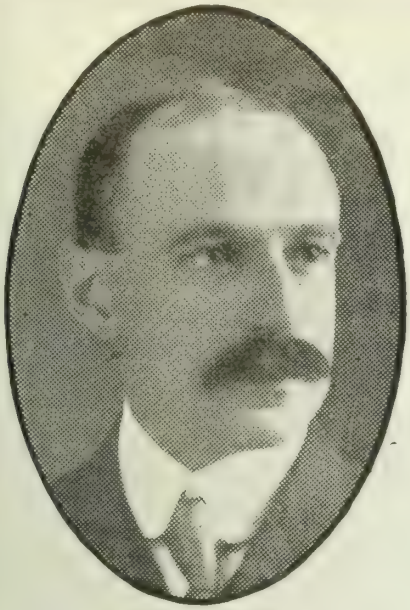
* * * *

NEW BRUNSWICK ASSOCIATION

President, A. P. Patterson; vice-president, J. F. Edgett; secretary-treasurer, J. Hunter White; executive, R. F. Randolph.

GEO. M. MITCHELL

Of the brokerage firm of Mitchell and Whitehead, Quebec City, and secretary of the Quebec Wholesale Grocers' Guild



J. HUNTER WHITE

Secretary-Treasurer of the New Brunswick Wholesale Grocers' Association—Mr. White is in the wholesale grocery business at St. John, N. B.

C. A. Kitchen, F. B. Schofield, L. J. McDonald, W. C. Cross, F. T. Barbour, R. F. Finley, D. W. Puddington, H. W. Cole, C. E. Cowan, H. A. Lynam.

* * * *

NOVA SCOTIA GUILD

President, Michael Dwyer, Halifax; vice-president, H. G. Bauld, M.P.P., Halifax; secretary, E. A. Saunders, Halifax; executive, S. O. Hogg, L. K. Payzant, M. J. Ritcey, R. M. Symons, and J. L. Wilson, all of Halifax.

* * * *

PRINCE EDWARD ISLAND GUILD

President, N. Rattenbury; vice-president, R. E. Mutch; secretary-treasurer, E. T. Higgs, all of Charlottetown, P.E.I.

A. O. MARRIN

Of the Jobin, Marrin Co., Ltd., Winnipeg, and president of the Prairie Provinces Wholesale Grocers' Association.

PRAIRIE PROVINCE ASSOCIATION

President, A. O. Marrin, Winnipeg; vice-president for Saskatchewan, H. G. Smith, Regina; vice-president for Alberta, W. A. Logan, Calgary; secretary, A. E. Burns, Winnipeg. Directors: F. G. Bowser, Winnipeg; John Weidman, Winnipeg; J. D. Miller, Saskatoon; T. B. Jones, Moose Jaw; John Horne, Calgary, and R. G. Bradley, Edmonton.

* * * *

BRITISH COLUMBIA ASSOCIATION

President, J. P. D. Malkin, Vancouver, B.C.; secretaries, F. W. Sterling, Vancouver, and F. Ellworthy, Victoria, B.C.

THE CANADIAN WHOLESALE GROCERS' ASSOCIATION

(Continued from page 25)

more important than the present. It is the best means of standardization and benefiting an industry and the ultimate consumer. There are many matters requiring attention today that cannot be successfully handled individually; it must be through close co-operative effort.

The wholesale trade employ the only system which under modern conditions can properly supply consumers with their requirements. No other method can assemble, conserve and distribute the products of the world with an equal degree of efficiency and economy.

The established channels of distribution are from the producer or manufacturer to the wholesaler, from the wholesaler to the retailer and from the retailer to the consumer. In other words, the logical and practical system of distribution is through the wholesale and retail trade.

If these channels are beneficial economic factors, they should be reasonably protected.

The Canadian Wholesale Grocers' Association was organized to obey the law and to voluntarily enforce as far as possible the observance of just and honorable business methods. We believe that by associated effort we can achieve the practice of higher ideals in business and elevate the trade to a position where it would merit confidence and respect in the public mind, which its importance and value to the public warrants and demands.

Canadian Exhibition Train to Travel France

Montreal.—The Montreal Chamber of Commerce at a meeting held recently adopted a resolution to be sent to the Federal Government, recommending the organization of a Canadian exhibition train to travel throughout France, in acceptance of an invitation of the French Government. As Canada did for France, the Republic offers to pay the cost of transportation and warehousing and to furnish the buildings for an exhibition of Made-in-Canada goods in Paris for the space of six months. This resolution came before the Chamber of Commerce in the form of a report signed by Henri Laureys, chairman of the committee for the trade expansion. The Montreal Chamber of Commerce invites the chambers of commerce and boards of trade of other cities to join in the support of the project.

A. E. BURNS

Secretary of the Prairie Provinces Wholesale Grocers' Association, covering Saskatchewan, Alberta and Manitoba. Mr. Burns' office is at Winnipeg.

N. RATTENBURY

Of N. Rattenbury Limited, Charlottetown, P.E.I., and president of the Prince Edward Island Wholesale Grocers' Association.

REAL SELLERS ONLY

Do not load your shelves with food products for which no steady demand has been created. Carry only those lines that are known to the public and that have gained a reputation for quality. The goods we are offering you are always in great demand. They do not remain long on the shelves!

"PEOPLE WANT THEM"

"VICTORIA" PRODUCTS

Fruits, Vegetables, Fish, Flavors, Spices, Teas and Coffees, Ketchup, Vinegar, Arrowroot.

IMPORTED SPECIALTIES

"Plagniol" Olive Oil; "Le Soleil" Castile Soap; "Marie Grimal" Roquefort Cheese; "Bouquetin" Gruyere Cheese; "Feyret" Mushrooms; "Soleil" Peas.

TEAS and COFFEES

Japan, China Greens, China Blacks, Ceylon Greens, Ceylon Blacks, Blended Ceylons, Pure Indians, etc.

BLUE BIRD TEA

This new tea has no equal for strength and flavor

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We net the seas for foods that please."

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EBY-BLAIN, LIMITED. IMPORTERS, WHOLESALE GROCERS, MANUFACTURERS OF TABLE DELICACIES

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SIGHT

Cases
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COCOA, CUSTARD BAKING POWDER

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We are already getting the repeat orders. We guarantee the quality.

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FIVE PHONES AT YOUR DISPOSAL

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BAULD BROTHERS LIMITED

WHOLESALE GROCERS AND TEA MERCHANTS

HALIFAX, CANADA

A Big Help To The Salesmen

Many wholesale grocers in Canada subscribe for Canadian Grocer for all their traveling salesmen. They find it keeps their men in touch with changes in the retail business, new merchants in the trade, food regulations, business systems and store management, window and interior displays, what the retail trade is doing and discussing—all of which is of great assistance to the salesmen. Wholesalers should get in touch with us for subscription terms.

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Carter-Cotton Bldg., Vancouver.

Southam Bldg. Montreal
Confederation Life Bldg., Winnipeg

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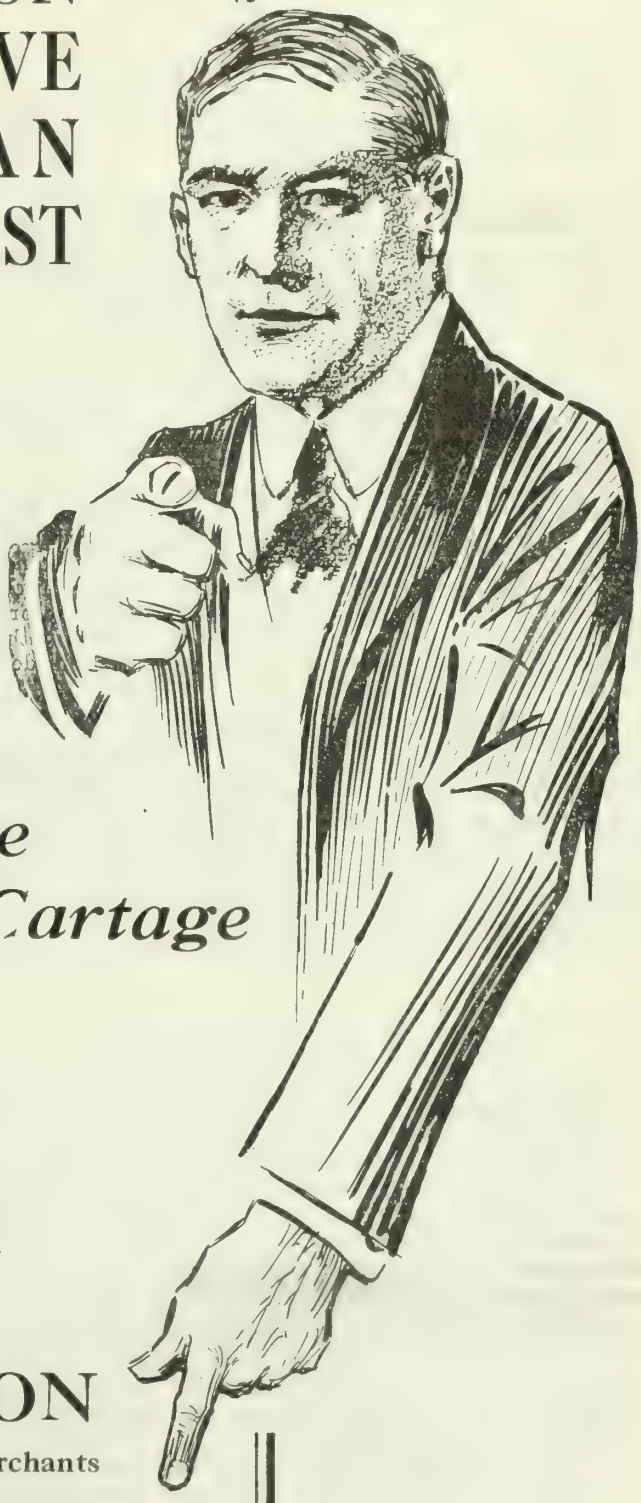

Seven direct lines out of Stratford make it the quickest shipping centre and this feature together with our unsurpassed warehouse facilities and fresh comprehensive stocks enable us to give unparalleled service. Our old established reputation for fair dealing is your guarantee of right prices.

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If you buy your fruits where you buy your groceries. We carry most complete lines of staple groceries, and foreign and domestic fruits in season. Let us show you what Lloyd Service means to you. Send us a trial order for Spring fruits and vegetables with your next grocery order. Rush orders are our specialty.

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CANADIAN GROCER

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Send Us Your Problems

CANADIAN GROCER receives on an average each week some 40 or 50 inquiries for information. This service to our readers is one to which they are entitled when they become subscribers to our paper.

The enquiries include a wide range of subjects and come from readers in all parts of Canada and frequently from outside of Canada. The other day, for instance, a subscriber in Nelson, B. C., wrote us for our opinion of the standing of a certain firm in Quebec province. He was intending purchasing some goods from this firm. As they had not had any previous dealings with them, and as they were not familiar with their standing and the quality of the products they made, they wanted further information.

A large importer in London, England, whose representative will soon be coming to Canada with a view to purchasing Canadian flour and salmon, wrote us in advance for information on the various flour millers and salmon packers. He is getting samples and prices so that when he reaches our office he will be able to conduct his business here more promptly.

Readers are invited to write us on any trade subject or ask where a certain product can be purchased or any one of the hundreds of things that come up from time to time in the retail and wholesale stores in Canada.

* * * *

Trading Stamp Legislation

AN ACT HAS been given its first reading in the Ontario Legislature giving municipalities in the province the power to regulate the use of trading stamps or coupons by merchants or others. At the present time the law in regard to trading stamps is a Dominion Act, and infractions of the same are punishable under the Criminal Code. This new legislation that is going through the Ontario Legislature will make it easier for people in small places in the province to eliminate the practice. Merchants who are opposed to the use of trading stamps and coupons, can go before their municipal council and urge the passing of a by-law prohibiting the giving, selling or distributing of or the dealing with trading stamps, coupons or other similar devices, by any person engaged in trade or business or the receiving of them.

The by-law shall not apply, the Act stipulates, to a merchant or manufacturer who places in or upon packages of goods, or delivers to purchasers of goods sold or manufactured by him at the time of the purchase, tickets or coupons, which state upon their face the place of delivery thereof, and the cash or merchantable value of them, and are redeemable at any time, but only the merchant or manufacturer giving them and at the place where such goods were sold or purchased.

The passing of such legislation will be welcomed by the retailers generally who will heartily approve of anything that makes for greater restrictions on the use of trading stamps, and tends to eliminate them altogether.

Save the Containers

ON A TOUR of inspection through a manufacturer's plant a few days ago the writer's attention was drawn to a neat pile of empty sugar bags. Pointing to the bags the manufacturer stated "it certainly pays to look after empty containers. Those bags are bringing us fifteen cents each, and we have a bigger demand for them than we can supply."

We often wonder whether merchants realize the value of empty boxes, bags and barrels. These containers cost the merchant, indirectly, a great deal more than he can possibly expect to get back. But a large portion of the original cost can be got back if the containers are properly looked after.

Slashing open a bag of sugar or ripping the top from a case may be quicker, and save a fraction of a minute but if slashing in this manner decreases the value of the container, it hardly pays.

Recently it came to the writer's attention of a merchant who returned a shipment of cases and tins to a biscuit manufacturer, but they were in such a dilapidated condition that the manufacturer refused to give the merchant credit for them. These empty containers had been charged directly on the invoice and the merchant had the option of returning them at full price providing they were in good order. This particular shipment was valued at twenty-five dollars, so the merchant was out of pocket just that amount.

* * * *

When Business Men Co-Operate

BUSINESS MEN'S Associations appear to be the order of the day. As a matter of fact, there seems to be an epidemic of such organizations. It is an epidemic, though, that leaves no ill effects. And it is an epidemic in which grocers are particularly interested by reason of the fact that they are usually among the leading figures in such movements. At the present time in Toronto there is a Business Men's Association in nearly every neighborhood. Meetings are held regularly and the problems encountered by the business men of the district are talked over and frequently made the basis of concerted action. For instance, the first questions taken up the other night by a newly-formed Queen Street Association was that of street lighting—in which every retailer in the district is interested. There are many questions of this nature about which nothing can be done unless all interested get together. Good fellowship, too, is engendered and the help-one-another spirit fostered. Merchants in other cities and smaller places might find life easier if they followed the example of Toronto's business men in this respect.

* * * *

IN THIS ISSUE of Canadian Grocer instructions are given as to how the retailer should make out his income tax returns. Readers will do well to peruse this article carefully, and in spite of the fact that the making of these returns is not a new thing, many important points will be brought out in a study of the instructions.

* * * *

ANY PROPOSAL whereby legislation will be enacted, imposing a tax on the total turnover or total sales each month of all retail merchants, will meet with the disapproval of merchants generally. This suggestion, when made before, was strenuously opposed, and any revival of it at the present time will meet with the same opposition.

* * * *

MANY A GROCER takes on too much territory simply because he dabbles in too many things that have nothing to do with his business. The result is often recorded in courts of bankruptcy.

* * * *

DARWIN'S DOCTRINE of "the survival of the fittest" holds good in the grocery trade. Only the fittest can survive the competition; the unfittest don't deserve to survive.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Quebec

Fred G. O'Grady who for the past five years has been manager of Atlantic Sugar Refineries, Ltd., Montreal, has now joined J. J. Gibbons, Ltd., Advertising Agents and will be manager of the Montreal office.

Mr. Abramson, proprietor of the provision store at 867 St. Catherine St., West Montreal is moving his business to a new and larger store at 928 St. Catherine Street, where he will handle a larger line of groceries. At present this store is specializing in fruits, vegetables and meats.

O. Dejardin, who has been proprietor of the grocery store at 167 Bleury St., Montreal for thirty-two years, is next month retiring and selling out his stock. He gives as his reason for selling out the business the fact that his two sons have chosen professional careers and he is left alone in the store with only hi help.

Ontario

Daylight saving in Ottawa will commence on Sunday June 4, and will continue until Sunday, September 3.

John Ferguson, a commercial traveler for the Frederick C. Mathews Dairy Co., Detroit, dropped dead on a suburban train en route to Kingston, the other day.

Hon. P. C. Larkin, Canadian High Commissioner in London, sailed last week on the Empress of Britain for England, where he will take up his new duties.

C. F. Roland of the Coca Cola Co., Winnipeg is in Toronto just now, and expects to remain in Ontario for the next couple of months, in the interests of his concern.

The death occurred at Shannonville, Ont., on Thursday March 23, of A. Farnsworth, for many years proprietor of a general store in Shannonville. He is survived by his wife and five children.

A meeting of the retail grocers in the London district has been called for April 5 by Ald. Gordon Drake, president of the Retail Grocers' Association of London for the purpose of forming a co-operative system intended to bring farm produce to consumers fresher and cheaper than at present.

The death of George Duff, at the Mountain Hospital in Hamilton, occurred a few days ago, following a short illness. The late Mr. Duff was the proprietor of the chain stores known as the Duff stores in Hamilton. For many years he and Mrs. Duff were missionaries to China, and only returned because of the ill health of Mrs. Duff. Surviving are his wife, and four sons, as well as a brother Charles Duff, of the Duff Pork Packing Co., Hamilton.

Business Changes

J. N. Farr, Toronto, has sold his business to John Hamilton.

Chas. Cannon, Toronto, has purchased the business of Fred Rowley.

D. R. Harris is managing the Dominion Store at Owen Sound, Ont.

J. Howard is managing the Dominion Store at 61 Sherman St., Hamilton, Ont.

Mrs. O. J. Price has commenced business with a store at Carleton Place, Ont.

A. M. Stewart is in charge of the new Dominion Store at Orangeville, Ont.

W. S. Taylor is now in business with a provision store at 201 Bank Street, Ottawa.

S. W. Wright is managing The Canada Stores at 964 St. Clair Avenue, Toronto.

Livingstone Bros. have commenced business with a store at 2312 Queen St. East, Toronto.

Letarte and Nicholls have commenced business with a provision store at 523 Bank Street, Ottawa.

The Oshawa Cash Grocery has commenced business with a store and stock at Oshawa. W. J. Harlow is the proprietor.

Ottawa Grocers Again Elect A. E. Kelly President

Ottawa, March 27.—At the annual meeting of the Ottawa Grocers' Section of the Retail Merchants' Association a few days ago, A. E. Kelly was re-elected president for the ensuing year. The remainder of the old officers were also re-elected by acclamation. They are: First vice-president, T. A. C. Kennedy; second vice-president, B. Bambrick; secretary, C. Allen; treasurer, Duncan Bell; trustees, T. Bowman, S. Moreland and A. Phillips; auditors, L. Johnston and M. Ade. There were a number nominated for the executive committee, but as T. Bowman gave notice of motion that at the next meeting he would move to have the constitution amended so as to provide for eight, instead of five, on the committee, this matter was left over.

In response to an appeal from Basil Bambrick on behalf of the starving children of Russia, the association decided to authorize the sum of $25 being contributed towards the fund.

S. Moreland reported that the booths at the Pure Food Show this year would be all of uniform size—if the cost of making the alterations was not found to be too heavy. He stated that the innovation would give more satisfaction to exhibitors and provide a better show for the general public.

On recommendation of T. W. Collins it was decided to send the Pure Food Committee to Montreal to get some pointers from the Pure Food Show which is to be held in the Arena there on April 1.

A. Bennallick is Again Pres. of Guelph Grocers

Guelph, March 27.—The annual meeting of the Guelph Retail Grocers' Association was held on March 21st. The following officers were elected for the ensuing year: President, A. Bennallick, re-elected; sec.-treas., E. J. Drake, re-elected; vice-president, G. K. Readwin; executive committee, L. Taylor, Mr. Chappel, C. C. Bordon, F. Stout, S. Tovell, C. E. Wiggins, and Harry Todd.

TORONTO GROCERS' PICNIC WILL BE HELD ON JUNE 14

The date has been set for the annual picnic of the Grocers' section of the Toronto Retail Merchants' Association. It will be held on Wednesday, June 14th to Cobourg, Ont., the trip of course being made by boat.

TORONTO GROCERS HAVE ENJOYABLE EUCHRE PARTY

The Grocers' Section of the Toronto Retail Merchants' Association held an enjoyable euchre party on Monday evening, when there were some two hundred in attendance. The first prize was won by T. T. McCabe, of the Todhunter Mitchell & Co., Toronto, the second prize by Dave Bell, the third prize, by Samuel Wright, and the fourth prize by H. W. McCullough.

A RAISIN WEEK AND A RAISIN DAY IN APRIL

From April 23 to April 29, has been especially designated as Raisin Week, and Thursday, April 27 as Raisin Day.

Government Wants Co-operation of Merchants In Dealing With Retail Problems

Hon. J. A. Robb, Minister of Trade and Commerce, Addresses Retailers in Ottawa—B. G. Crabtree, Retail Grocer in Dominion Capital is Re-elected Secretary

OTTAWA, March 27, (Special).—The re-election of B. G. Crabtree, retail grocer, to the office of secretary, and the championing of the cause of the retail merchant by Hon. J. A. Robb, Minister of Trade and Commerce, were features of the annual banquet and business meeting of the Ottawa branch, Retail Merchants' Association of Canada which was held in a local hotel last week. At the conclusion of the festivities, Henry Watters, treasurer of the Dominion Board, R. M. A., proposed a vote of thanks to the grocers "for their splendid contribution to the success of the entertainment." He explained that the grocers had been responsible for the music and certain other forms of pleasure. Retail merchants, two hundred strong, representing every class of retail merchandising in the city, attended the function, which was presided over by the president, E. A. Stephens.

The Minister of Trade and Commerce, after expressing his deep appreciation at the evident desire on the part of the Dominion Association to co-operate with the department of trade and commerce for the mutual welfare of the merchants and the Dominion, reminded his hearers that he had at one time served his apprenticeship to the trade, starting as errand boy and winding up as proprietor. He took issue with those who had on previous occasions, suggested the advisability of the elimination or curtailment of the retail merchants, or middlemen, as they had been designated, and said that they had not been responsible for the high cost of living, as had often been said. He submitted that the retailers of Canada had built up from the Atlantic to the Pacific a medium of exchange from the producer to the consumer which was of utmost necessity in order to provide for fair dealing in merchandising. It was the retailer who measured up the requirements of a community and established fair values between seller and buyer.

The minister said that the government was desirous of the co-operation of the retail merchants in dealing with their problems, and was of the belief that the development of trade in Canada could be better increased by the government's non-interference, and leaving it in the hands of business men who were capable of dealing with its many problems.

W. C. Miller, Ontario Provincial secretary of the Association, reviewed what the Ontario executive had accomplished and its future intentions with regard to legislation in its application to the retail trade. Other speakers were: Henry Watters, treasurer of the Dominion Board; E. M. Trowern, secretary of the Dominion Board, and C. A. J. Miller, manager for the North Western Mutual Retail Merchants' Insurance Underwriters.

The officers for the ensuing year are: President, E. A. Stephens; first vice-president, R. McGiffan; second vice-president, J. A. Larocque; treasurer, Frank Orme; secretary, B. G. Crabtree.

Letters to Editor

Editor Canadian Grocer

There has been considerable talking around that Punch Boards are prohibited, but I do not understand it rightly. Please give me some information in your paper, stating if they are only prohibited in certain towns or cities, or whether throughout the whole country.

Yours very truly

A Reader

Pembroke, Ont., March 16, 1922.

Editor's Note—The use of Punch Boards is illegal across the Dominion. We understand, however, that in some places it is not being enforced. In a recent issue of Canadian Grocer, the law as it applies to Punch Boards was taken up fully. If "A Reader" will kindly send us his name, we will gladly mail a copy.

JAM STANDARDS

Jam manufacturers have still the matter of enforcing government standards up with the Dominion Government and it is expected a definite understanding will soon be arrived at.

E. T. HIGGS
Of Charlottetown, P.E.I., secretary of the Prince Edward Island Wholesale Grocers' Association.

MICHAEL DWYER
Of John Tobin and Co., Halifax, N. S., and president of the Nova Scotia Wholesale Grocers' Association.

LIONEL A. LANGLOIS
Of Langlois and Paradis, Ltd., Quebec City, and president of the Quebec Wholesale Grocers' Guild.

WESTERN CANADA NEWS

J. T. Norquason, Aleza Lake, B. C., has bought out the L. Lyle business.

M. R. Burns, at 3,154 Cambie Street, Vancouver, has sold out to C. E. Hastings.

A. E. McConnel has bought out P. A. Thorsen at 8187 Fraser Ave., South Vancouver.

S. Gosse has sold out his business at 3594 37th East, South Vancouver, to G. T. Rogers.

W. W. Stroyan, of Stroyan Dunwoody Company, is confined to his home with a severe attack of pneumonia.

George Maurer has bought out the business at Mission City, B. C., formerly conducted by E. A. Miles.

A. Olson has bought out the business at 1960 56th East, South Vancouver, formerly conducted by H. Watts.

Robert Black, manufacturers' agent, of Fort William, Ont., who was in Winnipeg recently on a business trip, has returned.

T. L. Trueman, representing Balmer Lawrie & Co., Calcutta, is on his annual business trip to Western Canada. C. & F. Jones represent this firm in the west.

W. A. Bowron, of Bowron Bros., of Hamilton, Ont., spent two weeks in Winnipeg in the interests of his firm. Mr. Bowron is covering Saskatchewan and Alberta before returning east.

Stewart Menzies & Co., manufacturers' agents, Winnipeg, have moved from their former quarters and are now located at 171 McDermott Avenue. Howard Menzies is looking after the firm's interests in Winnipeg.

The Swift Canadian Co. have transferred their Winnipeg city business from their uptown branch on Williams Avenue, to their plant at Elmwood. It is their intention to turn the Williams Avenue warehouse into a storage for their own use.

J. Angus Taylor, sales representative in Canada for Lea & Perrins, is on a business trip to Winnipeg. Mr. Taylor is going to cover Manitoba, Saskatchewan and Alberta in the interests of his firm. The trade in Western Canada will be pleased to know that Harold Seddon, sales representative in Canada for Lea & Perrins' Sauce, has lately become a member of the firm. Mr. Seddon is at present in England.

J. T. Cox, who for the past four years has represented the Carter-Macey Company of Canada Limited, has branched out on his own account as the J. T. Cox Commission Agency with office at 504 Merchants Bank Building, Winnipeg. Mr. Cox will represent the Carter, Macey Company on a commission basis and has been appointed representative for Field & Company, Turban House, 3 Eastcheap, London, E. C. for Saskatchewan and Manitoba.

Finds Business Better in Canada Than in United States, Great Britain or Europe

Economic Necessities in the Old Land Render it Still Impracticable to Drop the Many Substitutes That War Time Manufacturing Introduced

VANCOUVER, B. C. March 27. (Special).—H. Beach, formerly associated with the King-Beach Jam Co., and now manager of the Beach & Eakins Jam Co., of Victoria, B. C., has just returned from a business trip to the British Isles.

"I am giving you my considered opinion," said Mr. Beach to Canadian Grocer, "when I say that from all I could gather business is better here than in either the United States, Great Britain or any of the European countries. In Great Britain it will be some time before the various food manufacturers can get away from the conditions imposed by the war. In so many lines, the economic necessities of the times are making it non-feasible to drop the many substitutes that war time manufacturing introduced. In fact, the government is not only permitting the use of alternatives in many foods, but in the jam business with which I am directly acquainted in the Old Land, the government has recently circulated the jam manufacturers asking them to use 10% of glucose to keep the price as low to the people as possible.

"I was much struck by the indifference shown by employer and employee alike as to whether business was active or not. The workers seem quite indifferent whether they work or are laid off. The unemployment doles are undoubtedly responsible for that. The employers seem to have accumulated profits on which to frivol for a time—and seem inclined to do so.

"Throughout Canada I have found an eager anxiety to get going—and a measurable amount of movement that should inspire us all with courage and optimism. I was unable to attend the conference of jam makers that the Canadian government had called in Ottawa, but I sincerely hope that the standard of purity will not be lowered. There is no need in Canada for substitutes or adulterants of any kind, even though no loss in food value ensues."

Will Help the Sale of Canned Fish

With the exception of the beginning and end of the four year existence of the salmon, its life is spent in the depths of the ocean. It is during the time they commence their pilgrimage back to the waters of their birth that the salmon is caught for canning purposes.

The story of the salmon is intensely interesting. Readers of Canadian Grocer would do well to carefully read this story in next week's issue. In this same number there will also be stories on the lobster, haddie, sardine, herring and tuna fish. These stories are all of an educational character and should assist the merchant materially in putting over sales.

ASSOCIATED BOARDS OF TRADE FOR N. E. SASKATCHEWAN

At a meeting at Tisdale, Sask., of the boards of trade between Prince Albert and that point it was agreed to form an associated board of trade for northeast Saskatchewan to co-ordinate efforts for the development of the area concerned. The new body will affiliate with the provincial association.

W. J. Hindley Talks to Retailers in Spokane

Vancouver, March 27.—Members of the United Retail Merchants' Association of Spokane, Washington, banqueted at the Elks' Temple recently in commemoration of the first anniversary of the founding of their association in that city. About 250 retail merchants attended.

W. J. Hindley, Educational Director of the Washington States Retailers' Association addressed the gathering. Mr. Hindley is well known to the Vancouver and Victoria retailers having assisted on two occasions when organizing drives were under way.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

MARKETS AT A GLANCE

THE raw sugar market was easier during the week. After selling at 2½c the market declined on sales to 2¼c c. & f. New York which figures to 3.86c duty paid. Sales are reported to Canadian refiners of full duty sugars at 2.32½c c. i. f. Halifax and also at 2 3-16c c. i. f. New York for shipment to Halifax. The European market has turned dull after the recent activity.

Fair weather is reported from Cuba with two additional factories grinding making 179 in operation as against 191 for the same period last year and 190 in 1920.

A report by Willett & Gray on the amount of sugar destroyed by fire in Cuba for the months of December and January says: "Many of the trade appear to look at this in the wrong light. While the quantity of cane burned is quite large, the official Cuban Government figure amounting to 331,783 tons, this quantity applies to the cane only and when it is reduced down to sugar including the portion salvaged it will only amount to about 15,000 tons of actual sugar, which is a very small percentage in connection with the expected outturn of the crop."

The spot tea markets show further advances in quotations. This is the result of the higher values which have been ruling in primary markets for sometime past. Prices on spot stocks are still out of line with replacement costs and as the primary markets continue with higher tendencies the trade can naturally look for higher prices.

Cereals are steady in price but the market continues to rule with a strong tone. Ontario beans are decidedly scarce and higher prices are quoted.

The whole of the dried fruit list have stronger tendencies. This is particularly noticeable in prunes and evaporated apples, both of these lines showing advances during the week with a likelihood for further advances. Currants are also higher in some quarters.

Primary walnut and almond markets remain strong but as buying is of the hand-to-mouth character, the market is quiet but there is a strong possibility for higher prices later in the season.

Much interest is centered on the canned pineapple situation. It appears that the winter pack of Hawaiian sliced pineapple is fairly well absorbed and that the summer pack will be short. Opening prices on this are not yet announced but there appears to be considerable buying at open prices.

QUEBEC MARKETS

MONTREAL, March 29.—The grocery market offers a strong front this week with few changes but in general a stable and much improved condition. Molasses and corn syrups are steady and no change is looked for. Teas have been steadily gaining strength and wholesalers are talking of an advance, not only in bulk but in package lines. Coffee is also gaining strength with a recent advance of one cent in primary markets. Canned vegetables are likely to take another jump but canned fruits are easy. The spice market is quiet without any change in local prices. Rolled oats are strong but as yet there is no change. Package goods are steady with a strong tone to package oats. In fresh vegetables there is a wide variety offered. Cauliflower, Spanish onions and carrots are higher in price. Cabbages, green and wax beans and beets are easier. There is a bigger demand for tomatoes this year than there has been at this season for many years. Lemons, grapefruit and pineapples are slightly higher in price with an improved demand.

CANNED VEGETABLES STRONGER

Montreal.

CANNED GOODS.—The canned vegetable market maintains its strong position especially corn, peas, and tomatoes. Supplies of these vegetables are limited and while some of the wholesalers advanced their prices last week another advance would not be surprising in the near future. Canned fruits remain easy and it is evident that local wholesalers are anxious to lighten stock on hand and to do this, in view of the limited demand for canned fruit there is likely to be a cut in prices.

CANNED VEGETABLES

Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Do., Refugee	2 10	2 15
Cabbage, Simcoe, 2½s	1 80	....
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 55	1 60
Do., 2s	....	1 40
Do., 2½s	1 80	1 75
Do., gallons	..	6 25
Parsnips, Simcoe, 2's	1 80	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 50
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s	....	3 25
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	..	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80

CANNED FRUITS

Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 60	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz	4 00	4 05
Do., gals, doz.	....	18 50
Cherries, red, pitted, heavy syrup, doz., 1	....	3 20
Do., 2½	....	3 60
Do., 2½	....	3 50
Do., 2	3 20	3 30
Gooseberries, 2s, heavy syrup, doz.	..	2 75
Raspberries 2's	....	3 75
California Peaches—		
1s	....	2 90
2s	....	3 25
2½s	....	4 40
Strawberries, 2's	....	3 30
Peaches, heavy syrup—		
2's	....	2 75
2½'s	....	4 20
Pears, 1s, Keiffer	....	2 30
Do., 2-lb.	2 45	3 10
Yellow cling, halves	....	2 60
Yellow cling, sliced	....	2 60
2's	....	2 80
2½s	....	4 20
Bartlet Pears	....	3 40
Greengage Plums, heavy syrup	2 20	2 60
Lombard plums, heavy syrup, 2-lb.	....	2 40

COFFEE GAINING STRENGTH

Montreal

COFFEE.—The coffee market stands firm at its present basis with an advance in New York prices of 1c. during the past week. With this strong position and in view of the advance in import prices a higher market value locally would not be surprising.

COFFEE—	
Mocha	0 50
Java	0 45
Maracaibo	0 40
No. 1 Blind compound	0 35

EVAPORATED APPLES ADVANCE

Montreal.

DRIED FRUITS.—The striking feature of the dried fruit market is the further advance in evaporated apples making the price 20c. and 21c. per lb. with another advance likely before the end of this week. Prices at the evaporators have advanced another ½c. early in the week which has not yet had its effect on the wholesale market. Raisins are strong, but there is no change in price. Currants hold firm with only a fair demand. The demand for candied peels is limited. The prune market is in a strong position after a number of advances and it is evident that a high price will be paid for prunes before the season is out. On the whole the demand for dried fruits has been brisk during the past few weeks, but there is evidence of a dropping off temporarily in the demand. Local dealers are not at all worried by this, but state that the trade is only covered temporarily and buying will soon pick up.

DRIED FRUITS—		
Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)	0 20	0 21
Peaches (fancy)		0 28
Do., (choice)		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon		0 28
Orange		0 28
Citron		0 44
Raisins (seeded)		
Valencias	0 20	0 21
Sultana, unbleached		0 20½
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown		0 21
Fancy Seeded (bulk)	0 18	0 19
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.		0 24
Do., 16 oz.		0 26
California Seedless, in bulk		0 23
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, Excelsior (36 10s), pkg.		5 00
Fard, 12-lb. boxes		8 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 75
Loose	0 10	0 12
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼'s, lb., 7 crown		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, 5 Crown, 10 pounds	0 24	0 26
Do., 12 ounce packages		0 25
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), mats.		0 09
Do., Turkish, 3 crown, lb.		0 22
Do., 5 Crown, lb.		0 28
Do., 7 crown, lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 32
40-50s		0 18½
50-60s		0 15
60-70s		0 14½
70-80s		0 14
80-90s		0 12½
90-100s		0 12

PACKAGE GOODS UNCHANGED

Montreal.

PACKAGE GOODS.—There are no changes of note in package lines. Prices are in general, firm. Package rolled oats are strong on account of the strength of the market behind it.

PACKAGE GOODS—		
Breakfast fod, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 78
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3 doz. case 3 40		3 55
Cornmeal, yellow, 24s.		2 85
Rolled oats, 20's		5 00
Rolled oats, 18's		2 00
Aluminum package, 20s		6 25
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s.		2 55
Hominy, pearl or gran., 2 doz.		3 00
Scotch Health Bran (20 pkgs.), case		3 50
Pancake Flour, case		7 15
Pancake flour, self-raising, doz.		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat 36s, case		6 40
Do., 20s case		6 50
Self-raising flour (3-lb. pkg.) doz.		2 25
Do., (6-lb. pkg.) doz.		4 40
Do., buckwheat flour, per doz.		1 50
Corn starch (prepared)		0 09
Corn starch, 1 lb. pkgs.		0 07½
Potato flour		0 14½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 35
Shredded wheat		4 45
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		0 09¼
Celluloid starch, 45 pkgs., case		3 80
Malt Breakfast Food (36 pkgs.)		9 60
Macaroni		3 75
Spaghetti		3 75
Egg noodles, Quaker		2 25
Canadian cheese loaf, lb.		0 30
Swiss cheese loaf		0 42

TEA LIKELY TO ADVANCE

Montreal.

TEA.—The local tea market is even stronger than it has been in the past few weeks with likelihood of an advance almost any day. It would not be surprising to see packers of package teas advancing their prices and local wholesalers expect an advance in price on Ceylons and Indian teas at an early date. Local prices are under the cost of import at present. The Japan tea market is also strong, but an advance in price is not so evident as in black teas.

TEAS—		
Pekoes	0 38	0 45
Broken Pekoes	0 45	0 60
Broken orange Pekoes	0 50	0 70
Broken orange Pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
Above retail prices range of quotations to the		
Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

HIGHER PRICES ON WALNUTS

Montreal.

NUTS.—The only new feature of the nut market is the gaining strength of walnuts in primary markets. No change has yet been made locally. Peanuts are a little easier in the importers' hands, but wholesale prices remain unchanged. So far as the retail trade is concerned the demand for nuts is light, but as stocks held are also light the demand runs steadily.

NUTS—		
Almonds, Tarragona, per lb.		0 19
Do., shelled	0 46	0 48
Valencia shelled almonds		0 45
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily,) per lb.		0 16
Brazils, shelled		0 38
Do., Barcelona		0 15½
Peanuts, Jumbo		0 15½
Do., shelled, No. 1 Spanish		0 10½
Do., salted red		0 17
Do., shelled, No. 1 Virginia		0 12½
Peanuts (salted)—		
Fancy wholes, per lb.		0 34
Fancy splits, per lb.		0 29
Pecans, shelled	1 00	1 50
Walnuts Grenoble in shell		0 33
Walnuts, Marbot	0 26	0 28
Do., new Naples		0 26
Bordeau	0 70	0 73
Do., Chilean, bags, per lb.		0 40
Do., Bordeaux, shelled		0 74

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

SUGAR UNCHANGED

Montreal.

SUGAR.—Refiners' lists hold firm at the basis of $6.90 per cwt. for granulated. There appears to be more confidence in sugar and while buying is only for immediate requirements the demand shows improvement on all sides.

SUGAR—	
Granulated sugar, per cwt.	6 90
Do, barrels	6 95
Granulated, gunnies, 5/20	7 10
Do., cases, 20 5-lb. cartons	7 30
Do., gunnies, 10-10	7 20
Do., cases, 50 2-lb. cartons	7 40

NO CHANGE IN RICE LOCALLY

Montreal.

RICE.—The rice market continues to show strength in first hands, but no change in price is quoted locally. The tone of the market is strong, but with only a fair demand which hardly warrants an advance in wholesale prices. The buying of rice is limited to supplies for immediate requirements and a steady market at least may be expected.

RICE—		
Carolina, extra fancy	0 07½	0 08
Do., fancy)		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Rangoon, B, per cwt.		5 75
Texas rice		0 05½
Tapioca, per lb. (seed)	0 07½	0 08½
Do., (pearl)	0 07½	0 08½
Do., (flake)	0 07½	0 08½
Honduras		0 07
Siam		0 14½

SPICE MARKET QUIET

Montreal.

SPICES.—The spice market locally is quiet with a marked lack of demand which may be attributed to the season. Reports from primary markets indicate a steadier condition. In New York market prices are stated to be lower than quotations in primary markets on peppers, mace, nutmegs, red peppers and Ceylon cinnamon. This fact would indicate strength for the future in wholesale markets.

SPICES—		
Allspice	0 18	0 20
Cassia, pure	0 25	0 26
Cassia compound		0 18
Cocoanut, 20 lb. pails, per lb.		0 30
Do., sweetened, lb., packages		0 39
Chickory, (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 32
Pure, ground		0 35
Cream of Tartar (French pure)	0 44	0 60
Do., American high test	0 65	0 80
Whole cloves		0 55
Ginger (Jamaica		0 30
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs whole—		
Do., 64, lb.		0 30
Do., 80, lb.		0 28
Do., 100, lb.		0 25
Do., ground, 1-lb tins		0 30
Pepper, black		0 24
Do., white		0 32
Do., white, compound		0 18
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Do., black, compound		0 15
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Turmeric	0 28	0 30

MOLASSES PRICES HOLD

Montreal

MOLASSES.—There is no change in molasses prices. The market is firm with sufficient supplies on spot to meet requirements until the opening of navigation. Even then no change in price is expected. Corn syrups are firm with a good demand and no indication of a change.

MOLASSES—		
Puncheons, Island of Montreal		0 71
Barrels		0 73
Half barrels		0 74
Puncheons, outside of Montreal		0 68
Fancy molasses in tins (ginger bread)		
No. 2, 2 doz. per case		4 20
No. 3, 2 doz.		4 50
5-lb. tins		8 95
10-lb. tins, per case		8 60
CORN SYRUPS—		
Barrels, about 700 lbs.		0 05½
Half barrels, about 350 lbs.		0 05¾
Quarter barrels, about 175 lbs.		0 06¼
2 gals., 25-lb. pails, each		2 00
3 gals., 38½-lb. jails, each		2 85
5 gal. 5-lb. pails, each		4 50
6-lb. tins, per case		4 20
10-lb. tins, per case		4 00
24 2-lb. tins		3 75
WHITE CORN SYRUP—		
24 2-lb. tins		4 25
12 5-lb. tins		4 70
6 10-lb. tins		4 60

CEREALS PRICES STAND

Montreal.

CEREALS.—There is no change in the cereal market. Prices are firm with a fair demand for supplies to meet immediate requirements. Rolled oats in particular is strong but buying is somewhat lessened on account of the warmer weather.

CEREALS—		
Rolled oats, bag	3 35	3 50
Oatmeal		8 75
Pearl Hominy		1 40
Corn meal	2 50	2 80
Graham Flour, 98 lbs.		7 65
New Buckwheat Flour		6 75
Pot Barley		4 00
Pearl Barley		4 90
Beans, Ont.		3 50
Do., Can.		3 30
Lima Beans		0 06
White beans		0 07½
Green peas, dried	0 03	0 05¾
Split Peas		0 07½

VARIETY OF NEW VEGETABLES

Montreal.

VEGETABLES.—There is a large variety of fresh imported vegetables on the market. Prices rule steady in most cases but cauliflower, carrots and Spanish onions are a little higher, chiefly on account of the big demand. New potatoes are in larger supply but the price is steady. Cabbages, beets, green and wax beans are easier in price. Tomatoes are in good supply but the demand is larger than it has been at this season for many years and the prices hold firm. This is the first time for many years that so many grocers have stocked tomatoes so early in the year.

VEGETABLES—		
Asparagus, bunch		1 50
Beets, new doz.	1 25	1 50
Cauliflower, per crate	4 00	4 50
Cabbage, local, per bbl.	2 50	3 00
Cabbage, new, crate	3 50	4 00
Carrots, new per doz.	1 25	1 50
Celery, imported, crate	6 00	6 50
Mushrooms, 3 lb. basket	1 50	2 75
Parsnips, bag		
Peppers, green, per crate	9 00	10 00
Montreal Potatoes	1 30	1 60
New Potatoes (Bermudas) per barrel	21 00	22 00
Spanish onions, per crate	10 50	11 00
Red Onions, per crate	10 00	11 00
Yellow onions, per cwt.		8 00
Tomatoes, crate, fancy	5 50	6 00
Do., choice	4 50	5 00
Radishes	1 00	1 25
Florida lettuce, hamper	9 00	10 00
Green Beans, hamper	7 00	8 00
Wax Beans, per hamper	7 00	8 00
Parsley, per doz.	1 00	1 50
Egg Plants, crate	8 00	8 50
Cucumbers, per dozen	3 50	4 00
Cucumbers, per box	16 00	18 00
Green Peas, 25 lb. basket	16 00	17 00
Spinach, per barrel	6 00	7 00
Do., per hamper	2 50	3 00

GRAPEFRUIT HIGHER

Montreal.

FRUIT.—A big demand for grapefruit with smaller shipments have advanced the prices slightly. The larger sizes of Florida are quoted at $6 to $6.-50. Oranges are steady in price but Florida lemons are advanced. Strawberries are coming close to the end of the early season and prices are higher. Apples remain unchanged.

FRUIT—		
Apples, Greenings	10 00	10 50
Spys	12 00	14 00
Baldwins	9 50	10 00
Boxes, 175s, 210s	3 75	4 50
Bananas (as to grade) bunch	6 00	7 25
Lemons Florida	6 50	7 00
Lemons, 300s-360s, Messina	5 00	5 50
Grape Fruit, Porto Rico		4 25
Florida, grape fruit	5 50	6 50
Spys	10 00	12 00
Domestic		6 00
Russetts	8 00	9 00
California navels	7 50	8 00
Porto Rico Oranges		5 00
Seville bitter oranges, 200s		4 50
Do., Blood Oranges, half boxes		3 75
Malaga grapes, kegs	9 50	9 00
Tokay grapes, per crate		4 50
Blue and green grapes, per bas.	0 40	0 50
California Pears, per case		7 00
Cranberries, per box		9 50
Strawberries, per box	0 75	0 85
Pineapples, per crate 24s	9 50	10 00

ONTARIO MARKETS

TORONTO, March 29.—There appears to be much confusion in sugar as prices quoted to the retail trade are below refiners' lists and considerable irregularity exists in the wholesale position. Ontario beans continue in a strong position with supplies fast becoming absorbed and prices higher. In the canned goods line much interest is centred on pineapple; supplies are scarce and there is a prospect for a short summer pack of Hawaiian sliced pineapple. Tomatoes and peas continue strong. Prunes and evaporated apples are in a stronger position with advances recorded. Currants are higher with a strong tone almost throughout the entire dried fruit list. Little buying interest is noted on nuts but primary markets continue to indicate a firm situation. Local prices on teas are advanced with primary markets continuing to work higher. Rices hold strong while the potato market continues easy.

ANOTHER ADVANCE IN BEANS

Toronto

BEANS—This market continues to grow in strength as the small supplies of Ontario beans are fast becoming absorbed. Few hand picked are available and are generally held at a premium. No. 1 lb. pickers are bringing as high as $4.40 per bushel.

BEANS—		
Ontario hand picked, per bushel		
Do No. 1 lb. pickers, per bushel	4 25	4 40
Cal. Limas, per lb.	0 10½	0 11

INTEREST IN PINEAPPLE

Toronto.

CANNED GOODS—A great deal of interest is centered at present upon the canned pineapple situation. The winter pack of Hawaiian pineapple has been closely cleaned up and the summer pack is expected to be light, consequently there is a tendency for the opening prices, which are shortly to be announced, to be rather high. As a result of this situation some wholesalers are booked fairly heavy on sliced pineapple at open prices. Tomatoes and peas continue to indicate upward tendencies although in some quarters, independent packs are offered at bargain prices. Steam pack of canned apples are meeting with much favor and when it is considered that No. 10 tins of this pack contain approximately six pounds of solid fruit as against three pounds of the water pack, it certainly looks good value to the customer.

CANNED GOODS—		
Shrimps		2 90
Sockeye 1s, doz.		5 60
Do., ½s, doz.		3 25
Alaska red, 1s		4 25
Cohoe 1s, doz.		2 90
Do., ½s, doz.		1 90
Pinks, 1s doz.		1 45
Lobster ½-lb. doz.	4 15	4 25
Do., ¼-lb. tins	2 75	3 00
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	1 80
Tomatoes, 2½s, doz.	1 70	1 80
Do., Gal. No. 10 tins, doz.	5 95	6 25
Canned Vegetables—		
Peas, standard, doz.	1 75	1 85
Do., Early June	2 15	2 25
Do., Sweet Wrinkle		2 40
Do., Extra Sifted		3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 15
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.		6 60
Canadian corn	1 20	1 50
Pumpkins, 2½s, doz.	1 50	1 60
Do. gal., No. 10 tins, doz.	1 50	1 60
Spinach, 2½s doz.		2 95
Pineapples, sliced, 2s doz.	3 40	4 25
Do., shredded, 2s, doz.	4 75	5 25
Do., sliced, 2½s, doz.		4 25
Apples, gal. water pack. dz.		5 50
Do., gal. steam pack. doz.		6 80
Apples, gal., doz.		5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.		3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Blueberries 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	3 00	3 25
Do., 16 oz. doz.	3 50	3 90
Do., 4s, each	0 85	1 07
Strawberry, 12 oz., doz.		3 05
Do., 16 oz. doz.	3 25	3 60
Do. 4s, tins	0 95	0 98
Raspberry, 12 oz., doz.	2 40	3 05
Do., 16 oz., doz.	3 25	3 60
Do., 4s tins	0 85	0 90
Marmalade —		
12 oz. glas, doz.	2 25	2 45
16 oz., glass, doz.	2 75	2 90
No 4 tins, each	0 58	0 65

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

CEREALS STEADY TO FIRM

Toronto

CEREALS—The market for cereals shows little change as compared with a week ago. Rolled oats are fairly steady at $3.15 to $3.25 per 98 lb. bag with quotations on other cereals unchanged.

CEREALS—		
Barley, pearl, 98s		5 00
Buckwheat flour, 98s		5 50
Barley, pot, 98s		3 75
Barley Flour, 98s		
Cornmeal, golden, 98s		2 80
Oatmeal, 98s		4 75
Corn flour, 98s		3 15
Rye flour		3 75
Rolled oats, 90s	3 15	3 25
Rolled wheat, barrel		6 25
Cracked wheat, bag		5 00
Breakfast food, 98s		4 75
Rice flour, 100 lbs.		10 00
Flaxseed, 98s		7 00
Peas, split, per bag		7 40
Marrowfat Green peas, Ont.	7 75	8 50
Graham flour, 98s		3 75
Whole wheat flour		3 85
Wheat Kernels		5 25

NO CHANGE IN PACKAGE GOODS

Toronto

PACKAGE GOODS.—Quotations on package cereals are holding steady and unchanged.

PACKAGE GOODS—		
Rolled Oats, 20s, round, case		5 00
Do., 18s, case		2 00
Do., 20s, square case		5 00
Do., Aluminum Prem., 20s		6 15
Corn Flakes 36s, case	3 10	3 75
Porridge Wheat, 36s, reg., case		6 00
Do., 20s, family, case		6 80
Package peas, per doz.		0 90
Cornstarch, No. 1, 1lb. carton		0 09
Do., No. 2, lb. cartons		0 07½
Laundry starch		0 07
Do., in 1-lb. cartons		0 07¾
Do., in 6-lb. wood boxes		0 11¼
Do., in 6-lb. tin canisters		0 14½
Celluloid starch, case		4 00
Potato flour, 1-lb.		0 14½
Fine oatmeal, 20s		5 75
Cornmeal, 24s		2 80
Farina, 24s		3 25
Barley, 24s		2 75
Self-rising Pancake Flour, 24s		2 70
Buckwheat flour, 24s		2 70
Self-rising pancake flour, 18s		3 85
F. S. Hominy, gran. case		3 00
Do., pearl, case		3 00
Scotch pearl barley case		2 70
Puffed rice pancake flour, 24s		2 90
Macaroni 30-16 oz. per case	3 40	3 75
Do., 30-8 oz. per case	2 00	2 20

CURRANTS ADVANCE

Toronto.

DRIED FRUITS.—Almost throughout the dried fruit list, a strong tone prevails. Evaporated apples are showing signs of scarcity and under an active demand quotations are more strongly held with advances in some quarters. A heavy consumption of prunes has resulted in Coast stocks being practically cleaned up, a situation which has not occurred for many years this early in the season. Spot prices on prunes in most quarters show a slight advance but they are still below replacement values. Currants are slightly higher with the prevailing price averaging 15c on Filliatras and 16c on Patras although in some quarters a slightly lower price is quoted.

DRIED FRUITS:		
Citron caps, 12-lb. boxes, lb.		0 06
Lemon caps, 12 lb. boxes, lb.		0 29
Orange caps, 12 lb. boxes, lb.		0 31
Mixed containing 4½ lb. lemon per lb.		0 35
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½ lb. orange 3 lb. citron caps, 3 dozen per case, per dozen		4 50
Currants—		
Greek Filliatras, cases	0 14	0 14½
Do., Patras	0 15	0 15½
Dates—		
Excelsior, pkgs., 3 doz., in case	2 65	2 85
Dromedary, 3 doz. to case		7 50
Fard, per lb.		0 26
Hallowee dates, per lb.		0 12½
Do., Sair		0 07¾
Prunes—		
30-40s, 25s		0 22
40-50s, 25s		0 18
50-60s, 25s		0 15½
60-70s, 25s		0 14½
70-80s, 25s		0 13½
80-90s		0 12½
Raisins—		
California, Sultanas, lb.		0 21
Do., 15 oz. pkts.		0 22½
Seeded, 15-oz. packets		0 26
Do., 11-oz. packets		0 21
Seeded, 15-oz. packets	0 20½	0 21
Thompsons, seedless		0 22½
Valencia, Spanish	0 22½	0 28½
Clusters, boxes, 20 1-lb. pkg.		6 65
Smyrna Sultanas		0 23½
Muscat, 25 lb. box		0 19
Evaporated apples	0 18½	0 19
Figs—		
Smyrna, bags, approx. 28 lbs.		0 14½
Do., 60-lb. bag		0 11¼
Layer, 1 Crown		0 30
Layer, 7 Crown	0 28	0 35
Pulled, 10 lb. box, per lb.		0 34
Pulled, 1-lb. box, each		0 20
Do., 2-lb. box, each		0 36
Mats	0 09	0 09½
Peaches—		
Choice		0 20
Choice, extra		0 22½
Standard		0 18½
Apricots—		
Choice		0 32
Standard		0 28

HONEY UNCHANGED

Toronto.

HONEY.—Quotations are unchanged with supplies steadily going into consumption.

HONEY—		
5-pound tins, per lb.		0 17½
10-lb. tins, per lb.		0 15½
60-lb. tins, per lb.		0 15
Comb, per doz	3 75	4 50

LITTLE INTEREST IN NUTS

Toronto.

NUTS.—The situation in nuts remains about as reported in last week's issue with nothing new of interest developing during the week. Buying is generally of a hand to mouth character.

NUTS—		
Almonds, Tarragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian		0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sac k.	6 00	7 50
Do., unsweetened, strip, lb.		0 22
Do., sweetened, lb.		0 22
Do., shred		20
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 18	0 20
Do., medium	0 14	0 18
Mixed nuts, bags 50 lbs.	0 20	0 25
Pecans		0 30
Shelled —		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 28	0 37
Walnuts, Bordeaux, lb.	0 78	0 80
Do., Manchurian, lb.	0 55	0 70
Do., Broken	0 43	0 48
Jordan almonds	0 70	0 75
Peanuts, Spanish, lb.	0 10½	0 11
Pecans, lb.	0 85	0 90
Brazils, lb.		0 60

ANOTHER ADVANCE IN TEAS

Toronto.

TEAS.—It has been frequently reported under this heading that the trade could look for further advances in spot prices on teas. This advance is now registered which amounts to from 2c to 5c per lb. Spot prices are still out of line with replacement costs and the trade can therefore look for further advances before many weeks are past. In the primary markets, prices are gradually working higher and there is every indication for prices reaching even higher values than during the war period.

TEAS—		
Pekoe Souchongs	0 36	0 45
Pekoes	0 38	0 58
Broken Pekoes	0 45	0 68
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans		0 65
Do., seconds		0 50
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

Above prices give range of quotations to the retail trade.

CONFUSION IN SUGAR

Toronto.

SUGAR—Refiners' list price remains at $6.90 Montreal basis or $7.24 delivered Toronto. This list price, seems to exist more in name than in fact as we hear of considerable difference in prices with much irregularity in the wholesale position. Wholesalers are quoting to the trade at $6.75 and it has been stated that even a lower price would be quoted by the end of the week.

SUGAR—	
St. Lawrence, extra gran., cwt.	7 24
Atlantic, extra gran.	7 24
Acadia Sugar Refinery, ex gran.	7 24
Dom. Sugar Refinery, ex. gran.	7 05
Canada Refinery, gran.	7 24

Differentials: Granulated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20., 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.

NO CHANGE IN SYRUPS

Toronto.

SYRUPS.—Syrups and molasses continue to maintain a steady tone under a demand that is regulated entirely by the consumption which appears to be nominal at the moment.

SYRUPS—	
Corn Syrup—	
Barrels, about 700 lbs., yellow	0 05½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 50
Cases, 2-lb. tins, yellow 2 doz. in case	3 75
Cases, 5-lb. tins, yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz.	4 00
Sugar Syrup—	
Cases, No. 2 tins 24 to case	4 50
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 00
No. 3 tins, 2-doz. case	5 20
No. 5 tins, 1-doz. case	4 40
No. 10 tins, ½-doz. case	4 05
Pails—No. 1	1 15
Pails, No. 2	1 70
Pails No. 5	3 35
Molasses, table grade—	
No. 2 tins, 2-doz. case	6 25
No. 3 tins, 2 doz. to case	8 70
No. 5 tins, 1-doz. case	7 20
No. 10 tins, 1-doz. case	6 85
Pails—No. 1	1 60
Pails—No. 2	2 65
Pails—No. 5	6 70

RICES HOLD STRONG

Toronto.

RICES.—Southern markets continue with a firm tone and there does not appear to be any big volume of business passing but holders, however, do not appear to be anxious to unload. In the spot situation there is little change but there is some talk among the wholesale trade of higher prices on Blue Rose when fresh shipments arrive which were brought on the higher basis of values.

RICE—		
Honduras, broken, per lb.	0 06	0 08
Blue Rose, fancy	0 07¼	0 08

Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White Sago	0 08	0 08½
Tapioca, per lb.	0 06⅞	0 07½
Do. fancy	0 09	0 11

SPICE PRICES STEADY

Toronto.

SPICES.—The market continues to maintain a firm tone with quotations steady and unchanged.

SPICES—

Allspice	0 18	0 21
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 60	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 55
Mustard, pure	0 35	0 40
Pastry	....	0 32
Pickling spices	....	0 18
Mace	....	0 65
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.	0 60	0 70
Do., 80s	....	0 35
Chillies, lb.	....	0 50
Nutmegs, selects, whole	0 26	0 40
Do., ground	....	0 35
Mustard seed, whole	....	0 20
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Caraway seed, whole	....	0 30
Curry Powder	....	0 35

Cream of Tartar—

French, pure	0 35	0 40
4-oz. packages, doz.	....	1 75
2 oz. pkgs., doz.	....	0 90

The above quotations are for the best quality retail trade.

ORANGES FIRMER

Toronto.

FRUITS.—Navel oranges are in a strong position with certain brands bringing as high as $8 per case with other brands from $6 to $7.50 per case. Grapefruit is also in a firm position with prices from 50c to 75c per case higher. Pineapples show a good movement at $8.50 to $9 per case.

FRUITS—

Oranges, Navels, 100s	6 00	7 50
Do., 126s	6 75	8 00
Do., 150s, 176s 200s	7 50	8 00
Do., bitter Messina	....	4 00
Lemons, Messina	....	4 50
Bananas, per lb.	....	0 07½

Apples—Barrel.

Baldwins, No. 1	....	10 00
Baldwins, No. 2	....	9 00
Grapes, Malaga, bbls.	15 00	16 00
Apples, B.C., boxed	4 25	4 50
Grapefruit,	5 00	6 50
Rhubarb, per doz.	1 00	1 25
Strawberries, per box	....	0 75
Pineapple, Porto Ricos	8 50	9 00

POTATO MARKET EASIER

Toronto.

VEGETABLES.—The potato market continues easy with prices on track down to 90c per bag, car lots. Dealers are quoting to the retail trade in small lots at $1.15 to $1.25 per bag. There is little change in quotations on other vegetables.

VEGETABLES—

Potatoes, Ontario	1 10	1 25
Beets, per bag	....	1 50
Carrots, per bag	1 25	1 50
Turnips, per bag	0 85	1 00
Parsnips, per bag	1 40	1 75
Onions, Spanish, crate	....	12 00
Do., sack, 100 lbs.	....	12 00
Celery, Florida	5 00	5 25
Cauliflower, Cal., case	....	3 25
Head Lettuce, iceberg, case	....	7 00
Sweet potatoes, per hamper	....	2 75
Mushrooms, per bkt.	....	2 50
Shallots, per doz.	....	1 00
New Carrots, hamper	....	2 25
New beets, hamper	....	2 25
New parsley, hamper	....	2 00
New cabbage, per bbl.	....	3 50
White Turnips, hamper	....	2 25
Radish, per doz.	....	1 00
Green peppers, per doz.	....	1 00
Tomatoes, Florida, 6 bkt. crates	4 50	5 50

FLOUR MARKET QUIET

Toronto.

FLOUR.—Quotations are unchanged with a quiet steady market.

FLOUR—

First Patents, in cotton bags, bbl.	....	8 70
Second Patents, in jute bags, bbl.	....	8 00

MILLFEEDS SCARCE

Toronto.

MILLFEEDS.—Supplies continue limited with the demand almost greater than the supply. Quotations are unchanged.

MILLFEEDS—

Bran, per ton	28 00
Shorts, per ton	30 00
Choice middlings, per ton	36 25

MANITOBA MARKETS

WINNIPEG, March 29.—Canned tomatoes and peas are active with quotations upward. Canned fruits are holding steady with the demand showing an improvement. Canned lobsters are showing signs of scarcity. The dried fruit situation remains unchanged. Cooking figs are in good demand. Beans continue firm and scarce. Split peas have advanced. There is no change in the local situation on nuts but foreign markets have a firmer tone. The Southern rice market is active while tapioca and sago are slightly easier. The sugar situation in Manitoba is in an unsettled condition. Olives are showing a firmer tone due to the short crop and the advance in Spanish exchange. Teas continue with upward tendencies. Oranges are higher and vegetables show little change.

STEADY TONE TO COFFEE

Winnipeg.

COFFEE—Latest reports from primary markets state that mild coffees have advanced and prices are now about in comparison with those of Santos. Santos coffee as well as Rio during the past month has advanced 1c. per lb. There is a good demand locally with no change in quotations.

COFFEE—

Rio, roasted, best grade, per lb.	0 19½	0 20½
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica, roasted, best grade, lb.	0 28	0 30
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

CANNED VEGETABLES FIRM

Winnipeg

CANNED GOODS—Canned tomatoes and peas continue to show strength, and quotations are gradually moving upward. Canned fruits show no change, but a slight improvement in the demand is noted. There is a good demand for canned salmon and sardines. Spot stocks of canned lobsters are practically exhausted and as winter pack will not arrive on this market much before the middle of April prices look higher.

CANNED FISH—

Shrimps, 1s, 4 doz. case, doz.	....	2 75
Finnan Haddie, 1s, 4 doz. case	8 25	11 50
Do., ½s, 8 doz. case, case	....	7 25
Herring (Can.) 1s, 4 doz. case, per case	6 50	8 00
Do., imported, ½s, 100 doz. cs.	....	21 50
Lobsters, ¼s, 8 doz. case, doz.	....	2 35
Do., ½s, 4 doz. case, doz.	....	4 00
Oysters, 1s, 4 doz. case, case	....	9 40
Do., 2s, 8 oz. 2 doz. case, case	....	7 90
Pilchards, 1s, tall, 4 doz. case, per case	....	6 90
Do., ½s, flat, 8 doz. case, case	....	9 00
Salmons—		Per case
Sockeye, 1s, tall, 4 doz. case	....	20 00
Do., ½s, flat, 8 doz. case	....	21 25
Red Spring, 1s, tall, 4 doz. case	....	16 25
Do., ½s, flat, 8 doz. case	....	17 00
Cohoe, 1s, tall, 4 doz. case	12 00	13 00
Do., ½s, flat, 8 doz. case	13 00	14 00
Pink, 1s, tall, 4 doz. case	....	6 25
Do., ½s, flat, 8 doz. case	....	8 00

CANNED FRUITS (Canadian)—

		Per case
Apples, 6 tins in case	....	3 20
Blueberries, 2s, 2 doz. case	....	5 00
Cherries, 2s, 2 doz. case	....	7 20
Gooseberries, 2s, 2 doz. case	....	7 50
Lawtonberries, 2s, 2 doz. case	....	7 00
Peaches, 2s, 2 doz. case	6 60	7 10
Pears, 2s, 2 doz. case	6 45	7 00
Plums, Green Gage, H. S. 2s, 2 doz. case	....	6 00
Plums, Lombard, H. S., 2 doz. case	....	5 95
Plums, Lombard, L. S., 2s, 2 doz. case	....	4 65
Raspberries, 2s, 2 doz. case	8 00	8 60
Strawberries, 2s, 2 doz. case	8 00	8 60

CANNED FRUIT (American)—

		Per case
Apricots, 1s, 4 doz. case	....	10 60
Peaches, 2½s, 2 doz. case	....	9 15
Peaches, sliced 1s, 4 doz. case	....	10 85
Do., Halves, 1s, 4 doz. case	....	10 75
Do., 2s, 2 doz. case	....	6 90
Pears, 1s, 4 doz. case	....	12 75
Pineapple, sliced, 2s, 2 doz. case	....	7 25

CANNED VEGETABLES—

Asparagus tips, 1s, tins, 4 doz. case, per doz.	....	4 40
Beans, Golden Wax, 2s, 2 doz. case, per case	....	4 75
Beans, Refugee, 2s, 2 doz. case	....	4 60
Corns, 2s, 2 doz. case	2 95	3 50
Peas, standard, 2s, 2 doz. case	3 75 to	4 00
Peas, Early June, 2s, 2 doz. case	4 50 to	4 65
Sweet Potatoes, 2½s, 2 doz. case	....	7 00
Pumpkin, 2½s, 2 doz. case	3 90	4 00
Sauer Kraut, 2½s, 2 doz. case	3 90 to	4 00
Spaghetti, 2s, 2 doz. case	....	2 05
Tomatoes, 2½s, 2 doz. case	4 05	4 35
Spinach, 2½s, 2 doz. case	....	6 75

CURRANTS ADVANCE

Winnipeg

DRIED FRUIT—There is a good demand for cooking figs. Evaporated apples and prunes are in heavy demand. Currants are steadily advancing with Amalias and Patras quoted higher.

DRIED FRUITS

Evaporated apples, per lb.	....	0 18¾
Currants, 90-lb., per lb.	....	0 14
Do., 8 oz. pkgs., 6 doz. case, lb	....	0 12
Dates, Hallowee, bulk, lb	....	0 15
Do., pkgs., 3 doz. case, lb.	....	0 08¾
Figs, Spanish, per lb.	....	0 15
Loganberries, 4 doz. case, pkt.	....	0 23½
Peaches, standard, per lb.	....	0 17
Do., choice, per lb.	....	0 18
Do., fancy, per lb.	....	0 20
Peaches, unpitted, per lb.	....	0 10
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton	....	1 30

Prunes—		
30-40s, 25s, per lb.		0 22
40-50s, 25s, per lb.		0 18¾
50-60s, 25s, per lb.		0 15¾
60-70s, 25s, per lb.		0 15
70-80s, 25s, lb.		0 13½
90-100s, 25s, lb.		0 09
In 5-lb. cartons, carton	0 68	0 75
Raisins—Seeded—		
Cal., pkg., 16 oz., fancy, per pkg.		0 20
Do., pkg., 12 oz., fancy, per pkg.		0 16¾
Do., 16 oz., choice, per pkg.		0 19
Do., 12 oz. choice, per pkg.		0 16
Cal. 5-lb. cartons, per carton		1 20
Do., bulk., 25-lb. boxes, per lb.		0 19
Raisins—Seedless—		
Cal., pkg., 11 oz., per lb.		0 19½
Do., bulk, 25-lb. boxes, per lb.		0 22
Do., bulk, 5-lb. cartons, per carton		1 30
Do., Cal. Muscatels, 5 lb. carton, per carton		1 35
Apricots, choice, 25s, lb.		0 32
Do., 10s, lb.		0 34
Do., Standard, 10s, lb.		0 28¼
APRICOTS—		
Do., Standards, 25s, lb.		0 25½
Do., choice, 10s, per lb.		0 34
Do., choice, 25s, per lb.		0 32
Do., fancy, 25s, lb.		0 35
Do., fancy, 10s, lb.		0 36
Apricots, 5 lb. cartons, per carton		1 65

SPLIT PEAS ADVANCE

Winnipeg.

CEREALS—Split peas have advanced 15c per bag, now quoted at $7.65 per 98 lb bag. Some slight concessions have occurred on rolled oats due largely to the desire of the miller to sell. Actual conditions of the market do not warrant any lower figures than quoted. Cornmeal is in good demand. Beans continue strong and practically all now available are of foreign growth. The prices that will likely prevail between now and the end of the season will likely be $4.00 per bushel.

NO CHANGE IN FLOUR

Winnipeg.

FLOUR—The wheat market is showing a slightly firmer tone, but flour quotations are unchanged. Merchants continue to buy to meet their requirements.

FLOUR—	
98-lb,. sacks	4 25
Two 49-lb. sacks	4 32½
Four 24-lb. sacks	4 42½

STRAWBERRY JAM SCARCE

Winnipeg.

JAM—Best quality strawberry and black currant jams are reported scarce by both packers and wholesalers. The demand for jam is showing a slight improvement due largely to conservative buying last fall.

JAMS	
Strawberry, 4s per tin	0 89
Black Currant, 4s, per tin	0 89
Raspberry, 4s per tin	0 89
Apricots, 4s, per tin	0 83
Cherry, 4s, per tin	0 83
Peach, 4s, per tin	0 83
Compound (all flavors) 4s tin	0 48

NUTS UNCHANGED

Winnipeg.

NUTS—The nut market shows very little change. Shelled walnuts and almonds continue with a firm tone as stocks are estimated to be low and not sufficient to meet the demand until the next crop is available.

NUTS, SHELLED—	
Almonds, per lb.	0 44½
Spanish Peanuts, No. 1, lb.	0 12
Pecans, per lb.	0 90
Walnuts, per lb.	0 72
Brazils, per lb.	0 62
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 23½
Walnuts, per lb.	0 23
Almonds, per lb.	0 20¼
Brazils, per lb	0 18
Pecans, per lb.	0 30
Filberts, per lb.	0 16

RICE MARKET ACTIVE

Winnipeg.

RICE—The market in the south continues strong and active. It is not likely there will be any declines until the new crop is available. Tapioca and sago on the primary markets are slightly easier and with the new arrivals in about three months time quotations will likely be about 1c per lb less than the present.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08⅛
Do., 50-lb. sacks, lb.	0 08⅝
Siam, 100-lb. bags, lb.	0 05¾
Do., 50-lb. bags, lb.	0 06
Sago, sack lots, 130 to 150 lbs., per lb.	0 07¾
Sago, in less quantities, lb.	0 08¼
Tapioca, Pearl, per lb.	0 07½

NO CHANGE IN SUGAR

Winnipeg.

SUGAR—The raw sugar market continues firm and slight advances have been made. Manitoba conditions on refined sugar appear very unsettled.

Compound (all flavors) 4s tin	0 48
Extra gran. bags, 100 lbs.	7 45
Do., gunnies, 5-20 lbs.	7 65
Do., gunnies, 10-10 lbs.	7 75
Do., cartons, 20-5 lbs.	7 85
Do., cartons, 50-2 lbs.	7 95
Yellow, No. 1 lt., bags, 100 lbs.	7 05
Do., golden, bags, 100 lbs.	6 95
Powdered sugar, bbls.	7 85
Do., boxes, 50 lbs.	8 05
Do., boxes, 25 lbs.	8 35
Icing barrels	7 95
Do., boxes, 50 lbs.	8 15
Do., boxes 25 lbs.	8 35
Soft lumps, boxes, 100 lbs.	8 25
Do., boxes, 50 lbs.	8 55
Do., cases, 20 cartons	9 30
Do., cases 40½ lbs.	10 05
Small lump, boxes, 100 lbs.	8 15
Do., boxes, 50 lbs.	8 25
Do., boxes, 25 lbs.	8 45
Do., cartons, 50 2-lbs.	9 55
Hard lump, boxes, 10 lbs.	8 25
Do., boxes 50 lbs.	8 40
Do., boxes, 25 lbs.	8 55

SYRUPS STEADY

Winnipeg.

SYRUPS—There is no indication of any change in the price of cane syrup. Corn syrups are ruling steady. Glucose has shown an advance recently. The demand for both cane and corn syrup is good.

CANE SYRUP—	
No. 2s	4 95
No. 5s	5 75
No. 10s	5 30
No. 20s	5 15
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 45
Cases, 20-lb. tins, white, ¼ doz. in case	4 45
Cases, 2-lb. tins, yellow, 2 doz. in case	3 75
Cases, 5-lb. tins yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz. in case	3 95
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 95
MAPLE SYRUP—	
Pure, 2½'s, tins, case of 2 doz.	20 00
Pure, 5s, per case of 1 doz.	19 10
Pure, 10s, per case of ½ doz.	17 75
TABLE SYRUP—	
Maple flavor, 2½'s, tins, per case of 2 doz.	10 50
Do., 2s, tins, per case of 1 doz.	10 00
Do., 1s, tins, per case of ½ doz.	9 75
MOLASSES BARBADOES—	
2 lb. tins, 2 doz. case	8 35
5 lb. tins, 1 doz. case	9 50
MOLASSES BLACKSTRAP—	
½s, 4 doz. case, per case	4 65
10 lb. tins, ½ doz. case	9 20
2s, tins, 3 doz. case	4 50
2½s, tins, 2 doz. case	4 15
5s, tins, 1 doz. case	3 95
10s, tins, ½ doz. case	3 80

STARCH STEADY

Winnipeg

STARCH—Buyers are purchasing this commodity in moderate quantities and prices are unchanged, with a steady tone prevailing.

STARCH—	
Corn starch, 1-lb. pkg., per lb.	0 08
Do., No. 1 quality, 1-lb. pkgs.	0 09½
Gloss, 1-lb. pkg., per lb.	0 09¾
Celluloid, 1-lb. pkg., per case	4 00

SHORT CROP OF OLIVES

Winnipeg

SPICES—Olives have firmed up, due to the short crop and the advance in Spanish exchange. Cloves remain unchanged. Peppers are firmer. Nutmegs and mace are reported scarce and higher. Japan ginger advanced 2½c per lb.

(Continued on page 42)

The Tariff as it Relates to Sugar

IN LAST WEEK'S issue of Canadian Grocer the tariff quoted in regard to sugar should have read as follows:

	Brit. Pref.	Inter. mediate	General
134—All sugar above number 16 Dutch standard in color, and all refined sugars of whatever kinds, grades or standards, not covered by tariff item No. 135, when not exceeding 88 degrees of polarization, per 100 lbs.	$1.50	$2.00	$2.00
When exceeding 95 degrees but not exceeding 96 degrees, per 100 lbs.	$1.68	$2.24	$2.24
When exceeding 99 degrees, per 100 lbs.	$1.79	$2.39	$2.39
135—Sugar above number 16 Dutch standard in color when imported by a recognized sugar refiner, for refining purposes only, under regulations by the Minister of Customs and Inland Revenue; and sugar, n.o.p., not above No. 16 Dutch standard in color, sugar drainings or pumpings drained in transit, melado or concentrated melado, tank bottoms, sugar concrete and molasses testing over 56 degrees and not exceeding 76 degrees, when not exceeding 76 degrees of polarization, per 100 lbs.	70c	$1.16080	$1.16080
When exceeding 95 degrees but not exceeding 96 degrees, per 100 lbs.	85c	$1.68712	$1.68712
Over 98 degrees, per 100 lbs.	87.25c	$1.83250	$1.83250

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., March 8.—Rolled oats declined: eighties are now quoted at $2.-35. Jutland and N. B. sardines are lower in price. Kotenashi beans advanced to $6.60 per cwt. Egg-O baking powder declined 5c. to 40c. per doz. New laid eggs are easier at $7 per case. The prune market is very firm and several advances are noted.

Beans, Kotenashi, per cwt.		6 60
Rolled oats, 80s		2 35
Rice, Siam	6 00	6 50
Japan, No. 1	7 65	8 00
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.		8 40
Sugar, pure cane, gran., cwt.		7 94
Cheese, No. 1, Ont., large	0 22½	0 23
Alberta cheese, twins		0 20
Do., large		0 22
Butter, creamery, lb.	0 36	0 40
Do., dairy, lb.	0 20	0 24
Lard, pure, 3s		11 70
Eggs, new laid, local, case		7 00
Tomatoes, 2½s	4 15	4 35
Pumpkin, 2½s, case	4 20	4 50
Lemons, case		7 75
Corn, 2s, standard case	2 80	3 60
Peas, 2s, standard case	3 95	4 20
New early June peas, case		4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye, ½s		21 55
Strawberries, 2s, Ont. ,case	7 95	10 00
Raspberries, 2s, Ont., case	7 60	9 25
Cherries, 2s, red, pitted		8 50
Peaches, 2s, halves		5 85
Do., 2s, sliced		6 25
Apples, evaporated, lb.		0 18
Do., 25s, lb.		0 18½
Pineapples, Hawaiian, sliced 2's	6 30	7 85
Do., canned, 2s	7 45	7 90
Potatoes, local, ton	20 00	30 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, March 28.—Potatoes are easier at $2.25 per barrel. Onions are quoted at 12c. per lb. Shortening is lower at 17c. in pails and tubs at 16½c. per lb. Lard is quoted at 18½c. in pails and half cent less in tubs. Eggs are lower at 32c. per doz. Messina lemons declined to $4.50 per case and bananas are down to 9c. per lb.

Rolled oats, bag	3 65
Do., bbls.	8 30
Cornmeal, gran., bags	3 00
Rice, Siam, per cwt	6 60
Tapioca, per 100 lbs.	9 50
Molasses, gal.	0 60
Tomatoes, cans	2 00
Do., bags	6 00
Raisins, Valencia layers	0 24 0 30
Currants, cleaned	0 20
Prunes, 90-100, 25 lb. boxes	0 14
Lemon peel	0 34
Orange peel	0 34
Citron peel	0 46
Walnuts	0 28
Almonds	0 22
Brazils	0 20
Peanuts	0 17
Filberts	0 16
Cocoanuts, bag	6 00
Potatoes, per bbl.	2 25
Onions, per lb.	12 00
Do., crate	5 00
Pork, clear, bbls.	35 00
Pigs, feet, per 20-lb. pail	2 25
Hams, shoulder, per lb.	0 22
Bacon, side, per lb.	0 32
Bacon roll, per lb.	0 62
Lard, pure, in pails, lb.	0 18½
Lard, pure, in tubs, lb.	0 18
Shortening in pails, lb.	0 17
Shortening, in tubs, lb.	0 16½
Butter, creamery, prints	0 40
Butter, creamery, solids	0 38
Oleomargarine	0 23
Cheese, whole, lb.	0 19 0 21
Cheese, twins, lb.	0 21
Eggs, doz.	0 32
Sugar, cut loaf, cwt.	8 70
Sugar, stan., gran., cwt.	7 10
Lemons, Messina	4 50
Grapefruit, Florida, case	6 50 7 00
Bananas, lb.	0 09
Cornmeal, Gran. bags	3 25
Oranges, per case	8 00 9 00

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax. N. S., March 28.—The grocery markets have been fairly active during the week. Fresh eggs are easier at 30c. per doz. Creamery prints advanced one cent making the price 44c. per lb. Dairy butter is off the market. Cheese, Canadian twins is lower at 20c. per lb.

Flour, No. 1 patents, bbl.		11 00
Cornmeal, bags		2 50
Rolled oats, per bag		3 75
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.		7 70
Sugar, standard, gran.		7 10
Do., No. 1 yellow		6 60
Molasses, gal.		0 62
Cheese, Ont., twins		0 20
Eggs, fresh, doz.		0 30
Lard, compound		0 17
Do., pure, lb.		0 20
American clear pork, bbl.		32 00
Tomatoes, 2½s., stan., doz.		2 00
Hams, aver., 25-35 lbs.		0 26
Do., aver., 18-25 lbs.		0 20
Hams, aver., 12-18 lbs.		0 26
Roll bacon		0 22
Butter, creamery, prints, lb.		0 44
Do., creamery, solids		0 40
Raspberries, 2s Ont., doz.		4 00
Peaches, 2s, standard, doz.		3 32½
Corn, 2s, standard, doz.		1 62½
Peas, standard, doz.		1 97½
Strawberries, 2s, Ont., doz.		4 00
Salmon, Red Spring, flats, cases		
Do., pinks		7 00
Do., Cohoes		14 00
Do., Chums		6 00
Evaporated apples, per lb.		0 18
Dried peaches, per lb.		0 22
Potatoes, Nat., 90-lb. bag.		1 35
Corned beef	3 00	3 55
Onions, Spanish, lb.		0 12
Do., American, bag 10 lbs.		13 50
Oranges, per case		8 50
APPLES—		
Spys, No. 1 per bbl.		7 50
Spys, No. 2 per bbl.		6 50

WINNIPEG MARKETS

(Continued from page 41)

FIRMER TONE TO TEAS

Winnipeg.

TEAS—Advices from primary markets continue to indicate upward tendencies, due to the diminishing stocks in the United Kingdom. Local quotations are unchanged.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 35	0 40
Do., second quality	0 32	0 35
Pekoe, first quality	0 40	0 42
Do., second quality	0 35	0 40
Broken Pekoe, first quality	0 42	0 43
Broken orange Pekoe, 1st qual.	0 50	0 60
Japan, first quality	0 42	0 60
JAVAS—		
Pekoe Souchongs	0 30	0 33
Pekoe	0 32	0 40
Broken Pekoe	0 33	0 45
Broken Orange Pekoe	0 38	0 48

ORANGES HIGHER

Winnipeg.

FRUITS—Oranges have advanced and are now quoted from $7.50 to $9 per case. Lemons show no change. Grapefruit are in good demand and are quoted at slightly higher figures. There is a good demand for apples and quotations are unchanged.

FRUITS—		
Oranges, Fancy, all sizes, per case	8 00	9 00
Do., Choice, all sizes, per case		7 50
Lemons, Cal., fancy, per case		8 00
Do., Cal., Choice, per case		7 50
Grapefruit, Florida, all sizes, per case	6 50	8 00
Bananas, per lb.		09
Apples—		
B. C. Rome Beautys, No. 1 per box		3 60
B. C. Stamen Winesaps, No. 1 per box		4 00
B. C. Spitz, No. 1 per box		4 00
B.C. Delicious, No. 1 per box		3 50
B.C. Delicious, No. 2 per box		3 25

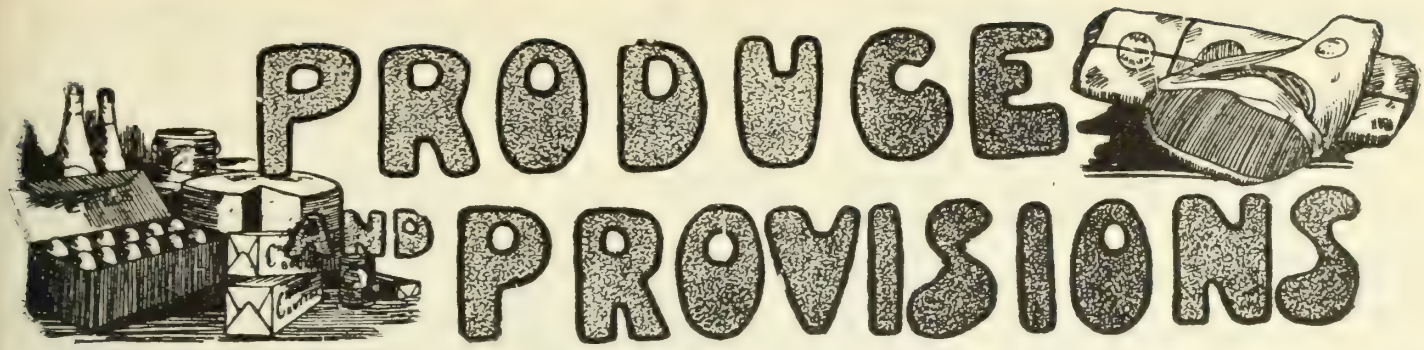
AUSTRALIAN ONIONS ARRIVE

Winnipeg

VEGETABLES—The first shipment of Australian onions arrived during the week, and are quoted at $10 per case. Cucumbers are slightly easier at $4 per dozen. Florida tomatoes in 6 bkt cases are in good demand at $6.50 to $7. Cauliflower, celery and other lines of green vegetables are in fair demand at unchanged quotations.

VEGETABLES

Cabbage, per lb.	0 02½
Head lettuce, per case	7 50
Head Lettuce, per doz.	1 25
Green Onions, per doz.	0 40
Cucumbers, per doz.	4 00
Tomatoes, per doz.	5 50
Celery, per case	6 00
Onions, per sack (B.C.)	10 00
Do., per case Australian	10 00
Cauliflower, per doz.	3 50
Mint, per doz.	1 00
Parsley, per dozen	0 75
Carrots, per lb.	0 02
Beets, per lb.	0 02½
Potatoes, per bushel (Carload lots)	0 40
Do., per bushel (smaller lots)	0 50
Brussels sprouts, per lb.	0 50
Green peppers, per lb.	0 40



Quebec the Home of Pure Maple Syrup

This Province Produces More Maple Syrup Than All the Other Provinces Combined—Lack of a Bigger Market Results in Production Showing Decrease—How Quebec Merchants Get Market For The Product

By Staff Correspondent Canadian Grocer

QUEBEC, Mar.27.—One of the feature productions of the province of Quebec is maple syrup and sugar, for which it is noted not only in America but in Europe. The importance of the maple sugar industry is scarcely realized in many parts of Canada, where it has long since ceased to be carried on. According to Dominion statistics, the production of maple sugar and syrup steadily increased from 1850 to 1890, but since that time it has quite as steadily decreased. In the year 1891, 22,500,000 pounds were produced, but in 1920 the production dropped to less than 20,000,000 pounds, and last year was even lower. Even though a decrease in production is noticed, the industry still bulks large. Producers state that the reason for the decrease is not that Canada has not the ability to produce, or that the maple groves have been destroyed, but that the demand and the consumption has not increased and a certain amount of interest has been lost. The truth of the matter is that the product is not as popular with the Canadian people as it should be or as it could be, had it the publicity that some imported products get.

Production Greatest in Quebec

The industry is confined in Canada to Quebec, Ontario, and some parts of the Maritime provinces. Quebec produces more than twice as much as Ontario and the Maritime provinces together. Its production recently was 14,300,000 pounds, while the same year Ontario produced a little over 5,000,000 pounds. Yet producers state that Quebec is not producing half that could be produced if there were a market for the whole amount. When it is considered that the whole "sugar-off" season barely lasts five weeks, it can be appreciated how intense the work of production must be. Quebec still has vast areas of maple forests and groves yet untapped.

The early settlers learned from the Indians the art of sugar making and indeed for many years followed their old crude methods. Even yet the primitive methods are used in some of the back country parts with the result that an inferior dark syrup is produced with poor keeping qualities. With the advent of the more cleanly and economical methods, for there is much waste with the old careless hacking of the trees and drainage, a better grade of syrup has been produced and the care in boiling has given maple syrup new keeping quality. Furthermore the increased cost of labor has been met by an ingenious inventor who has taken advantage of the law of gravitation. Where the profile of the sugar grove will permit, pipe lines are laid from central collecting tanks to the storage vat in the sugar plant. Thus the sap flows by itself to where evaporation takes place.

While there has always been a certain amount of romance about the "sugaring off" in the woods over a big fire built around an iron cauldron, the more up-to-date methods have much improved the quality of the syrup, and its color is lighter since it is free from the smoke, ashes and dirt that collect in the open boiling. Then, too, more care and science is involved in the preparation which improves the keeping quality.

It is safe to infer that in Canada alone there are many thousands who have little knowledge of the maple products. Freight charges and the limited centres of production are mainly responsible for the meagre distribution.

A producer in Compton County, Quebec, who uses covered buckets on the trees and takes every precaution to make his product high-class, sells practically all the production of a thousand trees in the city of Sherbrooke alone. It took a little time and energy to develop the market, but once developed, it remains and now grows by itself. This grower never takes less than $1.25 a gallon for his syrup and never lacks a market. Another producer keeps a record of people who have moved wetsward and sends them a price list every year. He has made use of the mailing list of a local paper from which he gets the names of those who, it is natural to believe once lived in the maple producing districts. From this mailing list good results have been obtained, for in such a line as maple syrup one person will pass the address of the producer of a good syrup on to another. This merchant ships to England, France and even to China. This product deserves and repays an extra effort put behind sales.

By Products Little Known

Perhaps it is little known that vinegar is a by-product of maple syrup. It is estimated by experienced sugar makers that from 25 to 30 gallons of vinegar can be obtained from the fermentation of the by products of the tapping of 1,000 trees. This vinegar is of fine quality and as many sugar makers themselves do not know it, there is considerable waste every year. Sugar-sand, chemically known as nitre, which is the basic part of malic acid, brings a good price and is the sediment left after the boiling of maple sap.

45,000 CANS OF VEGETABLES DESTROYED

More than 45,000 cans of vegetables, the property of the Oshawa Canning Company, were recently seized and destroyed at the factory at Oshawa, as being unfit for consumption. Such was the information given to Canadian Grocer by J. H. Dagar, Dominion Food Inspector. The goods destroyed consisted mostly of catsup, apples and peas.

BY THEIR TIES YE SHALL KNOW THEM

On the first of April, representatives of Gunns, Limited, Toronto, will wear a silk necktie of yellow and blue, the company's colors. This is something new as far as business houses are concerned, as the idea is usually confined to sporting organizations.

Oppose Regulation Calling on Retailers to Advertise the Origin of Eggs

Advertising Committee of the Grocers' Section R. M. A. Discuss Egg Resolutions—Approve of Proposal to Have Imported Eggs Distributed in Original Packages

OTTAWA, March 27. — At a meeting of the Advisory Committee of the Grocers' Section of the R. M. A. of Ottawa, the various resolutions adopted at the egg-marketing conference, were discussed and dealt with. No action was taken with regard to the resolution which called upon grocers to advertise publicly the origin of eggs used in the manufacture of cakes, etc., other than to refer it to the Bakers' Section. Privately the members were all strongly opposed to the regulation and are prepared to back up any agitation against it.

In Original Packages

With regard to the motion: "That imported eggs be distributed in the original packages marked showing the country of origin," it was explained that the argument put forth regarding this resolution, at the egg-marketing conference, was that the eggs coming from the United States were packed in flimsy crates and that the express people would not accept them unless they were re-packed. The intention is that this regulation should only apply to case lots. The resolution was approved by the committee.

The retailers at the conference had dissented from voting on a motion which provided for all invoices covering the delivery of foreign eggs in shell or otherwise. stating the country of origin. Mr. Crabtree explained that this was the first resolution that was put before the conference, and that the retail representatives had objected because it did not deal at all with the grading of eggs.

The committee unanimously approved the resolution: "That no person operating any cold storage plant shall receive eggs for storage or shall store eggs therein without an accompanying certificate in writing from the owner of such eggs, certifying that said eggs have been candled and all bad and unsound eggs removed."

Grading of Fruit

The proposed regulations for the grading of fruit were referred to the Dominion Committee. Mr. Crabtree stated he understood that it was arranged at the recent fruit conference that the full imperial pint and imperial quart should be used in place of the two-fifths boxes formerly used.

The committee went on record as favoring legislation to permit the sale of oleomargarine over a further period of twelve months. The matter was referred to the Dominion Committee for its approval.

Amendments to the Cold Storage Warehouse Act

Ottawa, March 27, (Special).—A bill providing for several amendments to the Cold Storage Warehouse Act, introduced in the Senate, by Senator Bradbury, was the first of the present parliamentary session. The provisions, some of which are similar to those approved at recent conference in Ottawa, include, among other things, "that no article of food which is tainted or otherwise unfit for human consumption shall be placed in cold storage."

Articles of food placed in cold storage would be required to bear labels showing the date on which the article was manufactured, killed, packed or cured and also the net cost on the date of storage. The date of removal from storage would require to be indicated in red letters at least half an inch high.

No article of food would be placed in cold storage unless there was attached to it or to the package containing it, a label complying with the provisions of the section which would include the printing in black letters and figures: (a) a description of the article; (b) the name and address of the firm or person on whose behalf the article is to be stored; (c) the date of killing, taking, packing, manufacturing or otherwise procuring or producing as the case may be; (d) the net cost of the article on the date of storing per pound, dozen, package or other unit of price.

Under the caption: Preservation of Label and Particulars, the bill provides that "when an article of food is placed in cold storage. the manager or other person in charge of the cold storage warehouse shall cause to be plainly stamped or printed on the label the following particulars: (a) the number of the license under which the warehouse is operated; (b) the name of the firm or person operating the warehouse; (c) the date on which the article was delivered for cold storage; (d) the date on which the article was placed in cold storage.

Senator Bradbury would also make it compulsory that cold storage articles shall be indicated as such when offered for sale, and that managers of storage warehouses shall report monthly showing amounts of food held, and also the net cost of such.

Situation in Canned Goods on the Old Country Market

J. E. Ray, Canadian Trade Commissioner in Manchester, England, sends the following interesting report to the Department of Trade and Commerce at Ottawa on Canadian canned goods:—

"It is learned from a number of firms interviewed to-day that the demand for canned fruits and vegetables is satisfactory if viewed in the light of the not too robust condition of trade generally in foodstuffs.

"An opportunity was presented to the writer to inspect a consignment of canned raspberries received from a shipper in Eastern Canada. The flavour was excellent and the juice satisfactory in colour, but the fruit itself lacked an appetizing look when turned out of the tin. The general impression is that the raspberries of Eastern Canada are much softer than those grown in British Columbia, and if a stronger variety cannot be grown there is little hope of sales in Manchester and district. One firm in the city have experimented with raspberries from both sections of Canada, and they are firmly convinced that an excellent trade is possible with the product of British Columbia, but they will be afraid to test any further shipments from Eastern Canada.

Canned Tomatoes

"There is still a fair demand for Canadian tomatoes, but of course they continue to suffer by comparison with the Italian brands. Fortunately, there is a market for both qualities and, as Canadian prices are lower to-day than those of their Italian rivals, sales do not hang fire on the question of quality.

Canned Peas

"Some of the firms interviewed were enthusiastic in their praises of the quality of Canadian peas, compared with those put up by the French and Italians. Unfortunately buyers are impressed first, if not mainly, by the colour, and in that respect the Canadian product suffers by comparison with the brands aforementioned. Canadian packers are quite familiar with the obstacle preventing their adoption of colourings, and so long as that impediment exists their product will always suffer on the British market in competition with foreign packers, who are able to please the eye of the purchaser before appealing to his palate."

Damage to the extent of $75,000 was caused by a fire that visited Smiths Falls, a few days ago. It started in the C.P.R. sheds, and the Canadian Pacific Railway, and the Robin Hood Co., of Montreal, are the principal losers.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, March 29.—Hogs have advanced with a keen demand from packers. Smoked meats, in sympathy with hog markets, are stronger. The approach of Easter has created a bigger demand for smoked and cured meats. Cooked meats show some improvement in demand with the mild weather but prices are unchanged. The butter market has advanced with a bigger demand for Canadian creamery and less New Zealand butter offered. Eggs are in bigger supply but also in greater demand and the prices show firmness. Cheese is unchanged in wholesale circles. Some of the cheese factories are already open and the prospects are for a big make this season. There is no change in fish prices. Maple syrup prices show an easy tendency with a big make and prices are dropping.

STRENGTH IN BUTTER

Montreal

BUTTER—The strength in the local butter market is more pronounced and prices show an advance of 1½c to 1c per lb. This is attributed to the somewhat limited supply of the better grades of Canadian creamery butter on spot and also the increased demand. Shipments of New Zealand butter have not been as large as they were a few weeks ago and the demand for domestic butter shows an increase. The export market for butter also shows an improvement which lends a strong tone to the domestic market.

BUTTER—

Solids, creamery, finest	0 36½	0 34
Prints, creamery	0 38½	0 40
Second grade creamery	0 31	0 35
Dairy solids	0 27	0 28

CHEESE FACTORIES OPENING

Montreal.

CHEESE—There is little activity in the cheese market, but a better export situation is evident which lends a firmer tone to the market. The demand for the local trade is fair with wholesale prices holding. Owing to the favorable weather that has prevailed, the cheese factories in some sections of the country have already opened and the prospects are for a large make this season.

CHEESE—

Old Colored, twins		0 26
Old White		0 25
New Large, per lb.	0 19	0 20
New Twins, per lb.	0 19	0 20
Triplets, per lb.		0 20
Fancy old cheese, per lb.	0 28	0 30
Stilton, per lb.		0 30
Quebec	0 19	0 20

EGG PRICES STEADIER

Montreal

EGGS—Egg prices are showing more stability without any change in the past week. Supplies are much heavier but the demand at the lower prices has offset this. The weather has been favorable for an increased production and Canadian eggs are in good supply, therefore importations of American eggs have fallen off.

EGGS –

New laid		0 31
Specials	0 34	0 35

COOKED MEATS UNCHANGED

Montreal

COOKED MEATS—Cooked meat prices remain unchanged with a fair demand, but the trade is looking for an improvement with the milder weather.

COOKED MEATS—

Hams, cooked		0 47
Square pressed		0 52
Smoked shoulders		0 22
Bologna	0 10	0 20
Corned Beef 1's		3 25
Per doz. 2's		5 75
Per doz. 6's		23 50

MARGARINE UNCHANGED

Montreal.

MARGARINE— There is no change in the margarine market. Quotations range from 20c to 21c per lb.

BETTER BUYING OF BACON

Montreal

SMOKED MEATS—There is no important change in the condition of the market for smoked or cured meats. Prices generally are maintained in sympathy with the trend of the hog market. The demand for supplies for domestic trade shows an improvement on account of the approach of Easter.

BACON—

Breakfast, best	0 40	0 50
Smoked breakfast	0 30	0 40
Cottage rolls		0 32
Picnic hams		0 22
Wiltshire	0 27	0 30

MEDIUM SMOKED HAMS—

Weight, 814, long cut	0 30	0 34
Do., 14-20	0 29	0 32
Do., 20 25	0 28	0 29
Do., 25-30	0 25	0 27
Over 35 lbs.		0 25

LARD PRICES UNCHANGED

Montreal

LARD—The lard market holds firm with a good demand and strength lent by the advanced prices paid on hogs. No change in wholesale prices is recorded.

LARD—

Tierces, 60 lbs.	0 17	0 18
Pails, 20 lbs.	0 17½	0 18½
Tubs, 20 lbs.	0 18	0 19
Bricks	0 19	0 20

HOG PRICES ADVANCE

Montreal.

FRESH MEATS—Prices paid locally for selected light weight hogs, weighed off cars show an advance of 75c per cwt. with a much stronger market and the basis is now $14.25 per cwt. Receipts locally have not been large and the demand on the part of packers is keener. Prices on fresh cuts of pork are strong with the likelihood for an advance late this week should the hog market hold up. The demand for fresh pork is only fair.

FRESH MEATS—

Hogs, live (selected, weighed off cars)	13 75	14 25
Fresh killed	22 00	23 00
Fresh Pork—		
Legs of pork (foot on)	0 20	0 21
Loins (trimmed)	0 28	0 30
Trimmed shoulders	0 19	0 21
Untrimmed		0 17
Pork sausage (pure)		0 20

Fresh Beef—

	(Cows)		(Steers)	
Hind quarters	0 10	0 13	0 12	0 16
Front quarters	0 05	0 09	0 05	0 08
Loins	0 19	0 22	0 22	0 27
Chucks	0 07	0 08	0 08	0 09

MAPLE SYRUP RUN HEAVY

Montreal.

MAPLE SYRUP—The run of maple syrup so far has been larger than that of last year and on account of less rainy weather during the past month the quality in the Southern Counties shows a big improvement. Producers expect a bigger demand this year than in many years past and prices show an easier tone. Last week the price paid for maple syrup in the country dropped to $1.25 per gal. and it is expected to drop further. Prices in the city vary considerably depending on quality and upon the reputation behind the producer. On the market bulk maple syrup is sold at $1.75 per gal., but other grades run as high as $2.00 and $2.25 for an imperial gal. Prices may be expected to be easier than last year, but at the same time it must be remembered that old stocks are well cleaned up and there is a keen demand.

GOOD DEMAND FOR FISH

Montreal.

FISH—The fish market enjoys a good steady demand through the Lenten season with a good supply coming to the market and prices hold steady. The mild weather has made the handling of fresh fish more difficult and some change in prices may reult.

FRESH FISH—

Filets, 20 lb. boxes	0 16
Herring	0 08
Market Cod, fresh	0 05½
Steak cod	0 08
Haddock	0 06
Halibut	0 17½
Flounders	0 10
Mackerel	0 16
White fish	0 18
Eels	0 13

FROZEN FISH—

Haddock	0 06
Halibut	0 20
Chicken halibut	0 17
Market cod	0 05 0 05½
Steak cod	0 5½ 0 06
Doree	0 06½ 0 07
Qualla Salmon	0 10 0 11
Dressed B. C. Salmon	0 20 0 21
White fish	0 13
Dressed pike	0 07
Mackerel	0 13

OYSTERS—

Herrings	0 06½
Lake trout	0 14
Shell oysters, bbl.	8 00 15 00

ONTARIO MARKETS

TORONTO, March 29.—Under heavier offerings the hog market developed a weakness during the closing days of last week's market and as we go to press the packers are bidding a lower price for the balance of this week. Lard, shortening, cooked meats and bacon have a steadier tone. Butter is quite firm and under a good demand from the United Kingdom, there is a tendency for the strength in this market to be maintained until grass butter is available. Eggs are steady with quotations firmly held, but dealers are not inclined to overload apparently not willing to be caught with a heavy stock when the season of heaviest production is at hand. There has been an improvement in the demand, locally, for cheese particularly of September make. Fish is steady while the poultry market is quiet.

BUTTER MARKET FIRMER

Toronto.

BUTTER—The butter market has a firm tone with quotations generally advanced one cent per pound. The cause of the strength in this market is attributed mainly to the movement to the United Kingdom. Another factor, is that second grades are becoming cleaned up and the spread in prices between the lower and higher grades is considerably narrower. No.1 grades are quoted at 40c to 41c and on No. 2 around 38c per lb.

BUTTER—

Creamery prints, No. 1	0 40	0 41
Do., No. 2	0 38	0 39

CHEESE MORE ACTIVE

Toronto.

CHEESE—An improvement was noted in the local cheese market during the week. Dealers report a fairly heavy movement in September cheese, chiefly from the retail trade who have a demand for old cheese and who are laying in a supply of the September make for ageing purposes to supply their trade during the Spring months. General market conditions, however, are unchanged with quotations holding fairly steady.

CHEESE—

Large, new (fodder)	0 18	0 18½
Do., Sept	....	0 20
Do., June	0 26	0 26
Stilton, new	0 24	0 25

Twins, 1c higher than large cheese and triplets 1½ cents higher than large.

FIRM EGG MARKET

Toronto

EGGS—Quotations are generally one cent per dozen higher than a week ago. Deliveries of eggs are steadily increasing but the demand for consumption is also fairly heavy so that at the present time there is little surplus. Quotations to the retail trade are firm at 31c to 32c per doz.

EGGS—

New laid	0 31	0 32
New laid in cartons		0 36

LARD STEADIER

Toronto

LARD—The market is fairly steady with quotations unchanged.

LARD—

1-lb. prints		0 19
Tierces, 400 lbs.		0 16½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

NO CHANGE IN SHORTENING

Toronto

SHORTENING—There are no changes to report in the market for shortening. Quotations are steady at 18c to 19c for 1 lb bricks and 15½c to 16c per lb. on the tierce basis.

SHORTENING—

1-lb. prints		18-19
Tierces, 400 lbs.	0 15½	0 16

DULLNESS IN MARGARINE

Toronto.

MARGARINE—The dullness in margarine continues under a fair demand and unchanged quotations.

MARGARINE—

Margarine, No. 1		0 22
Do., No. 2		0 18

COOKED MEATS STEADY

Toronto

COOKED MEATS—Quotations are unchanged with the market situation steadier at the moment.

COOKED MEATS—

Boiled hams, lb.	0 45½	0 48
Do., square pressed	0 48½	0 50
Boiled shoulders, lb.	....	0 40
Head cheese, 6s, lb.	....	0 10
Choice jellied ox tongue, lb.	....	0 60
Jellied pork tongue	0 32	0 35
Bologna	0 13	0 15

Above prices subject to daily fluctuations of the market.

BACON PRICES STEADY

Toronto.

PROVISIONS—The situation in this market shows little change as compared with a week ago. Quotations are steady.

Hams—		
Small 6 to 12 lbs.	0 33	0 34
Medium, 12 to 20 lbs.	0 33	0 34
Large, 20 to 35 lbs., lb.	0 30	0 31
Heavy, 35 lbs., and upwards	....	0 26
Backs—		
Boneless, per lb.	0 39	0 42
Rolled, per lb.	....	0 48
Peameal	0 38	0 41
Bacon—		
Breakfast, ordinary, per lb.	0 28	0 32
Do., special trim	0 38	0 41
Cottage rolls	....	0 32
Rol, per lb.	....	0 28
Wiltshire (smoked boneless) lb.		0 30
Do., three-quarter cut		0 33
Do., middle		0 35
Dry Salt Meats—		
Long clear bacon, av. 50 to 70 lbs.		0 19½
Do., av. 80-90 lbs.	....	0 18
Clear Bellies 15-30 lb.	0 17½	0 19½
Fat backs, 10-12 lbs.	0 17½	0 17½

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—	
Mess pork	34 00
Short cut backs, 200 lbs.	36 00
Picked rolls, bbl., 200 lbs.—	
Lightweight	47 00
Heavy	41 00

Above prices subject to daily fluctuations of the market.

HOGS UNSETTLED

Toronto.

FRESH MEATS—The higher market for hogs during the past couple of weeks had the effect of attracting to the market a larger shipment of hogs with the result that there were more appearing than the market could readily absorb. The big packers were therefore able to put into effect the lower prices which they have been endeavoring to do since the market recovered the higher values a few weeks ago. As we went to press last week the market appeared fairly strong but under heavier receipts the week closed with the market weaker on the fed and watered basis of $13.75. As we go to press packers are bidding 75c under this figure. Cattle, calves and lambs held fairly steady. Dressed meats show little change in quotations.

FRESH MEAT—

Hogs—		
Live, f.o.b. per cwt.	12 75	13 00
Live, off cars	13 25	13 50
Live, fed and watered, cwt.	13 50	13 75
Dressed, light, per cwt.	17 00	18 00
Do., heavy, per cwt.	12 00	14 00
Fresh Pork—		
Legs of pork, up to 15 lbs.		0 28
Loins		0 28½
Fresh hams, lb.		0 29
Tenderloins, lb.		0 52
Picnics, lb.		0 16½
Montreal shoulders		0 19
Boston butts, lb.		0 25½
New York shoulders		0 18½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 14	0 18
Front quarters, lb.	0 08	0 10
Ribs, lb.	0 12	0 18
Chucks, lb.	0 08	0 09
Loins, whole, lb.	0 25	0 28
Hips, lb.	0 12	0 14

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb.	0 13	0 16
Sheep, whole, lb.	0 08	0 12
Spring lamb each	12 00	16 00

Above prices subject to daily fluctuations of the market.

FRESH COD LOWER

Toronto.

FISH—The fish market is fairly active but the consumption is probably not quite as heavy as it would be if colder weather prevailed. Market conditions show little change other than a slight reduction in the price of fresh cod.

FRESH SEA AND LAKE FISH

Cod steak, lb.	0 09	0 10
Do., market, lb.	..	0 08
Oysters, No. 1 tins	3 25	3 70
Do., No. 2 tins	9 25	11 10
Do., No. 5 tins	15 00	18 00
Do., glass jars, doz.	6 00	5 75
Do., shell, per bbl.	13 50	14 00
Smelts, No. 1, per lb.	....	0 18

FROZEN FISH

Halibut, medium	0 17	0 18
Do., chicken	0 13	0 14
Flounders	0 09	0 10
Pike round	0 05	0 06
Do., headless and dressed	0 07	0 08
Salmon, Cohoe	0 15	0 16
Do., Red Spring	0 20	0 21
Do., Alaska Qualla	0 13	0 14
Do., Qualla,	0 07	0 08
Brill	0 10	0 11
Sea Herring	0 07½	0 08
White Fish	0 11	0 13
Lake Erie Herrings	....	0 04½
Lake Herrings	....	0 08

SMOKED AND SALT FISH

Haddies, lb.	0 12	0 13
Fillets, lb.	0 14	0 16
Kippers, box	2 25	2 75
Bloaters	2 00	3 00
Ciscoes, lb.	....	0 17
Salmon snack, lb.		0 20
Digby chicks, 5 to bundle	1 00	1 20

Boneless Digbys, 10 lb. box	1 50
Shred cod, box 24 cart.	2 20
Cod, 1 lb. tablet, box 24s.	3 20
Quail on toast [illegible]	0 14
Holland Herrings, mixed 10-lb. keg	1 10
Do., milkers, 10 lb. keg. 95	1 20
Shrimps No. 1 can	2 00
Do., No. 6 can	11 50
Labrador Herrings—	
Kegs, 100 lbs.	5 75
Do., barrels, 200 lbs.	11 00

POULTRY PRICES STEADY

Toronto.

POULTRY—The market continues quiet with quotations holding steady.

Poultry—

Prices paid by dealers—

	Live.	Dressed.
Turkeys	30-35	40-50
Chickens, spring	00-25	00-32
Roosters	00-16	00-18
Fowl, 4 to 5 lbs.	00-24	00-25
Fowl, over 6 lbs.	00-27	00-27
Fowl, under 4 lbs.	00-14	00-22
Guinea hens, pair	1 25	1 50
Geese		00-20
Ducks, 4 lb. and over	00-30	00 32
Prices quoted to retail trade:		Dressed:
Ducklings	0 32	0 38
Hens, heavy	0 28	0 32
Hens, heavy	0 28	0 32
Do., light	0 20	0 28
Geese		0 25

MANITOBA MARKETS

WINNIPEG, March 29.—The produce market is again featured by lower prices on eggs. The butter market remains steady. Cheese prices locally are slightly easier under a light demand. Smoked ham and bacon are showing an improvement in the demand.

The poultry market is quiet. The hog market is firmer with quotations advanced. The cattle market is active and an improvement in the quality is noted.

BUTTER STEADY

Winnipeg.

BUTTER—The market continues steady, with quotations on the better grades unchanged at 39c to 42c per lb. There is a good supply of New Zealand butter on the local market and it is meeting with a good demand.

BUTTER—

Creamery, best table grade	0 39	0 42
Margarine	0 22	0 25

CHEESE MARKET QUIET

Winnipeg.

CHEESE.—There has been no improvement in the demand for cheese. Quotations are unchanged but dealers are inclined to shade prices slightly. Ontario large is quoted at 19½c per lb.

CHEESE—

Stilton cheese, large, lb.	0 24
Ont., large lb.	0 20
Ont., twins, lb.	0 20½
Ont., triplets, lb.	0 21

LOWER PRICES ON EGGS

Winnipeg

EGGS—The weakness which has characterized the egg market of late continues in evidence and prices are again declining. Supplies are arriving freely from the country and there is good demand. Quotations are 28c per dozen for case counts; 29c for candled and 32c for No. 1 carton eggs.

LARD MARKET STEADY

Winnipeg

LARD—The market is ruling steady at unchanged quotations. Shortening is in good demand.

LARD—

Pure Lards, No. 1 Quality, per lb. (in tierces, 400 lbs.)	0 17½
Do., wooden pails, 20-lb. pails	3 90
Shortening, tierces of 400 lbs.	0 15
Do., per pail, 20 lbs.	3 40

COOKED MEATS STEADY

Winnipeg.

COOKED MEATS — There is no change in quotations on cooked meats. The demand is fair with a steady market.

COOKED MEATS—

Hams, best quality, skinned 8-14 lbs.	0 46
Do., 13-1 lbs.	0 44
Roast ham, lb.	0 46
Roast shoulders, lb.	0 34
Head cheese, 6-lb. tins, lb.	0 12
Pork tongues, lb.	0 28
Jellied ox tongues, lb.	0 52
Luncheon cooked meats	0 22

SMOKED MEATS IN DEMAND

Winnipeg.

PROVISIONS—There is a better demand for all lines of smoked meats. Best quality hams are quoted at 37c with best quality bacon at 45c per lb.

Hams—

8 to 16 lbs., per lb.	0 37
16 to 20 lbs., per lb.	0 37
Boneless, 8-14 lbs., per lb.	0 41
Skinned, 14-18 lbs., per lb.	0 40
Skinned, 18 to 22 lbs. per lb.	0 40
Bacon, to 10 lbs. per lb.	0 45
Cottage rolls, boneless	0 26
Bellies 6 to 10 lbs., per lb.	0 42½

POULTRY MARKET DULL

Winnipeg

POULTRY—The market is dull under light receipts. Prices show no change. Chickens are quoted at 28c to 35c per lb.

POULTRY—

Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
D. P. Chickens, 3½ lbs., and under	0 30
Do., 3½ lbs., and over	0 35
D. P. fowl, 3½ lbs. and under	0 22

GOOD DEMAND FOR FISH

Winnipeg.

FISH—An active demand is noted for all varieties of fish, but there is little change in market conditions.

FISH—

Black cod, lb.	0 12
Brills	0 08
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15½
Salmon, Cohoe, in full boxes, 300 lbs.	0 16
Salmon, Cohoe, in broken cases	0 17
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08
Whitefish, dressed, case lots	0 10
Whitefish, dressed, broken cases	0 10½
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Haddies, in 30-lb. cases, per lb.	0 12
Kippers, East. Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 15
Salt Fish	
Holland Herring, milkers, 9-lb. pail, pail	0 95
Holland Herring, mixed, 9-lb. pails, pail	0 85

STRONGER TONE TO HOGS

Winnipeg

FRESH MEATS—The hog market is firmer. Live selected hogs are quoted at $12 per cwt. The cattle market is active and offerings show an improvement in the quality. Good quality steers are priced at $6.50, while most of the fair to good kinds are quoted at $5.50 to $6.25. Butcher heifers have a firmer tendency, and are quoted from $6.00 to $6.50. Veal calves are in good demand, with best quality selling at $11 and medium grades from $8 to $9.50. The sheep and lamb market is ruling steady. Lambs are quoted at $10 with mutton sheep at $6.50.

HOGS:—

Selected, live, cwt.	12 00
Heavier,	10 00
Light	12 00
Sows	8 00
Fresh Pork—	
Legs of pork, lb.	0 28
Spare ribs	0 18
Loins of pork, lb.	0 30
Fresh hams, lb.	0 29
Shoulders	0 17½
Fresh beef—from steers and heifers—	
Hind quarters	0 12 to 0 17
Front quarters	0 06 to 0 10
Whole carcass, good grade, lb	0 09 to 0 13
Mutton—	
Choice, lb.	0 16
Choice long hinds (leg and loin)	0 27
Choice Stews	0 10
Lambs—	
Choice, 30-45 lbs.	0 25
Veal—	
Good veal, 40 to 80 lbs, hind quarters	0 25

WHAT IS DEFINITION OF A "PRICE CUTTER?"

(Continued from Page 22)

But this is the only way—to test things and fight 'em out. Nobody can help you except yourselves. You have got to fight your own battles. Help invariably comes from within, for it cannot come from without.

And come to think of it, probably this is the only definition of a price-cutter: the one who gets on the average less than it costs him to replace his goods and makes a profit!

Margins Protected by Manufacturer

This entire question brings up that of prices protected by the manufacturer. That is a thing of which I have been an advocate for many years. I feel that any manufacturer who so elects should be at liberty to name the resale price on his goods and follow them through every channel to the end that his price be maintained.

I seek not to cast aspersion on the United States courts when I say I cannot follow some of their recent reasoning in this connection. For why should a maker be granted the right to refuse to sell a cutter and be denied the right to demand that said cutter shall not be supplied by an intermediary?

As for any danger that freedom of trade would be curtailed by this, that I consider a bogey too nebulous for serious consideration. I think, in fact, that were such a law passed and enforced, plenty of manufacturers would get busy making "unprotected" goods and advertising them. For competition will not be killed.

Finally, remember that business will have troubles always; that success is always to those who can use their brains to overcome them.

Brunswick Brand Sea Foods

You'll find it hard to equal them in Quality, Flavor and Low Price

TRADE MARK

Ask the majority of successful grocers throughout Canada and they'll tell you that **Brunswick Brand lines** are sure, fast, profitable sellers—the kind that make each trial order a steady repeater. This national popularity is not just a matter of luck—it is the culmination of years of experimenting in processing and in the selection of only the choicest catches from one of the world's finest fishing grounds. If you have never handled them just try a sample order to-day from your wholesaler—display them prominently and watch how they repeat. You'll be surprised how rapidly they sell and the profits are exceptionally good.

Connors Bros., Limited

Black's Harbor, N. B.

Winnipeg Representatives

Chas. Duncan & Son, Winnipeg, Man.

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Profits from Ketchup

Heinz Tomato Ketchup can mean only one thing — fresh red ripe tomatoes blended with pure spices, granulated sugar and onions. Years of experience and the finest materials insure the same high quality in every bottle. Such a product backed by the volume of newspaper advertising which it is receiving will, with proper attention, yield for you the most gratifying returns. Display Heinz Ketchup and watch your sales increase.

H. J. Heinz Company

Montreal — Factory: Leamington — Toronto

Manitoba Whitefish

British Columbia Cohoe

Qualla, Halibut. Pickled Trout and White Fish

LEMON BROS.

OWEN SOUND ONT.

ENGLISH GELATINE

FOR ALL TRADES

DEGA BRAND

GELATINE, SHEET
GELATINE, POWDER
GELATINE, THIN LEAF

Samples and Prices on Application.

CHAS. ZIMMERMANN & CO., LIMITED

33 St. Mary-at-Hill, London, E.C.3, Eng. *Cables:* ACIDOLAN, London

FIRST CLASS AGENTS REQUIRED —CORRESPONDENCE INVITED

Made in Canada

FLY TERROR

After years of experimenting, we have succeeded in manufacturing a product that will positively keep flies, mosquitoes, etc., away.

This preparation is in great demand by Hunters, Campers, Tourists, Fishermen, Surveyors, etc.

Order your supply NOW for the Spring and Summer Trade. A Big Seller — Showing a nice profit.

Representatives Wanted

THE FLY TERROR MFG., "Regd"

7 NOTRE DAME SQUARE - - QUEBEC

Here Are Some Specialties!

Cauliflower	Florida Tomatoes
Celery	Pineapples
Strawberries	New Beets

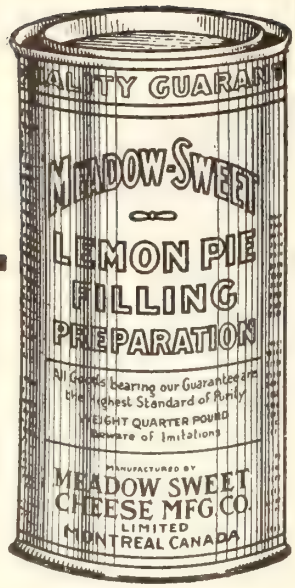
New Carrots

WHITE & CO., LTD.

Wholesale Fruit & Vegetables

TORONTO

Phone Main 6565 or Main 6699



"MEADOW-SWEET" PRODUCTS

Quick, Profitable Sellers

Pure food preparations put up in attractive packages to retail at popular prices. They sell all the year round.

Meadow-Sweet Pit Fillers
" " Cream Cheese
" " Peanut Butter
" " Cream Sugar
" " Chocolate Butter
" " Cocoanut Butter
" " Strawberry Butter

Send for Samples and Prices

Meadow-Sweet Cheese Mfg. Co., Limited

Montreal, Canada

Mr. Merchant:

Here is the Leader of hair tonics and renewers

Glover's Mange Medicine

A business success of over 35 years is behind this medicine.

Advertising matter bearing imprint and display cards supplied gratis.

H. Clay Glover Company, Inc.
129 West 24th Street New York City

THE MALT OF A 100 SMILES

GROCERS! ARE YOU PREPARED?

Warm weather approaches.

Thirsts must be quenched.

After winter's hard struggle
Health must be re-built.

People never have to be coaxed
To buy CREAM OF MALT.

The oldest established
Malt Extract in Canada.

Quality is the supreme test.

Brew your own.

Order at once.

Wholesale Distributors:

Perkins, Ince & Co., Groceries, Ltd.
H. P. Eckardt & Co.
Jas. Lumbers, Ltd.
Medland Bros.
Lumsden Bros.
John Garvey & Sons
Randall & Roos
T. Long & Bro., Ltd.
Parsons, Brown & Co.
Wholesale Groceries, Ltd.
Eby-Blain, Ltd.
John Sloan & Co., Ltd.
Sloan, Dickson & Bone, Ltd.
McPherson, Glassco Co.
M. Masuret & Co.
J. T. Festing & Sons
Hicks-Groom Co.
T. Kinnear & Co.

Reliable as the Sun. ***Remember Cream of Malt.***

CANADIAN MALT EXTRACT CO.
16 Pearl Street, Toronto, Ont.
Tel. Adelaide 3304.

MUSHROOMS "Herman's" Brand

CHANTILLY, FRANCE

Largest packers in the World. Three miles of cultivation.

FRENCH CASTILLE SOAP

"La Grappe d'Or" Brand

Containing 72% of French oils. Prices on application.

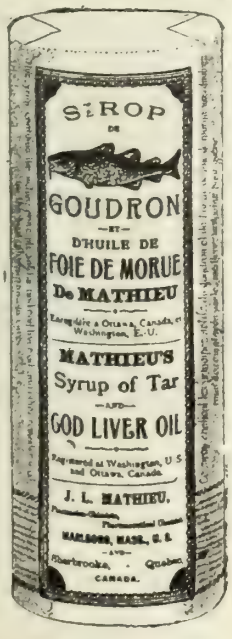
HENRI JONAS & CO., 173-177 St. Paul W., MONTREAL

Kolacafé

REG'D.

The Essence of perfect coffee

If your Wholesale grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.



Here's a Big Profitable Spring Seller

MATHIEU'S SYRUP of TAR and COD LIVER OIL

Spring with its many changeable, wet days is an ideal time to feature this nationally famous Mathieu Cough Remedy. It will pay you handsomely to get up a good display and suggest it to your customers.

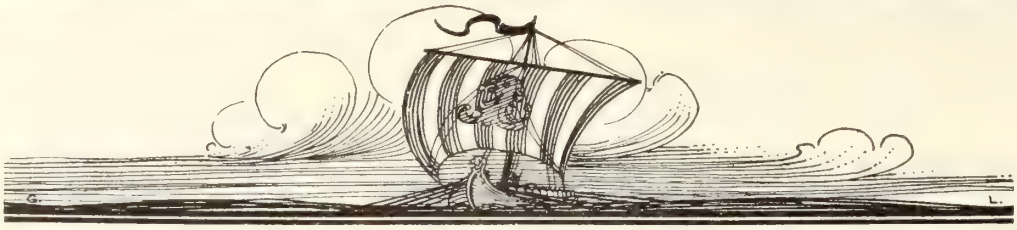
The efficiency of this dependable remedy always wins confidence and satisfaction and the profit margin is exceptionally good.

Try a Sample Order

J. L. MATHIEU CO., *Proprietors*

SHERBROOKE, :: QUEBEC

L. Chaput Fils & Cie, Limited, Montreal Distributors



Sardines

Borgen's Special

THE very finest Norwegian Sardines, carefully packed in pure olive oil. A sardine that merits your recommendation. Feature it. *Your Wholesaler can give you immediate delivery.*

HARRISONS AND CROSFIELD, LTD.

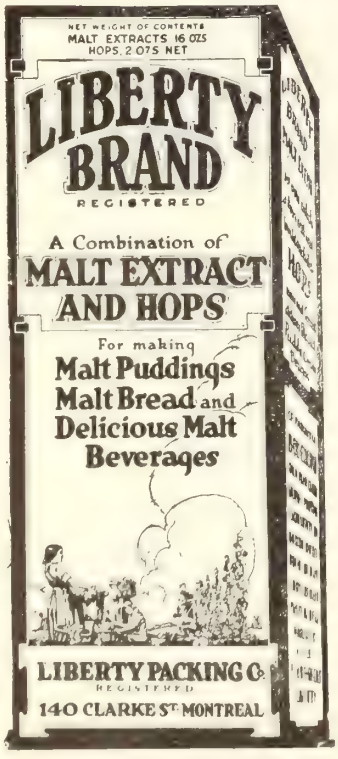
Coristine Bldg.
IMPORT DEPT.

IMPORTERS OF EASTERN PRODUCTS

TELEPHONE
MAIN 6959

MONTREAL

FOR COOKING, TOO



you can sell Liberty Brand Malt Extract and Hops to your customers. It is an important ingredient in Malt Loaf, Malt Pudding, Gingerbread, and has a hundred other kitchen uses.

LIBERTY BRAND

Malt Extract and Hops

is Nature's own tonic for growing children and invalids—100% Pure and absolutely drugless.

And it makes a delightful beverage of whatever strength is wanted. Each package, besides the Malt Extract, contains patent corks for bottling and a little bag containing the actual hops—not extract—the hops themselves.

A quarter on every package—$3.00 a dozen—is what you can make very easily handling Liberty Brand.

Liberty Brand is the business tonic you have been looking for. It will start things moving in your store.

Liberty Packing Co. (Registered)

140 Clark Street, Montreal, Que.

DO WE NEED TO REMIND YOU THAT

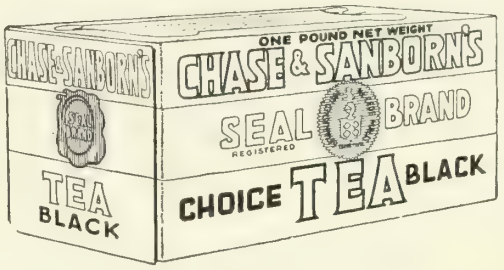
"SEAL BRAND"

IS THE KING OF COFFEES?

The Standard by which All Others are Judged

"SEAL BRAND" TEA

Maintains the same high Standard of Quality.



Chase & Sanborn - Montreal

Packed in
1 gal.
½ gal.
¼ gal.
⅛ gal.

Inquiries Solicited

Aboosamra Kouri

CANADA'S LARGEST IMPORTER OF ITALIAN & SPANISH PRODUCTS

Now is the season to sell these high-class products. Send your orders for any of the following lines:

OLIVE OIL
OLIVES
SALAD OILS
BLACK OLIVES
PISTACHIO NUTS
TOMATO PASTE
ITALIAN CHEESE
SALTED ANCHOVIES
MANZANILLA OLIVES
IMPORTED RICE
GENUINE CAVIAR
IMPORTED FRUITS
QUEEN OLIVES

The best house in Canada to purchase Italian and Spanish products from. We guarantee the goods to be first-class quality. Representatives wanted for Winnipeg, Vancouver and Halifax.

ABOOSAMRA KOURI

41-43 BONSECOURS ST., MONTREAL

NUCOA

"A Wholesome Delicious Spread for Bread"

Profit to Dealer— Quality to Consumer

The increasing demand for Nucoa is due entirely to its supreme quality. Nucoa, the wholesome delicious spread for bread, is made wholly of pure, sweet nut oils and pasteurized milk. Bread and Nucoa is used three times a day on the tables of rich and poor alike:—

—but the price of Nucoa is a very moderate one, and its importance, as an item of worth-while economy, creates many calls for Nucoa. The retail grocers' margin is a very fair and satisfactory one. Nucoa is one of the most profitable staples you can add to your stock. Write us for the name of your nearest jobber.

THE NUCOA COMPANY

Nucoa Building

Fourth Avenue at 23rd Street

NEW YORK CITY

NUCOA
NUT MARGARINE
OLEOMARGARINE
WE BRAND THIS PRODUCT OLEOMARGARINE TO COMPLY WITH THE LAW, BUT IT IS ABSOLUTELY FREE FROM ANIMAL FATS

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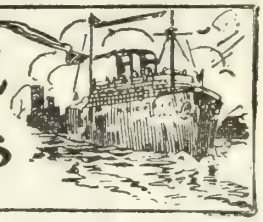
BUYERS' MARKET GUIDE
Latest Editorial Market News



TORONTO SALT WORKS
6 0-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

BROOMS
Every Housekeeper needs a Good New Broom
FOR HOUSECLEANING
There are none better than
JOHN ADAM & SON,
Collingwood, Ont.
Thousands of satisfied users say so

J. & J. Taylor's Safes for Sale
One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.
One J. & J. Taylor Safe, 18 inches deep, two feet 9 inches wide, four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 108, Canadian Grocer.
153 University Ave., Toronto

Say You Saw It In Canadian Grocer, It Will Help To Identify You

SMALLER JAPAN RICE CROP

The latest estimate of Japan's 1921 rice crop places the production at 16,964,100,000 pounds of cleaned rice, compared with 19,948,874,000 pounds realized from the 1920 crop. This estimate is smaller than that made the latter part of November, 1921, by approximately 157,078,000 lbs. The average production of rice during the five-year period, 1909-1913, was 14,008,547,000 pounds.

In the Southern markets the rice situation has stronger tendencies. The amount held is not considered large and although buying is by no means large, holders of rice are not overly anxious to sell at present prices.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

Say you saw it in
CANADIAN GROCER
it will help to identify you

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank Street

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

BARRELS
For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

FOR SALE—MERCHANTS' PRICE TICKETS—$1.50 a hundred; 10 samples 25c., M. Moorby, Newmarket, Ont.

FOR SALE—GENERAL STORE; UP-TO-DATE, fully equipped; no opposition. Post Office. Express office. Ticket office in connection, on Pere Marquette. Apply A. R. Peter's, Turnerville, Ont.

SWEET CLOVER, WHITE BLOSSOM, NO. 1 Government Standard. Price on application. W. T. Riddell, Auburn, Ontario.

SHOWCARDS WITH "TERMS CASH" ON each. 20c. M. Moorby, Newmarket, Ont.

1,000 4-LB. TINS OF PURE APPLE BUTter, made from delicious Canadian apples, at $4.80 per dozen. Box 502 Chesley, Ontario.

CASH REGISTER WANTED. SINGLE DRAWer, receipt printer. Must be in excellent conditions. Box 802, Canadian Grocer, 153 University Ave., Toronto, Ont.

Good Sellers make business easy

BAKER'S

Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.

Registered Trade Mark

Made in Canada by

Walter Baker & Co. Limited

Dorchester, Mass. Montreal, Can.

Established 1780

WANTED

WANTED—MEAT SLICER, IN GOOD CONdition. State best price. Box 564, Havelock Ont.

CAFETERIA EQUIPMENT—RANGE, STEAM table, glass shelving, urns, cash register, etc Must be in first class condition. Give description and prices. State where may be inspected Box No. 182.

SITUATIONS WANTED

EXPERT PRODUCE MAN OPEN FOR ENgagement; able to buy or sell. Apply Box 180. Canadian Grocer, 153 University Ave. Toronto, Ont.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Pride of Canada

Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Spring Trade.

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S.H.P. Mackenzie & Co., 95 King St. E., Toronto, Can.; J. W. Gorham & Co., Halifax, N. S.

MAPLE TREE PRODUCERS ASSOCIATION, LIMITED

Proprietary Article Price Number of Great Value

Many complimentary references have come to us about Feb. 10 issue of Canadian Grocer which contained the extensive price list on branded lines of food and allied products. Following are a few of the many letters received:

Find It a Ready Helper

Canadian Grocer:

We wish to take this opportunity of commending you on your excellent issue of Feb. 10 containing a complete price list of groceries. We have referred to this issue on a number of occasions and have always found it a ready helper.

J. HOCKIN CO., LTD.

Dutton, Ont.

Step in Right Direction

Canadian Grocer:

At this time when prices are changing and getting adjusted, your list of proprietary articles in Feb. 10 issue is appreciated. I think it is a step in the right direction. Hoping you will carry on the good work and wishing Canadian Grocer the success it deserves.

E. J. DRAKE.

Guelph, Ont.

Uses as Reference Number

Canadian Grocer:

We found Feb. 10 issue Canadian Grocer very interesting. Have placed it amongst those we keep.

NORTHWAY GRANT CO.

Orillia, Ont. Per George B. Cunningham.

Always Looking for New Lines

Canadian Grocer:

I was interested in your Price Number of Canadian Grocer for a number of reasons. I cannot say that from the standpoint of checking prices it is of much use to a grocery business like ours, that buys on a large scale, but I took the number and went over the different lines with our grocery traveler. I was interested in the variety of lines quoted. We are always looking for good, new specialty lines that we can get behind and push.

C. L. GRANT.

761 St. Catherine St., Montreal.

Values the Accurate Information

Canadian Grocer:

Re your issue of Feb. 10. I cannot say too much in its favor as it will be of great use to me not only for stock-taking but at all times for keeping us posted accurately on current prices.

F. W. HUTTON.

St. Marys, Ont.

Live Protection for Retailers

Canadian Grocer:

The writer has been in touch with some of our customers the last few days who are prominent in the grocery business at different points, and we think it only right to tell you how much the proprietary price list in the issue of February 10 is appreciated by them. I heard different remarks that made me feel that the retail grocers viewed it as a special and live protection to their interests.

T. KENNY & CO., LTD.

Sarnia, Ont. (Wholesale Grocers).

A Most Helpful Issue

Canadian Grocer:

The Price Issue of Canadian Grocer, published on February 10, is a most helpful one for the grocery trade. I have put my copy away on file for future reference. I have gone over it once carefully and that has only served to show me how much it can help me in the future.

W. J. BROWN.

888 St. Catherine St., Montreal.

Using as a Reference

Canadian Grocer:

That Price Issue of Canadian Grocer must have meant a lot of work. It shows it. I have put it away carefully for future reference. It is most helpful in more ways than you may guess. Whatever you people tackle you generally do it thoroughly.

JAMES A. HEWSON.

Montreal.

We have decided to publish another Proprietary article issue in a couple of months in view of the practical value of Feb. 10 to the trade.

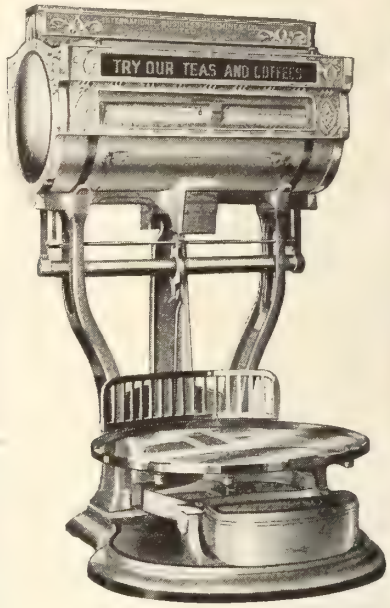
CANADIAN GROCER

MONTREAL TORONTO WINNIPEG VANCOUVER

The Store of W. J. Hopgood & Son, Halifax

Why Does One Merchant Succeed Where Another Fails?

THE successful merchant has a 100 per cent. grip on the meaning of the word SERVICE for his customers. His store attracts customers, his goods, his service and his equipment KEEP them. Note this picture of a successful Halifax store. Note the proper supply of



DAYTON AUTOMATIC SCALES

Hopgood and Son never lose a customer through poor store service. What is good for them is good for you. Let us send you illustrated Dayton Scale folder and easy term prices.

$1,000

in 41 cash prizes in Dayton Scale Contest. Get into it. Write us for circular to-day.

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

Frank E. Mutton, Vice-Pres. and General Manager, HEAD OFFICE and FACTORY: 300 Campbell Ave., Toronto

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Newfoundland, St. John, N.B.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

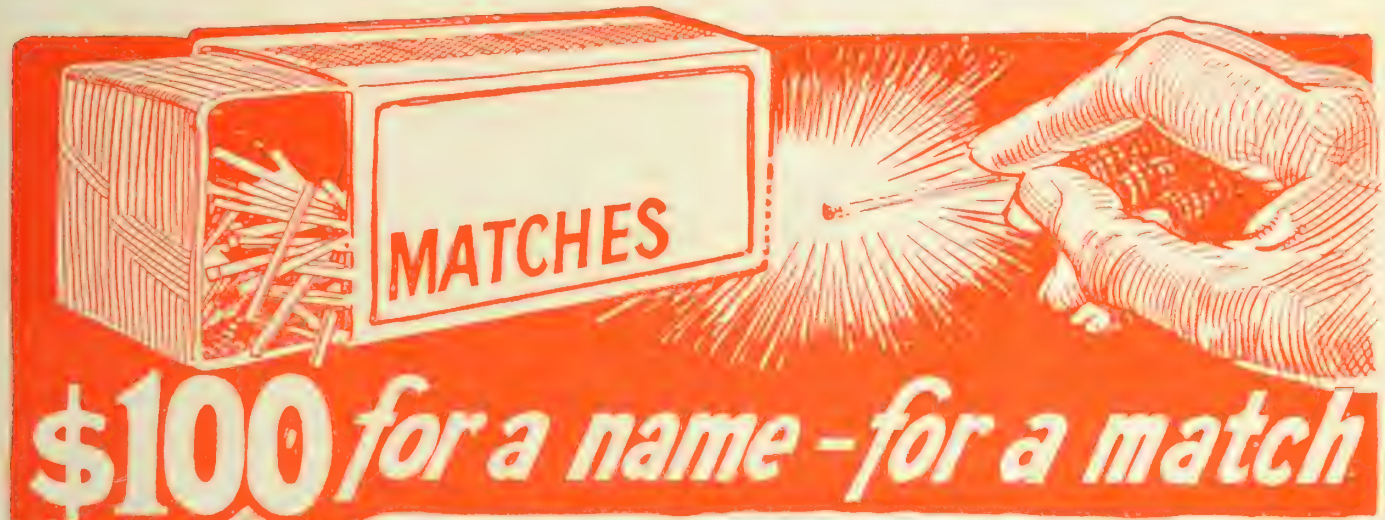
FEATURING SELLING CANNED FISH.

CANADIAN GROCER

The Largest Circulation of any Trade Paper in Canada
Members of The Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI PUBLICATION OFFICE: TORONTO, ONT., APRIL 7, 1922 No. 14



$100 for a name—for a match

WE want a name for our new Match which will shortly be marketed from the most Modern Match Factory in Canada.

We want a name that will help to sell, and advertise our matches. It should be short, easy to remember and easy to pronounce.

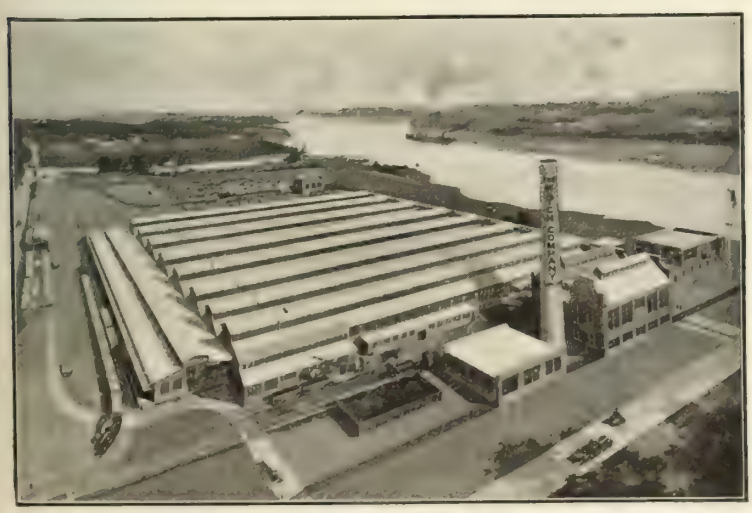
A grand prize of $100.00 is offered for the best name submitted; $50.00 prize for the second best name and $25.00 prize for the third best name.

The following facts about our new Match may help you in "coining" a name for it:

It is square in shape and stronger than ordinary matches because it contains more wood. It is made from tough woods—aspen and bass.

Being square, it burns freely and is easier to hold in the fingers when striking.

The square shape holds the head on securely. The heads do not fly off, and there is no afterglow.



The Match Company, Limited, Plant at Berthierville Quebec, the finest and most modern in Canada.

The rules of this Contest are very simple:

(1) The Contest is open to all Retail Grocers and Retail Grocers' Clerks in Canada and other employees.

(2) Should more than one contestant submit the names which the judges select as the winning names the prize money will be equally divided.

(3) All contestants must sign their own names and business addresses plainly on the sheet on which their suggestions are submitted.

(4) Each contestant may submit as many names as he wishes, provided the suggestions are received before April 30th.

(5) All names sent in to be and remain the property of The Match Company, Limited, and to be available for their use at their convenience.

Contest Closes April 30, 1922.

The judges will be The Editor "Canadian Grocer" and J. J. Gibbons, Limited, advertising agents, Toronto. Their decision to be final.

Send your names to A. W. Hugman, Sales Manager.

THE MATCH COMPANY LIMITED

137 McGill St. - MONTREAL

A "PATERSON" biscuit that is daily breaking sales records.

"DOT" SHORTBREAD

Your biscuit stock is not complete without this heavy seller.....

If the sales record is any indication of the popularity of a product this tasty new Paterson biscuit is certainly making a big hit everywhere it has been introduced. Merchants from all parts of Canada tell us that it is an unusually good seller and a big repeater. One Ontario grocer sold between 15 and 20 large tins in one week. Your biscuit stock is not complete without this incomparable "Paterson" biscuit treat. Try a sample order.

WILLIAM PATERSON LIMITED

Brantford, Ontario

"Makers of Biscuit Specialties"

Good Judgment!

Your customer demands ST. CHARLES MILK because of its universally known purity and high quality—that is good judgment.

You as a merchant build your milk business on ST. CHARLES—that is good judgment because you are building on a firm foundation.

The good judgment of your customer and yourself translated into sales means good business and good profits — both permanent — because ST. CHARLES MILK is in itself good judgment.

The recipe of the good housewife calls for ST. CHARLES—the recipe for a successful milk business calls for ST. CHARLES.
Why experiment?

The Borden Co. Limited
MONTREAL

Borden's ST. CHARLES MILK

Pure Country Milk With The Cream Left In

Women Everywhere Prefer

Because McCormick's Jersey Cream Sodas are of a high standard of quality that appeals to particular people.

We advertise McCormick's Biscuits **direct to the housewives** throughout Canada—**that** is why your customers say "McCormick's" when they want biscuits.

Increase your biscuit sales by carrying a complete stock of the McCormick line.

McCormick Mfg. Co., Limited, London, Canada

Branches at Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, Edmonton, Port Arthur, St. John, N.B., Vancouver.

WAYAGAMACK PURE KRAFT

Has No Rival.

Because of its strength a light-weight sheet gives as much service as inferior grades of wrapping paper twice the weight.

Therefore it is the most economical paper for wrapping purposes.

Whether used in the form of bags, envelopes, notion bags and paper containers of all descriptions or simply as a wrapping paper, it will give more satisfaction than any other paper used for the same purpose.

Its appearance is so attractive that it acts as a standing advertisement for the merchant who uses it.

Wayagamack Pure Kraft

which means

Strength and Security

is stocked in standard sizes by all the principal paper wholesalers from coast to coast and can be obtained in glazed or unglazed finish and in plain, fine stripe and broad stripe patterns.

Manufacturers can materially reduce Packing and Carriage Costs with these ideal

MONO SERVICE CONTAINERS

With Mono Service Containers, hundreds of packers and manufacturers have materially reduced their packing and carriage costs.

Mono Service Containers are light, strong, durable, hygienic, compact and economical. They are designed for successfully packing foodstuffs, confectionery, etc., for either limited periods or indefinitely. Over 20,000,000 are used by packers of foodstuffs, grocers, confectioners, etc.

With "Mono Service" lighter packing cases can be used, thereby reducing carriage costs materially while they also eliminate all expensive and time-wasting re-handling of returned containers for washing, labeling, etc.

Retailers find them handy and economical for Mincemeat, Peanut Butter, etc.

Mono Service Containers are just the thing for quickly and economically putting up bulk lines such as pickles, peanut butter, oysters, mincemeat, etc. Order a trial supply.

Agents :

BRADSHAWS LIMITED

107 Atlantic Avenue

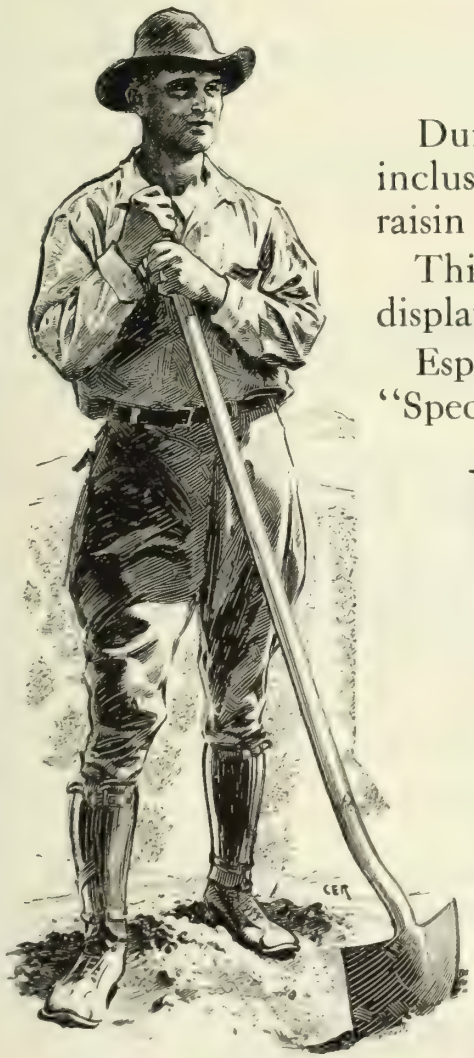
TORONTO, CANADA

"Raisin Week"

April 23rd to 29th, Incl.

"Special Raisin Day"

Thursday, April 27th



One of the 13,000 Raisin Growers

Grocers!

During Raisin Week, from April 23rd to 29th, inclusive, millions of people expect to use special raisin foods.

This is the "week of weeks" for raisins to be displayed throughout your store.

Especially on Thursday, April 27th, which is "Special Raisin Day" all over the United States.

Use Windows

Free Material

Use your windows for Sun-Maid Raisins, the only brand that's nationally advertised.

We furnish *free material* for your window and counter displays.

Get it now and get full benefit from Raisin Week and Raisin Day.

Mail This Now
for Free Display Material

Sun-Maid Raisin Growers
Dept. G-104 Fresno, California.

Please send me the Free Display Material for "Raisin Week" Window Trim.

Name.....

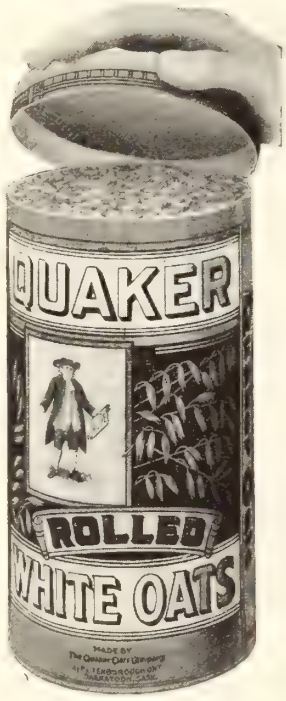
Street.....

City..... State.....

Sun-Maid Raisin Growers
Membership 13,000
Dept. G-104 Fresno, Calif.

QUAKER OATS

EAT A GOOD SUBSTANTIAL BREAKFAST



This is the advice given to us by Dr. Addington Bruce, a physician with an international reputation. Dr. Bruce says that too many people bolt a breakfast of toast and coffee. The result is that by lunch time, hunger forces them to eat a heavy dinner, and then there is the drowsy feeling in the afternoon. This applies particularly to office men and women, clerks in stores, stenographers, etc.

The morning meal should be a substantial one, and should be eaten slowly.

QUAKER OATS

is above all others, the nation's breakfast food. It is in the interests of every Canadian grocer to display, sell and push it.

Make the most of this healthy, wholesome food while it is easy to sell.

Sold in Packages only.

Large Package 30c containing 60 meals—
Only ½c a meal

The Quaker Oats Company

Peterborough Saskatoon

Canada

Two Sides to the Profit Question

1

If you permit the **customer** to govern the situation, she will buy only a few oranges and some sugar once or twice a year from you—if she makes her own marmalade.

More often she will buy her fruit from the fruit stores instead of from her grocer.

—and your profits are bound to be **small.**

—on your sugar sales practically no profit at all.

2

If **you** endeavor to govern the situation you will sieze every opportunity to tell her that she will actually save money by buying Shirriff's from you. Experiment has proved this true.

The result is you will sell Shirriff's to her the year around.

—and your profits are bound to be **larger.**

—if you sell Shirriff's you get your profit on the sugar in the marmalade.

Shirriff's has been a household favorite for seventeen years. Once you persuade your customer to try Shirriff's she will not want to make her own any more.

Handsome display cards sent on request.

IMPERIAL EXTRACT COMPANY, TORONTO

Selling Agents: **Harold F. Ritchie & Co., Limited, Toronto and Montreal**

DEALERS
Please Note.
Known as
CORN FLOUR
in British Markets

Packed in attractive, bright yellow cartons

SOME DAY perhaps a better Corn Starch than this old favorite D U R H A M Brand may be made but up-to-date, in every test time has proven that it is even hard to equal it. Like all St. Lawrence high q u a l i t y lines, D U R H A M Corn Starch is well known throughout Canada a n d i f sales records are any guide of popularity it is certainly "in right" with the Canadian people.

St. Lawrence Starch Co. Ltd.

Port Credit, Ontario

Patented

Back of the Sherer Counter

—A generation of usefulness to the grocery trade.

—A house that has made over 70,000 Display Counters better and stronger than food counters were ever made before.

—A house that delivers as it promises.

When you stand behind your Sherer Counter you have 2,000 pounds of goods within two paces—ready for prompt, cleanly service. When you own a Sherer Counter your bulk foods are

FREE from Vermin and Dust

—How much more satisfaction you feel in this protection and ease in waiting on trade.

—How much more confidence your customers have in your store.

—How much more business you'll do when you own a Sherer Counter is a pleasant prospect that can be easily realized if you'll mail coupon.

Sherer-Gillett Co., Ltd.

Dept. 57

Guelph, Ontario

Sherer Counters are completely manufactured in Canada by Canadian craftsmen from Canadian materials.

Sell Food By Weight

MAIL COUPON TO-DAY for Catalogue and Terms

Sherer-Gillett Co., Ltd.,
Suffolk St.,
Guelph, Ontario. Dept. 57

Send us your 1922 catalogue and easy terms.

Name .....

Street and No. .....

Town .....

Province .....

We have set her thinking!

Housewives have been accustomed to buying a can or two at a time —only to be without the means for serving a quick and delicious meal in times of emergency.

So strongly does our big advertising campaign sell her the idea of keeping a row of Victory Meals on her shelf—that she is going to ask you for a number of cans at a time.

She will buy **more** Victory Canned Products than she will of any other brand. Victory is the brand for you!

Are you stocked up yet—your wholesaler is ready for you—don't wait till you have to start disappointing your customers. They want the Victory line—give it to them!

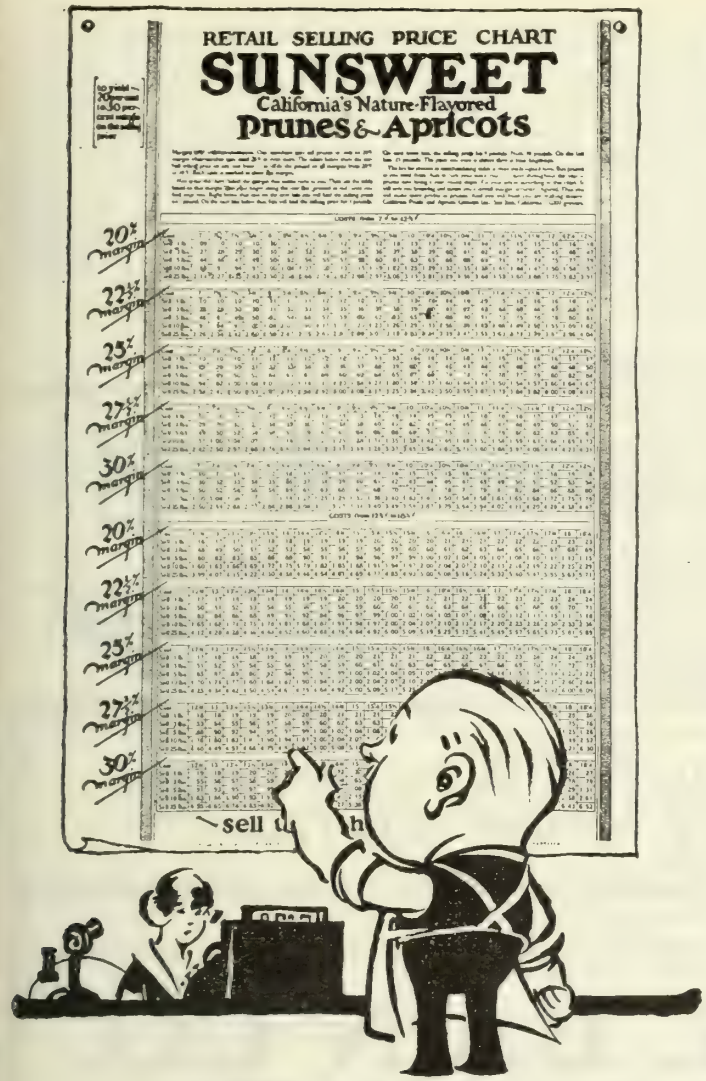
VICTORY

Pork and Beans
Lunch Tongue
Compressed Corned Beef
Corned Beef Luncheon
Beefsteak and Onions
Roast Beef
Cambridge Sausage

Only choice meats, Dominion Government inspected, are used in Victory Canned Products. Made in Canada.

NATIONAL CANNED MEATS
Limited

Toronto **Canada**



at your finger-tips

Free—a carefully computed chart that tells you instantly how to price any merchandise on any margin from 20% to 30%. Every grocer who has seen this Sunsweet Retail Selling Price Chart has been quick to sense its value.

It saves time. It saves brain-fag. And, more important, it insures a correct margin, accurately figured, *every time*. Understand—the figures on this chart do not apply to prunes and apricots alone. They apply to *anything* in your stock—anything that costs from 7c to 18c.

Paul Findlay—the best known authority on food merchandising in America—prepared this chart. That in itself will make you want it. Size 18x28—just right for tacking up in some handy place so you can have the right selling price at your finger-tips *always*. The supply of these Retail Selling Price Charts is limited—better send for yours today. California Prune and Apricot Growers Inc., 499 Market St., San Jose, Cal. 11,000 grower-members.

SUNSWEET
California's Nature-Flavored
Prunes

Canadian Representatives SAINSBURY BROS Toronto Montreal Halifax Winnipeg & Vancouver

You Can Sell McLAUGHLIN'S Ginger Ale

—by the bottle, off the ice, to thirsty summer customers.
—by the case for household use because McLaughlin's Ginger Ale—Belfast Style or "Canada Dry"—satisfies every taste, quenches every thirst, and is known everywhere.
If you haven't been carrying this profitable line of Hygeia "Best" Beverages—start in this summer to get your share of the business.

Belfast Style, case of 50 ten-ounce bottles	**$6.00**
Refund on case and bottles	**3.00**
"Canada Dry," case, 100 splits	**9.75**
Refund on case and bottles	**4.50**
"Canada Dry," case, 50 pints	**7.00**
Refund on case and bottles	**3.00**

J. J. McLAUGHLIN Limited
Toronto and Edmonton

Headquarters for Soda Fountain Supplies and Equipment

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers' Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

When Writing to Advertisers
Kindly Mention this Paper . .

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

Offer Their Principals

A Successful Sales Organization

Exceptional Warehouse Accommodation
For Storage and Unloading

The Service of a Strong, Successful Organization

THE NATIONAL BROKERS

HEAD OFFICE:
WINNIPEG, MAN.

Branches : REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER, MONTREAL
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

WILLIAMS STORAGE LIMITED

W. R. WILLIAMS, PRESIDENT AND MANAGER

The Largest Storage, Distributing and Forwarding House in Western Canada

Concrete and Steam-Heated Warehouses - Excellent Track Facilities

LOW INSURANCE

"SERVICE" is Our Motto - WINNIPEG

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

Walter Woods Limited

WILLOW
CLOTHES
BASKETS

Hamilton - and - Winnipeg

ENGLISH GELATINE

FOR ALL TRADES

DEGA BRAND

GELATINE, SHEET
GELATINE, POWDER
GELATINE, THIN LEAF

Samples and Prices on Application.

CHAS. ZIMMERMANN & CO., LIMITED

33 St. Mary-at-Hill, London, E.C.3, Eng. *Cables:* ACIDOLAN, London

CORRESPONDENCE INVITED

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Personal Marketing Service

The **"House of Scott-Bathgate"** offers manufacturers who are desirous of successfully placing their products in the rich Western field a personal selling organization with an 18-year-old reputation for producing big results.

We have successfully placed such products as Christie's Biscuits, Robertson's Confectionery and Hungerford & Smith's Fountain Supplies and we can do the same for yours. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

The H. L. PERRY CO., Ltd.

WINNIPEG - CALGARY

STORAGE

DISTRIBUTING and FORWARDING

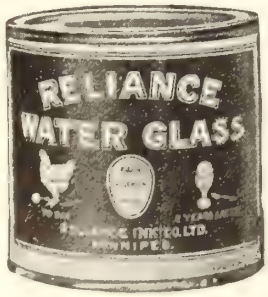
Combined with a

Commission Department

and a competent sales staff.

½ million buyers see an advertisement similar to this every week. Display the Tea. The Codville Company Ltd.

5



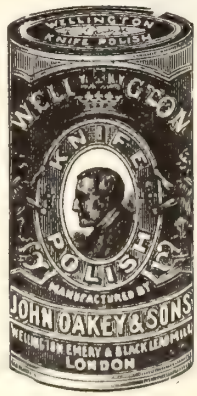
RELIANCE WATER-GLASS

In 1 lb. and 2 lb. cans.

Castor Oil, Sewing Machine Oil, Glycerine, Carbolic Acid (10%). In 2 oz. and 4 oz. bottles.

Ink and Mucilage all Sizes.

Reliance Ink Co., Ltd. Winnipeg



OAKEY'S

"Wellington" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.I. Eng.

Agents:

John R Anderson, 36-38 St. Dizier Street, Montreal, Que ; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B.C.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West,
TORONTO.

E. N. & W. E. SOPER
Manufacturer's Agents and Commission Brokers
63 SPARKS ST., OTTAWA.
Warehouse and Distributing.
Efficient Sales Staff.
Detail Work.
Service our Specialty.

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

R. C. Blackburn & Co.
MANUFACTURERS' AGENTS AND MERCHANDISE BROKERS
60 Front St. West
TORONTO

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

When Answering Advertisements Please Mention
Canadian Grocer

Kolacafé

REG'D

The coffee everyone enjoys

If your Wholesale grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
ST. NICHOLAS BUILDING, MONTREAL

LANGLOIS LIMITEE LIMITED
Wholesale Grocers & Manufacturers' Agents
Importers Teas & Coffees
SPECIALTY: FLOUR & GRAIN
113 Rue St-Paul, Quebec
We Solicit Your Representation

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL.
Established 1876
Telephone Main 1581.

When Writing to Advertisers Kindly Mention This Paper

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL.

J. Russell-Murray Co., Limited
IMPORTERS
RICE: American, Patna, Siam, Rangoon, MOLASSES, SPICE, JAMAICA GINGER, Granada Nutmegs, Pepper, Cassia, and all Tropical Products.
20 St Nicholas Street Montreal

THE MALT OF A 100 SMILES
A SECRET WORTH LEARNING

Warm weather approaches.

Thirsts must be quenched.

After winter's hard struggle Health must be re-built.

People never have to be coaxed to buy CREAM OF MALT.

The oldest established Malt Extract in Canada.

Quality is the supreme test.

Brew your own.

Practise being happy.

Wholesale Distributors :

Perkins, Ince & Co., Groceries, Ltd.
H. P. Eckardt & Co.
Jas. Lumbers, Ltd.
Medland Bros.
Lumsden Bros.
John Garvey & Sons
Randall & Roos
T. Long & Bro., Ltd.
Parsons, Brown & Co. Wholesale Groceries, Ltd.
Eby-Blain, Ltd.
John Sloan & Co., Ltd.
Sloan, Dickson & Bone, Ltd.
McPherson, Glassco Co.
M. Masuret & Co.
J. T. Festing & Sons
Hicks-Groom Co.
T. Kinnear & Co.

Reliable as the Sun. *Get the Best.*

CANADIAN MALT EXTRACT CO.
16 Pearl Street, Toronto, Ont.
Tel. Adelaide 3304.

NUCOA

"A Wholesome Delicious Spread for Bread"

Will Bring Customers to Your Store From a Dozen Blocks Around

Made wholly from pure, sweet nut oils and pasteurized milk. Its price is moderate—its quality is supreme—its flavor so delightful that it sells readily to all classes of customers. Nucoa is a very profitable staple for retail grocers. A jobber near you will supply you promptly if you have not yet placed Nucoa in stock.

THE NUCOA COMPANY
NUCOA BUILDING
Fourth Avenue at 23rd Street
NEW YORK CITY

Figure the Profits!

The Original

Free!

1 Rochester Root Beer Keg Dispenser loaned with an order of 32 gallons of syrup.

ROCHESTER ROOT BEER

Made perfect by the special and expert blending of the juices of the choicest roots and herbs etc.

It is the SEASON'S MONEY MAKER for the Soda Fountain, attractively advertised by the accompanying handsome Keg Dispensers and Electric Lamps which are the finest Silent Salesmen ever placed on a Soda Fountain.

See Our Circular of Special Root Beer Offers

and figure for yourself the extraordinary profits you make with this fast selling and delicious beverage.

No more small glasses of flat looking Root Beer at 5 cents a glass. Serve Rochester Root Beer cold and foaming in a large stein at 5 cents and **WATCH THEM COME BACK FOR MORE!**

Free!

I Rochester Root Beer Electric Flasher Lamp loaned with an order of 16 gallons of syrup.

Made in Canada by

J. Hungerford-Smith Co., Ltd.

19 Alice St. - TORONTO

Free!

1 Rochester Root Beer Electric Stein Lamp loaned with an order of 8 gallons of syrup.

Selling more groceries with the aid of a pump

Ever stop to consider how a curb gasoline pump can help you sell more groceries? Sounds like stretching a point, but there is a connection and a close one, too.

A gasoline pump on the curb in front of your store will stop a great many women drivers who need gasoline. While you are filling the tanks of their cars, you can suggest the purchase of necessary groceries, you can tell your customer about special sales.

You will be surprised at the amount of groceries which you can sell in this way. And customers always buy more when they come in person than when they telephone.

And it works the other way, too. Purchasers of groceries can many times be sold a filling of gasoline in addition to the groceries which they come to buy. Your store will become favorably known because of the service you can give automobilists.

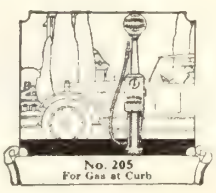
The sales of gasoline alone will more than take care of the investment on the pump. And the profits which you will make from the added sales of groceries will be so much extra money for you.

Most motorists already know the good qualities of Wayne Honest Measure Pumps. And many more are learning about them from our national advertising and from their own satisfactory experiences with Wayne Pumps. When you write, ask for Bulletins 205-CG, 207-CG, 276-CG, 280-CG and 302-CG.

Canadian Tank & Pump Co., Ltd.

123 Adelaide St., W. -- Toronto, Ont.

No. 276
For Gas at Curb


No. 205
For Gas at Curb

No. 452
Visible Gas Pump

Wayne

HONEST MEASURE PUMPS

Gasoline and Oil Storage Systems | Heavy Metal Storage Tanks | Air Compressors | Water Softening Systems | Oil Filtration Systems

Oil Burning Systems, Furnaces and Forges

Eureka Refrigeration Equipment

This is the time of the year when you, Mr. Merchant, should make enquiries from us regarding your refrigeration requirements for next Spring.

Your letter to us will place you under no obligation to purchase, but it will bring you a whole lot of useful information. Why not write us and talk it over with us now?

Our service department is at your disposal.

Eureka Refrigerator Co., Ltd.

Head Office and Factories:

OWEN SOUND, ONTARIO

How we protect every merchant who buys our

HIGH GRADE BROOMS

First—We protect our patrons against any advance or decline in the price of brooms or whisks.

Second—We absolutely refuse to sell to any pedlars. We never have done so and **never will.**

Third—Our high-grade brooms are made under the constant supervision of a superintendent with over 40 years' experience. Only the finest, clean, graded broom corn is used, and all our brooms are short, plump, well sewed. They protect your reputation as a quality merchant by always giving **longer service** and retaining their shape to the last thread.

Write for our price list on brooms and whisks. Special attention to mail orders.

WATERLOO BROOM & BRUSH COMPANY, LIMITED

Phone 286 *Waterloo, Ont.*

SAPON

GOLDEN CEREAL SOAP

You Can Increase Your Soap Sales by handling

SAPON SOAP

Because "Sapon" always makes a satisfied customer.

It thoroughly cleanses the skin and remedies long-standing skin disorders. It can be used equally as well in hard or salt water as in soft water.

The only cereal soap made—not a particle of animal fat used in its manufacture.

Try a little—your wholesaler can supply you.

Made in Canada By

SAPON SOAPS OF CANADA, Ltd., Hamilton, Ontario

Also at LONDON Eng., MARSEILLES, France, and NEW YORK

Special Representatives:

The Wilson Chemical Co., Ltd., St. John, N.B.
A. H. Jarvis, Brokerage & Purchasing Co., Ltd., Edmonton, Alta.
C. & J. Jones, Winnipeg, Man.
D. M. Christie, Vancouver, B.C.
R. J. Drolet, Reg'd., Morin Bldg., 111 Mountain Hill, Quebec.
Thomas J. Nagle, 211 Aylmer Apts., Ottawa, Ont.

SAPON

GOLDEN CEREAL SOAP

Made in a Variety of Shapes and Perfumes

CHRISTIE'S CABINET

DOUBLES BISCUIT SALES

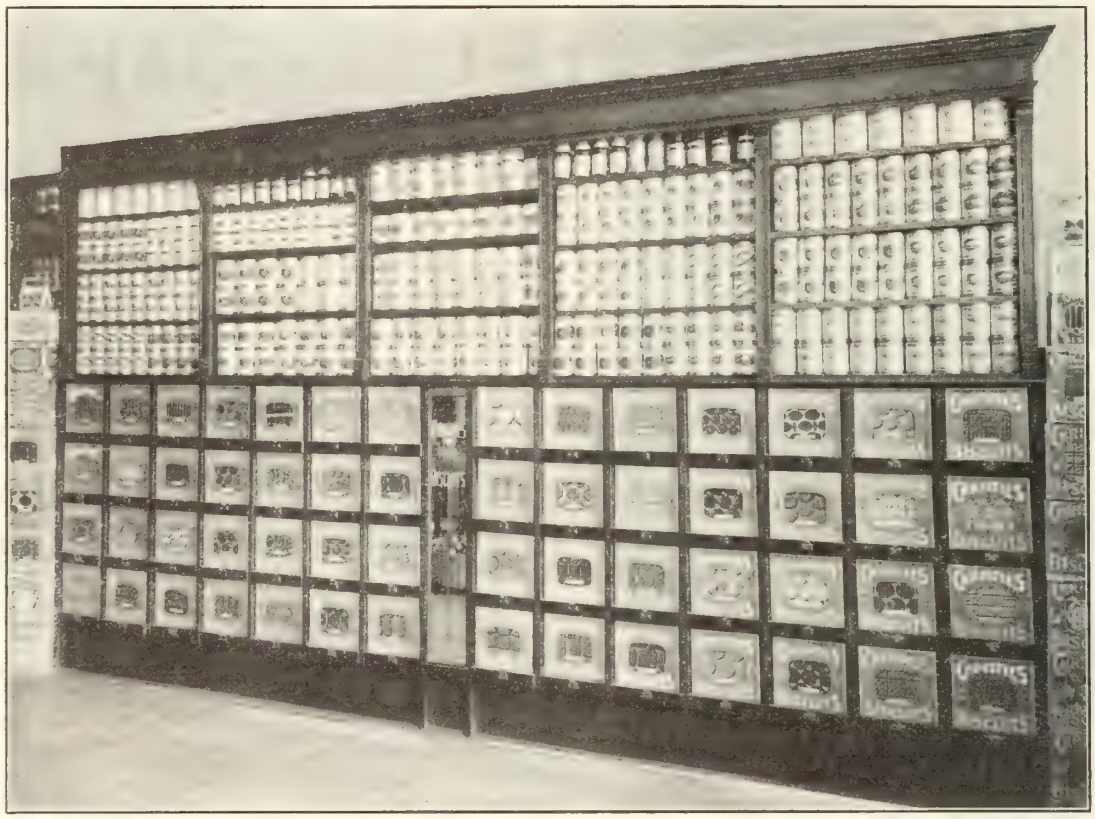


Photo showing one of Christie's patent cabinets in store of Hobson & Company, Hamilton, Ont.

Read how one of Canada's most successful merchants has doubled his biscuit sales.

HOBSON & CO., LIMITED

King and McNab Streets
Hamilton, 10th March, 1922.

Christie, Brown Co., Limited,
202 King Street, East, Toronto, Ontario.

Dear Sir:—We were actually the first to introduce the Christie display Cabinet in Hamilton, which was instrumental in DOUBLING OUR BUSINESS, and were so well pleased with it that we immediately ordered it replaced by a 56 sectional case and the same case is doing business without any more outlay than the cost of revarnishing from time to time.

Our sales were perceptibly increased by the introduction of the new cabinet and we have enjoyed a substantial increase with each succeeding year.

FOR CANADIAN MANUFACTURE WE FEATURE CHRISTIE'S EXCLUSIVELY.

The cabinet is attractive and makes for orderliness in display which is impossible to obtain with a MISCELLANEOUS OUTFIT OF ODDLY SHAPED AND DILAPIDATED TINS such as occasionally furnished, moreover it appeals to patrons for the clean and sanitary manner in which the biscuits are kept.

The interchangeable fronts are clean and may be readily removed and replaced.

Our selling price is plainly marked on each front so that the interior tin may be constantly removed but the prices remain displayed.

The high priced biscuits are shown along the top rows and the others are arrayed in rotation according to price.

Yours truly,

HOBSON & CO., LTD.,
Per W. J. Hobson, (Signed).

WHJ/FA

A Christie Cabinet will increase your biscuit sales.

CHRISTIE, BROWN & CO.

LIMITED

TORONTO, CANADA

Every Fourth Pound of Tea Sold in Canada

—IS—

Because the Public have found that

"SALADA" IS THE BEST

To profit by this demand always keep a complete stock on hand. Your order will receive our prompt and careful attention. Freight prepaid on 60 lbs. or more.

SALADA TEA COMPANY OF CANADA, LIMITED

WINNIPEG TORONTO MONTREAL

ROYAL ACADIA SUGAR ROYAL ACADIA SUGAR

ROYAL ACADIA SUGAR

ROYAL ACADIA SUGAR

ROYAL ACADIA SUGAR

SUGAR

AT ITS BEST

THIS TERSELY DESCRIBES

the Popular Well Known Brand

ROYAL ACADIA

100-lb. White Duck Bags

Fine
Medium
Coarse
Granulated

10 and 20-lb. Gunnies

2 and 5-lb. Cartons

Choice Yellows

Cut Loaf

Icing

Powdered

ACADIA SUGAR REFINING CO., LTD.

MONTREAL HALIFAX

ROYAL ACADIA SUGAR ROYAL ACADIA SUGAR

Your Customers Expect the Assurance That Only This Sign Can Give

Rarely do you have the chance to tell your customers why it is to their advantage to trade with you.

This is one good reason why you need this sign—so that everyone entering your store may know and appreciate the advantage of trading at your store where the weighing is done on TOLEDO SCALES. NO SPRINGS—HONEST WEIGHT.

Almost all of your customers now understand why there are "No Springs" in Toledo Scales — they know that springs vary with changes in temperature.

This attractive sign is a constant reminder to all your customers that you stand for a square deal on both sides of the counter.

If you are not getting the benefit of this sign, write us. This will not place you under any obligation whatsoever.

Canadian Toledo Scale Co., Limited

Windsor, Ontario

Offices and Service Stations in all Principal Cities:

— MADE IN CANADA —

TOLEDO SCALES

NO SPRINGS—HONEST WEIGHT

People Want Quality Tea

To-day's increase in Red Rose Tea sales is due entirely to its quality. This is its strength and flavour. The public calls it tea taste.

It's this Tea Taste in a package of Red Rose Tea that makes common bulk teas unattractive to the public now that price is so little advantage.

Red Rose Tea has built up the confidence of the public for thousands of grocers in the last 27 years, and will continue to bring you a steady trade from satisfied people.

If you are out of Red Rose Tea, mail an order to the nearest branch, and don't wait for our traveller.

T. H. Estabrooks Co., Limited

St. John, N. B. TORONTO Winnipeg
Montreal Calgary

Full On Aces?

FINE CUT
MAPLE SUGAR
ABSOLUTELY PURE
MAPLE SUGAR
FINE CUT
Is made from choice selections of high Grade maple sugar, supplied by our own Producers. The orchards are located on high rocky soil, where the flavor is always the best
UNITED MAPLE PRODUCTS LTD
GRANBY, QUE.

Are your shelves full of really paying lines or are you trying to bluff yourself with a pair of deuces? Keen competition has taken the profit out of many of the staple lines. The successful grocer is a real salesman pushing good specialty lines.

We are offering you one of the finest specialty lines that has ever been put on the market, which will soon be in regular use in every Canadian home. With it is an attractive profit that will pay you to feature and recommend.

ROCK MAPLE BRAND GRANULATED MAPLE SUGAR

It is put up in one, two and ten pound tins and will not dry out or cake. After years of careful experimenting we have at last produced a granulated maple sugar for use on cereals and in icings for cakes. This is your opportunity.

ROCK MAPLE BRAND means the best quality of the purest maple syrup and maple sugar produced in Canada.

UNITED MAPLE PRODUCTS LIMITED

GRANBY, QUEBEC, CANADA

Producers, Packers and Exporters of Pure Maple Products

Agent for Centre Ontario : G. G. YORKE, Corner Queen & Portland Streets, Toronto

You Would Have No More Business Worries

If every product you handle brought the volume of sales, the permanent custom and the satisfactory profit that you are guaranteed on

KEEN'S OXFORD BLUE

It's the "Blue" women want because it makes the clothes snowy white.

Colman-Keen (Canada) Ltd.

520 King St. West - Toronto

ANNOUNCEMENT

We have been advised by some of our Wholesale and Retail Grocery friends that statements have been made to the effect that we have, contrary to our established policy, been selling our grocery syrups and starches direct to certain sections of the retail trade.

We wish to advise both the Wholesale and Retail Trade that we have not altered our policy of marketing our goods through the legitimate Wholesale Grocery Trade.

We believe these statements have been made maliciously to injure our business, and we shall take such steps as are necessary to protect our interests if this campaign of misrepresentation is persisted in.

The Canada Starch Co. Limited

Montreal, Que.

CANADIAN GROCER

Vol. XXXVI. TORONTO, April 7, 1922 No. 14

Would Advance Cost of Food Products

Any Increase of Minimum Car Weights Would Result in Higher Prices for Foodstuffs—Representatives of Canning Concerns and Wholesale Grocers Meet Classification Committee of Freight Association in Regard to Proposed Increases

MONTREAL, April 3:—The representatives of many canning firms in Canada and the United States, who on Tuesday and Wednesday of last week met the special classification committee of the Canadian Freight Association, dealing with classification No. 17, decided to leave the discussion over until the wholesale grocers have had an opportunity to meet the committee and express their views on the proposed increase in minimum car weights and other changes. The meeting was held in the offices of the Canadian Freight Association.

The main trend of the discussion was the evidence brought by the packers, to the effect that an increase in the minimum car weights on canned goods would virtually mean an increase in freight rates, and consequently increase the cost of living. This in view of the present trade conditions would only make it all the more difficult for the wholesalers to place orders for car lots and so hurt the trade all around.

Higher Prices to Consumer.

It was the unanimous opinion of the manufacturers represented, that the increased car weights would be a hardship to the consumer in the end, and it was pointed out by one gentleman that this might react against the railway companies in an uneasiness among their employees in view of the unavoidable increase in the cost of living. It was pointed out that the trade was just beginning to get on its feet once more and that, as yet, buying for both the retail and wholesale trade was for only immediate requirements on account of money conditions. Consequently even at the present classification it is hard enough to take advantage of the car lot rates.

H. A. Laing, representing Libby's Chicago office, objected to an advance in the minimum weights on shipments of canned goods at the present time on the ground that trade conditions did not warrant the change and that it would only be another handicap. He proposed that the matter be left over until there was an improvement in trade that would permit the manufacturers to take advantage of car load rates.

After considerable discussion and varied versions of the effect of such a change, T. Marshall, who represents the Toronto Board of Trade on the railway committee, suggested that in view of the fact that the wholesalers were most vitally concerned in the change, the matter be left over until they (The Canadian Wholesale Grocers' Association) had an opportunity of laying their side of their evidence before the committee. Mr. Marshall pointed out that the best interests of the manufacturers of canned goods would be upheld by the wholesale grocers who were vitally concerned in any reclassification that was made. This proposal met with the approval of the representatives of the manufacturers and packers and the matter was allowed to rest there.

Zeph. Hebert Speaks

The Canadian Wholesale Grocers' Association was represented by St. Clair Balfour, of Balfour, Smye and Co., Hamilton and Zepherin Hebert, managing director of Hudon Hebert Co. Ltd., Montreal. At one point of the discussion Mr. Hebert rose to emphasize the present conditions under which the grocery trade is working, which as Mr. Hebert said, is not as well known to the manufacturers and the railway people as it should be. He pointed out that buying was of necessity limited to immediate requirements. For that reason wholesalers cannot afford to buy as heavily as they might under normal conditions. A change in classification, as proposed, he said, would virtually mean an advance in the cost of many food products which would react as a stumbling block to a return of prosperity.

It was arranged that a deputation from the Canadian Wholesale Grocers' Association representing all parts of Canada would meet and discuss the proposed reclassification on all the grocery lines with the special committee. No definite date for this gathering has yet been set.

Firms represented at last week's conference were, J. P. Coyle, Aylmer, Ont., D. F. Norton, Chicago, Ill., Geo. H. Robertson, Toronto. Ont., N. and E. S. DesPass, Chicago, representing the Carnation Milk Co., J. L. Toole and W. H. Dunn representing the Borden Milk Co., Montreal, J. C. Hodgson, Winona, representing the E. D. Smith & Son and the jam section of the Canadian Manufacturers' Association. The Canadian Canners Ltd. was represented by T. E. Sheridan of Toronto, Wm. H. Lytle of T. A. Lytle Co.; D. B. McRae of Wilson, Lytle and Badgerow, Toronto; W. R. Caldwell of Dominion Canners Ltd., Hamilton, A. McNaughton, Chatham, and H. A. Laing of Chicago, representing Libby McNeil & Libby, St. Clair Balfour, of Balfour, Smye Co., Hamilton; A. H. Thorpe, Toronto, representing Wm. Davies; H. H. Ayer, representing Harris Abattoir Co. Ltd., W. R. Ingram of Swift Canadian Co. Ltd., Toronto.

Proposed Carload Increases

It is proposed to increase the minimum of carloads from 24,000 pounds, as it is at present, to the following minimums:

Paper & Paper Bags	24,000 to 36,000
Confectionery	24,000 to 30,000
Pot & Pearl Barley	30,000 to 36,000
Rice	24,000 to 40,000
Coffee	24,000 to 30,000
Cleaning Compounds	24,000 to 30,000
Washing Compounds	24,000 to 36,000
Canned Goods, including Fish, Fruits and Vegetables	24,000 to 36,000
Dried & Pickled Fish	24,000 to 30,000
Jams & Jellies	24,000 to 36,000
Dried & Evaporated Fruits	24,000 to 30,000
Fruit Jars	24,000 to 30,000
Lye	24,000 to 36,000
Macaroni & Vermicelli	24,000 to 30,000
Canned Meats	24,000 to 30,000
Pickled Meats	24,000 to 30,000
Condensed & Evaporated Milk	24,000 to 36,000
Mince Meats	24,000 to 36,000
Powdered Milk	24,000 to 30,000
Molasses	24,000 to 36,000
Nuts	24,000 to 30,000
Pickles & Olives	24,000 to 36,000

Continued on page 26

Canned Haddies Have Widened the Fish Market for Retail Grocers

The Supply of Haddock Exceeds the Demand and Canning Makes Economical Distribution Possible —Years of Experimenting in Perfecting Process —Retailers Feature it in Summer

HADDOCK has in the past, because of the heavy catches at all seasons, been one of the varieties of fish that has taxed the ingenuity of man to distribute economically. In the east, haddock is marketed in its fresh state principally. The east, however, does not afford a big enough market, and even with cured haddock, known as haddies, offering a still wider opportunity, there is a surplus. The big production necessitates some other outlet and fish packers have succeeded in packing a large quantity of the haddie in a form ready for use. This has opened an unlimited territory for haddies and given the grocers of Canada another bid for a share in the fish trade.

Five Years of Experiment.

The manager of a large packing company told a Canadian Grocer representative that years of experiment were required before the product was prepared to the satisfaction of the packers. In speaking of the results he said: "Although the smaller haddock are by far the better flavored, it is hard to market them, either in the fresh or cured state, on account of the waste. By packing them at the coast we can use these smaller fish and at the same time get good flavored haddies. We have also made a study of packing the flavor as well as the fish, and I think that I am safe in saying that the flavor and the freshness can be sealed into the can as well as the food. The fish can be prepared and put into the tins in less time than it takes to ship the fresh catch to an inland market. Canned fish, for that reason, is not old."

Better Containers

Along with the experimenting in packing have come improvements in the containers on account of the demand that one must keep pace with the other. The best fish put up in poor containers, will not keep. This packer claims that the latest tins are flanged and locked, besides being sealed to make them air-tight. They are thoroughly inspected before they are ready for the market. One packer told Canadian Grocer that so few were the complaints of damaged tins that when one was submitted the claim was paid and the matter forgotten without any concern to the packers since so few are the faults that they have absolute confidence in the process of packing.

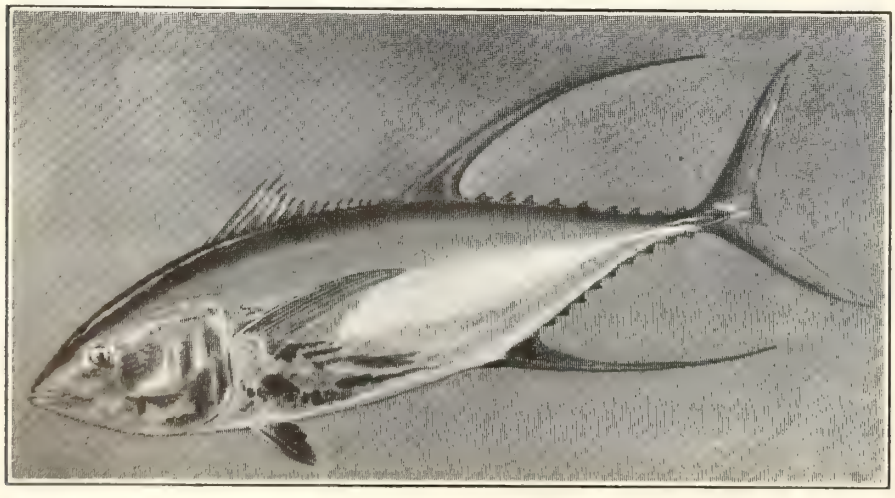
Tuna Fish is Found Along the Pacific and Atlantic Coasts

The Tunny fish or better known to the trade as "Tuna" is a very large fish found along the Pacific and Atlantic coasts, more particularly in the vicinity of California and Florida. It often attains a length of from twelve to fifteen feet and some have been found to weigh one thousand pounds and upwards.

It is generally caught in nets arranged in funnel-form, the fish entering the wide mouth and being gradually driven to the narrow end, to be there killed by lances and harpoons. The color of the Tuna is a pearly black or dark blue above, with silvery sides and white or silver spotted on the under side.

The flesh is considered a delicacy and is eaten both fresh and preserved in cans. The canned variety being the better known to the Canadian retail trade.

The finer white part of the flesh compares with chicken both in appearance and flavor and has often been referred to as the "fish with the chicken flavor."



The Tuna fish often referred to as the "fish with the chicken flavor."

The Kippered Herring

The word kippered is an old English word which means to cure by splitting, salting and smoking. It was originally applied to salmon but as the preference of the public for fresh salmon dictated a new form of marketing, the name died out in that connection and is now known in connection with herring.

Like the salmon the herring shoals travel about the ocean after food. Their travels depend largely upon weather conditions and the movement of the Gulf Stream. Sometimes, at seasons known to the fishermen, they come in shore and upon this habit depend herring fisheries. They are caught in traps off shore. Nets are stretched out from a projecting point of land and as the fish swim up the shore they are caught. This method is haphazard, according to the comment made by one interested in the industry, and the fishermen depend largely upon luck and often, as the fish come in to spawn, the catch is not as good or of such fine variety as if the fishermen went out to sea for their prize.

To fish for herring at sea, expensive equipment is required. Steamers, in the first place are needed so that the moving shoals may be followed. Then seines, or drag nets, which cost from three to five thousand dollars, are necessary and often nets are lost or damaged.

WOULD ADVANCE COST OF FOOD PRODUCTS

Continued from page 25

Salt	30,000 to 40,000
Soaps	24,000 to 36,000
Soda, Bi-Carb, Washing	24,000 to 36,000
Starch	24,000 to 36,000
Sugar	24,000 to 33,000
Syrups	24,000 to 36,000
Tapioca & Sago	24,000 to 36,000
Beans, & Peas, Dried	30,000 to 36,000
Dried and Evaporated Vegetables	24,000 to 36,000
Vinegar	24,000 to 30,000
Bathbrick, Blacklead, Bluestone or Copperas, Boxes, Candles, Catsup, Salad Dressing, Horse Radish and Resin	24,000 to 36,000
Blacking, Blueing, Chocolate or Cocoa, Cocoa Mustard, Nuts, Oils, Peel, nut, Twine, Cream of Tartar, Gelatine, Honey Baking Powder, Jelly Powder, whole Spice, Tobacco Plug	24,000 to 30,000

J. J. McCann, for 22 years in the grocery business in Brantford, Ont., was recently elected by acclamation to the Brantford city council, filling a vacancy caused by the resignation of a former alderman.

How the Name "Sardine" is Derived

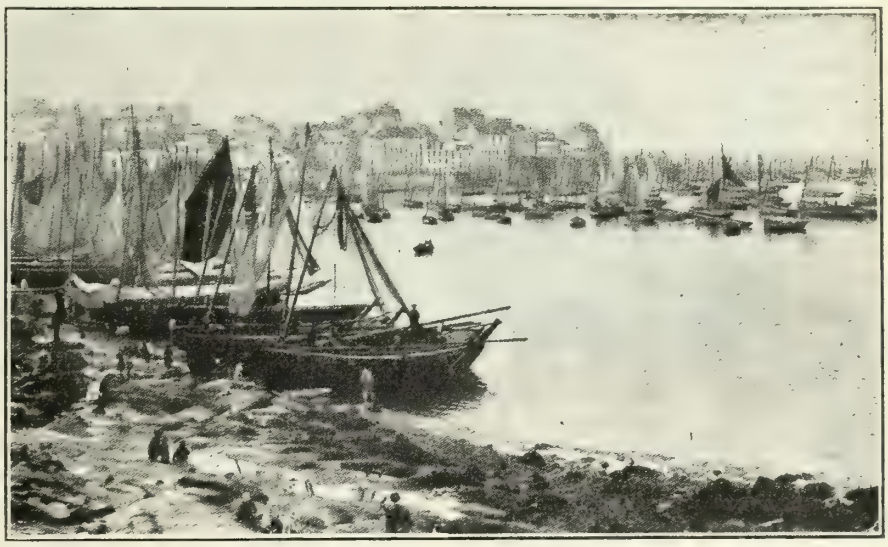
In the Early Days of the Sardine Industry, These Little Fish Were Taken From the Waters Around the Mediterranean Island of Sardinia, Hence the Name—Fishing Season Varies in Different Sections

IN the waters of the Mediterranean, in the Atlantic around the coasts of Spain, Portugal, France, North America and in the waters of the North Sea are found myriads of little fish which being prepared and canned are known in all parts of the world as "Sardines." In the early days of the industry, these little fish, the young of the pilchard, were taken principally from the waters around the Mediterranean island of Sardinia, from which the name Sardine is derived. This name is applied to all sardines no matter whether they are the young of the pilchard, herring or sprat. The latter are canned extensively in Canada and are known to the trade as domestic sardines.

The fishing season varies in different sections. In the Mediterranean, it extends over the entire year. On the shores of Brittany, the center of the French industry, it is confined chiefly to September and October.

Scatter Bait on the Water

Along the shores of Norway is found a fish similar to the pilchard but known scientifically as Clupea sprattus. These are the sardines known as Norwegian Bristling and are caught during the summer season. To attract the little fish to the vicinity of the nets, large quantities of bait are scattered on the water—that chiefly used being the salted eggs of cod, haddock, etc., mixed with peanut meal or flour. As many as a hundred thousand have been taken in a single net.



A fleet of sturdy little sardine fishing boats

Great care is taken in gathering in the fish so as not to injure them and it is the fisherman's aim to land the catch as speedily as possible to ensure their absolute freshness and consequently they are often at the canneries within one or two hours after capture.

Sorted Into Large Tubs.

As soon as the fish reach the factory, their heads and viscera are removed and the dressed bodies are sorted by size into large tubs of strong brine, where they remain for about an hour. They are next placed in small wicker baskets and washed in fresh water for a few seconds to remove loose scales and dirt.

Drying Sardines.—After the fish are cleaned, washed and salted, they are then placed on racks and dried for about one hour.

Then comes the drying—sometimes in the open and at other times, when the weather is not favorable, under cover.

For open-air drying, the fish are arranged by hand, one by one, in wire baskets or trays, each holding about one hundred and fifty. These trays have V-shaped divisions in which the fish are placed in regular rows with their tails upward, so as to allow the water to drain from the abdominal cavity. They remain there for a variable length of time, depending on their size, atmospheric conditions, etc., but the usual time for drying under favorable conditions is about one hour. In damp, foggy or rainy weather, they are dried indoors by artificial heat, less time being then required.

Are Immersed In Oil

After drying, they are taken in the same wire baskets to the cooking room and immersed in boiling oil, in open vats of various size and construction. As much of the oil is taken up in cooking, the vats require frequent replenishing. The oil immersion usually lasts about two minutes but varies according to the size of the fish.

The baskets are next removed to a table or platform with an inclined metal top, where the surplus oil is allowed to drain off, and are then taken to the packing room and packed in the familiar tins. After the cans are sealed they are immersed in boiling water for several hours for the purpose of completing the cooking, softening the bones and in addition for the purpose of sterilization. The kind and quality of oil used depends upon the grade of the packing.

Story of Pacific Salmon Makes Romantic Tale

Lives All But the Beginning and Ending of its Existence in the Depths of the Ocean—Journey of the Salmon From the Sea to the Spawning Grounds Provides a Story Real and Fascinating

THE LIFE story of the Pacific salmon is of dramatic interest, containing all the elements of romance—from its first fight for existence against almost overwhelming odds, to its magnificent struggle to perpetuate its race at the expense of its own existence.

The fish is an anadrom, living all but the beginning and end of its existence in the depths of the ocean. During his sojourn in the salt waters of the sea, it must be presumed he enjoys life, even though in a somewhat strenuous fashion. He is often found mutilated, probably from combats with his kind and other denizens of the deep, but he evidently finds feeding good and life generally worth while, for by the time he is four years old he has developed into a magnificent fish weighing from thirty to even a hundred pounds, and as handsome a creature as the water ever produced. The tragedy of his life comes when nature calls him to the spawning grounds for that journey is one of the world's most remarkable examples of the instinct of procreation.

Return Journey in Springtide

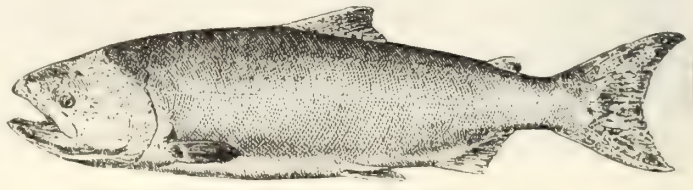
Every springtide the mature salmon—both male and female—begin in great "schools" the return journey. The date and distance of the runs and the rate of progress are regulated by the condition of the spawn. The earliest occur in February and March. The fish then travel to the headwaters of the rivers, many hundreds of miles up. In the later runs, nearer spawning grounds are chosen. The run of some species continues until fall. No natural obstacle can stop the pilgrims—they leap obstructing boulders and charge the rapids with indomitable energy, renewing and redoubling their efforts if repulsed, until they have won their progress onward, or die in the struggle. They take no food after entering fresh water.

When they finally reach the spawning grounds—weak from fasting and fatigue and often wounded by the rocks and other obstacles encountered—they rest for two or three weeks. Then each female fish scoops a hole in the gravel in the shallow water and deposits her eggs there. The male fertilizes them, and then they are left to their fate—the fish have completed the duty to nature which they undertook when they left their ocean homes. By this time the fish have lost the strength and beauty which distinguished them when they started on their journey—their glistening scales have disappeared, their flesh is flabby and dull, their skin disfigured with blotches. They linger around for a while and then they die—the last stage of the life of the great salmon is closed.

What of the spawn provided for at such sacrifice? The "fry"—tiny little creatures of queer aspect—emerge from the eggs in from 100 to 200 days after fertilization, the period depending largely upon the temperature of the water. Then in great quantities they fall prey to other fish and many birds. The female salmon contains about 3,500 eggs; otherwise the species would long ago have been extinct, so fierce is the onslaught. The "fry" which survive develop into little salmon which travel down the river again into the ocean—a long journey, slowly made, with many stops and again with heavy toll to other enemies along the route—thence to the ocean, there to live and fight and grow until in their turn, as they reach maturity, they make the final up-river journey.

Nature had provided for all these enemies by the great fecundity of the female salmon, but when to them was added the catching by human beings year by year, of tens of thousands of mature salmon before they had spawned, she was unable to cope with the situation, and a few years ago it seemed certain that before long the salmon would become as nearly extinct as the buffalo. That danger has, fortunately, been removed by restrictions on the catch and artificial hatchings of great quantities of the eggs to guard against their destruction by predatory fishes and birds. Another important and very interesting government work has been the construction of "Fish Ladders" to assist the fish in climbing the falls or dams which obstruct their up-river journey. A fish ladder is a series of very broad steps built up the side of a fall or dam. The salmon travel up them at their ease, as the height of each step is only a few inches, and the protection of the step ahead slacks the rapidity of the current and gives them many rests in the ascent. Before these ladders were constructed, the fish were compelled to climb the falls at one dash, and thousands upon thousands of them were thrown back killed or maimed.

SOCKEYE SALMON



SPRING, QUINNAT OR KING SALMON

Canada Shows More Activity In Sugar Trade

A report issued by the Dominion of Canada Bureau of Statistics covering the four-week period ended February 25, shows a great decrease over the stock of raw sugar of last year, being only about 6 per cent. of the amount on hand the same time last year. Receipts on the other hand, show a substantial increase, being more than doubled, 76,547,445 pounds having been received as compared with 30,759,712 coming in the same four-week period in 1921.

Meltings and reshipments of raw sugar also show a large increase over the figures for the same period a year ago, 84,521,054 pounds for this year comparing with 46,505,904 pounds for the same four weeks in 1921.

Stocks on hand of refined sugar also show a decided decrease in comparison with this time last year, 42,641,865 pounds showing on February 25 of this year with 68,595,586 pounds as the amount on hand on the same date last year.

Manufacture of granulated sugar almost doubled in the four-month period of this year as compared with last year, 67,346,041 pounds for this year comparing with 34,660,422 pounds for the same period in 1921. In the manufacture of yellow and brown sugar there was little change over last year's figures.

Total shipments of refined sugar also show a good increase over the figures of last year, 67,578,938 pounds having been shipped in the four-week period of this year under review with 55,523,000 pounds being the figures for the corresponding period of last year.

For the year to date, that is January 1 to February 25, there have been shipped 129,378,712 pounds of refined sugar as compared with 104,320,443 pounds for the same period the year previous.

An attractive window display of canned fish put in by Macklaier's down-town store at 211 St. James St., Montreal.

Various Grades of Salmon and Average Weight of Fish in Each Species

Sockeye, Red Spring, Cohoes, Pinks, and Chums Constitute the Several Kinds—Salmon Was First Packed in 1864

PRACTICALLY all the world's supply of salmon is produced and packed on the Pacific Coast of Canada and the United States.

Salmon was first packed in the year 1864 on the Sacramento River, California, and was followed up on the Columbia River, Oregon, in 1866, on the Fraser River, British Columbia, in 1876, Puget Sound, Washington, in 1877 and in Alaska in 1878.

7,639,592 Cases in 1915

The total British Columbia pack for 1913 amounted to 1,353,901 cases, while the total pack on the Pacific Coast in 1915 amounted to 7,639,592 cases, valued at nearly $40,000,000. The season of 1921 closed with the smallest pack since one-third of the pack of 1918, totalling 1908, which was a little better than 603,548 cases, including all varieties. All species of Pacific Coast salmon are packed, and differ from one another principally in the color and relative firmness of the flesh and the proportion of fats.

Grades of Salmon

The following grades of salmon are packed in British Columbia:

Sockeye: The flesh is a deep red, and it is rich in oil. These fish average from six to eight pounds in weight, and they are caught from about the first of July to the end of August and are generally ready for shipment during the latter part of August and September.

Red Spring: A lighter colored fish than Sockeye, and not quite so firmly knitted in the flesh on account of the larger size. They vary in weight from 12 to 90 pounds, and are caught during the months of June, July and August.

Cohoes: These fish show lighter color and less oil than Red Spring. They vary in weight from six to fifteen pounds each and are caught later in the season than the Sockeye and Red Spring.

Pinks: These are small fish, averaging four to six pounds each. They are well flavored, but show only a light pink color and not much oil. Pinks are also a late fish and usually shipments are not ready before September.

Chums: These are the lowest-priced grade of salmon and are caught during the autumn months. They are practically colorless and show no oil.

In the canning of salmon, machinery is used largely. The fish is taken fresh from the salt water and immediately conveyed to the centre of the canneries by conveyers, and there passed into a machine known as the "Iron Chink," This device is fitted with an arrangement of knives, which cut off the head, tail and fins and remove the entrails, at the rate of about forty fish per minute. Each fish then receives careful washing in fresh running water and is passed on to a large revolving cutter or "gang knives," which divide the cleaned fish into sizes suitable for the cans.

Process of Packing

These pieces are then conveyed to the filling tables, and are carefully packed into the various-shaped tins. The filled cans are then fed into the wiping machine, where, by means of steam jets and brushes the cans are cleaned of any particle of fish which may remain on the outside of the can.

From the wiper the cans move on to the weighing machine, which turns aside with accuracy all light cans, allowing those of a standard weight to proceed to the "clincher," which lightly fits on the tops of the cans, without interrupting their journey to the "exhaust," a long steam box heated to a temperature of 212 degrees. The cans travel through these boxes for twenty minutes, during which time the fish is partially cooked and the outside air expelled.

The cans then pass along to the closing machine, which securely seams down the tops of the cans, making them airtight. These hermetically-sealed tins are then conveyed to the retorts, where the salmon receives its second cooking at a temperature of 240 degrees. Following this the cans are thoroughly washed, lacquered, labelled and boxed.

IMPORTS OF BELGIAN FOODSTUFFS SHOW GAIN

A. S. Bleakney reports from Brussels that Belgian imports for the nine months ending September of 1921 show a decrease in value of nearly two billion (2,000,000,000) francs on the figures for the corresponding period in 1920. This represents a fall of 19 per cent., which, considering the industrial crisis from which this country, in company with others, is emerging, cannot be considered excessive. The shrinkage in value, largely effected by importations from Germany, is reflected in the weight of imports, which increased by almost 4,000,000 francs, while food products, in which Canada is principally interested, showed a slight increase. Prices of food on the whole are firm, many showing an upward tendency.

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Knowledge is Power

THE PRESERVING of fresh sea foods in hermetically sealed cans had its beginning over one hundred years ago, and the discovery that foods so treated and sterilized by exposure to a high degree of heat would keep wholesome for several years is credited to a French scientist.

Since then, and particularly during the last quarter of a century, the process has been greatly improved, and the canning industry has been making rapid strides. At the present time there is about twenty million dollars invested in fish canning plants. Each year new factories are being built to supply the ever increasing demand for canned fish and new varieties of fish products are constantly being added to the list.

One of the advantages in canned fish is that the customer can procure almost any kind of sea food throughout the entire year. As canned fish is wholly or partially prepared for the table and will keep in perfect condition for many months, the value cannot be estimated. From the retailer's point of view, canned fish can easily be classed as one of the "steady sellers" and the more it is featured the greater will be the reward in the way of increased sales and incidentally a larger profit. One of the best methods to get this increase in sales is to know something about the habits, methods of catching and canning the various sea food products and the more the merchants know about them the more he can talk intelligently about them to the customers.

With this object in view we are publishing in this issue, several intensely interesting stories on several of the more popular lines of fish sold in cans. The merchant is therefore well advised to peruse these articles carefully.

The Proper Window for Easter

THE QUESTION as to whether the best results can be obtained from displaying a single item or an assortment of articles of like character in the window is one which can only be determined by local conditions. A word of caution might be dropped against a bewildering assortment in window displays. Do not overlook the real purpose of window displays, namely, to focus the attention of the passerby on some article which you have for sale and having caught his attention and brought him into your store, see that the article displayed in the window is also prominently displayed inside. During the Easter season particularly, when the warm spring weather brings out the crowds, every effort should be put forth to make the windows pay hundred per cent. dividends.

Don't Kill Confidence

ONE ADVANTAGE in having the confidence of your customer is her willingness to change from one brand to another, because of your recommendation. Yet there are some clerks and merchants too, who kill this confidence by talking goods that don't come up to their representation. There may be several reasons for doing this. Perhaps the stock is too heavy, or may be someone has loaded you with a line that did not turn out to be as good a quality as you expected. We know of one merchant who makes it a practice of taking home a sample of practically every line he carries, and if he finds that article "up to the mark in quality" he makes a point of telling his customers about it. But on the other hand if the article is not all as represented he does not buy, or having bought, he tells his customers the plain facts about the line.

Whether this merchant's plan can be worked out in every case will have to be decided upon by each individual merchant. But in any case, don't disappoint your customer in your eagerness to make a sale. It doesn't pay.

Concentration Will Sell

RECENTLY a manufacturer sent a clipping from Canadian Grocer to each and every person on his sales staff. This clipping told the story of a merchant who had made a special drive on a certain article by displaying it in the windows and advertising in the local papers. The merchant, however, did not let the matter rest on the one article, but choosing another one, which was used in the preparation for the table, he concentrated selling efforts on the article that was not advertised. The result was that the merchant not only disposed of a large quantity of the article advertised but also passed over the counter another article with practically every sale.

The manufacturer enclosed with the clipping, a letter to the salespeople pointing out that "in order to swell your volume of sales, it is only necessary to concentrate."

Editorial Briefs

HOW IS IT that every person who drives a car is afraid of the other fellow?

* * *

DON'T WASTE your time figuring out why a black hen lays a white egg but get the egg.

* * *

BEHIND EVERY business that keeps up with the times is an individual who keeps ahead of them.

* * *

THE EAR IS a wonderful organ, but how many of us can distinguish between celery eating and stepping on a basket?

* * *

SERVICE should be the watchword of the retailer to-day; he must retain the confidence of the buying public, and he must of necessity take more pains with the public.

* * * *

NEVER BEFORE in history has the demand for kindness, courtesy and consideration been louder or more insistent. Even political platforms have been founded on it. "The Square Deal" is, after all, but another way of stating kindness and consideration.

* * * *

DO YOU KNOW that there are lots of canners who pack canned foods under their own brands and who take pride in what they put into a can and who often find it hard to dispose of their packs because some buyers give preference to other packers who pack to get quantity rather than quality and who sell at low prices?

* * * *

IT HAS BEEN said that the retailer is in business for two reasons: First, to serve the consumer, and, second, to collect compensation therefrom. Therefore, the better the service, the better the business and more compensation the servant can obtain. Give more time to plan good service and the result will soon be apparent in your cash register.

* * * *

SUGGESTING uses for goods on sale adds materially to the total of goods sold within the week or month. This is especially true when people are making purchases for others. Customers are often unaided in making decisions of this sort because the salespeople themselves have no adequate knowledge of the uses of the articles which they are selling.

Small Lobsters Best for Canning

Lobsters Weighing From Fifteen to Twenty Pounds Are Not Uncommon—Many Difficulties Are Encountered in Safeguarding Natural Propagation—Some Interesting Facts About Lobster

THE LOBSTER is a fish of the crab species which is rated by many people as the most delicate and delicious of all sea foods. Its meat is canned in immense quantities, the smallest of the catch retained being generally used for the purpose.

Lobsters weighing from fifteen to twenty pounds are not uncommon. It is the weight for size that indicates the quality—a large, light specimen is never as good as one smaller but heavier in proportion. A nine-inch lobster generally weighs about one pound. The enormous consumption and the difficulties experienced in safeguarding natural propagation have resulted in a steady diminution of the supply, but energetic measures are being taken by the government to offset the conditions, and in the "sea nurseries" artificial propagation has already proved so successful that it is reasonable to hope for a long and large supply for the future. One of the most difficult problems is to prevent the baby lobsters from destroying each other, their cannibalistic tendencies making doubly arduous the care required to raise them.

The Lobster of the Atlantic

The lobster of the Atlantic Coast is distinguished from others of the family by its immense claws. The native "spiney lobster" of the Pacific Coast, and the Cuban and French lobsters, have no claws, but are characterized by their "horns," or remarkably well-developed antennae. On the Atlantic Coast, lobster fishing is conducted all the way from Labrador to Delaware, but the coasts of Maine and Nova Scotia are the most fruitful sections. Nova Scotia is also noted for its large canneries.

Lobsters hug the shores of rocky coasts during the summer and are then more easily obtained than in the winter, when they go farther to sea. They are caught by means of "pots" or traps —box-like affairs, averaging four feet long and two high, made of laths or iron bars. The entrance, on the end, is funnel-shaped and of netting or wood, so formed as to make ingress easy, and egress practically impossible. The pot is bated with fish, weighted and sunk to the bottom of the lobsters' feeding-ground, generally about a half mile from shore, its location being marked by a buoy bearing the owner's name. The fisherman empties the pot through a door at the top, and throws back into the water the lobsters under the legal size—which is regulated by legislation.

Two Out of 10,000 Reach Maturity

It is estimated that but two lobsters out of every ten thousand reach maturity, but to counteract this alarmingly small percentage, a ten-inch lobster produces about ten thousand eggs at a time and doubles her product with every additional two inches of length. The young lobster casts his shell four times before the characteristics of the adult are assumed, and until the fifth change, which is reached at the age of from three to six weeks, it remains near the surface of the water and is destroyed by the million, both by storms and surface-feeding fish. After this period, its habitat is the bottom of the sea, where it feeds principally on fish, alive or dead indifferently. It grows only during, or immediately after, its annual moulting or casting of its shell, but at that time the rapidity of its development is wonderful.

Are Voracious in Habits

Lobsters are very voracious in their habits, and frequently have very animated combats among themselves, during which one of the combatants is reasonably sure to lose some part of a leg or claw—another member grows in its place, but it is always smaller than the original.

Shellfish, and especially lobsters, afford more phosphorus than any other food. They are, perhaps, unconsciously, on this account much eaten by the nerve-racked workers of the great cities.

The Source of Caviar

Caviar is the salted roe of various large fish of the sturgeon family. Nearly all the world's supply now comes from the Caspian Sea.

The finest quality Caviar is that from the Beluga, a Russian word meaning "Great White Sturgeon," the largest of all sturgeons, which grows to a length of twelve or fourteen feet and sometimes weighs considerably more than a ton—a single cowfish of that size giving as much as 360 pounds of caviar. These very big fish are becoming more scarce every year and the average Beluga now caught is much smaller.

After the fish has been killed the roe is separated from the skin and fine tissues which envelop it by gently rubbing through a sieve. For "fresh," i. e., mildly salted, caviar, only roe in the best possible condition is suitable. It is salted in the proportion of two to six pounds to each 100 pounds of roe, drained and put in air-tight tin packages or glass jars.

The size of the egg or grain varies from very small to that of peas. The color is generally black, but may be also any one of various shades of yellow, grey, dark green and brown. The real test of caviar is its flavor, and this is as often found in the small as in the large grain and in the black as in any other color, but the large eggs and the grey and yellow or "gold" colors are the most rare and therefore the most expensive. There is very little caviar produced in North America today, uncontrolled slaughter of the fish for many years having rendered it so scarce that it hardly pays to hunt it.

Caviar is generally eaten on bread or toast with oil, lemon juice or vinegar and various garnishes. It is also occasionally served on ice as a special course at luncheon and dinner parties.

Taking the eggs or roe from the sturgeon to be converted into Caviar

The Quality Brand you can always depend on

KING OSCAR SARDINES

These temptingly flavored, highest grade sardines are hygienically packed from the finest carefully selected Norwegian caught bristlings in the purest of olive oil.

You can highly recommend them to your better class of trade and know that their unusually fine flavor and high standard quality will always insure steady repeat orders. The big sardine time is in full swing. It will pay you to keep KING OSCAR BRAND well displayed all through the warm weather months.

Your wholesaler can supply you.

Canadian Agents:

John W. Bickle & Greening

Hamilton, Ontario

Now is the time to put in an attractive window of good "COHOE SALMON"

From the standpoint of quality and flavor you can't beat these four high grade Cohoes. Their unusually fine flavor and the delicious, firm texture of their meat, more than recompenses for their slightly lesser degree of color than the Sockeye variety.

"Golden Net" "Eagle" "Unicorn" and "Target"

You will find a good window display **right now** of these four popular brands of "Cohoes" will bring you excellent profits. You will also find that the majority of your customers who try them will continue to buy them all through the summer. Order a trial supply and put in a window. But when you order be sure you say "Golden Net," "Eagle," "Unicorn" or "Target" brands to your wholesaler. Once you try them you'll understand why it pays to be so particular.

Packed and backed by the packers of the famous "Clover Leaf" and "Maple Leaf" brands canned salmon.

B. C. FISHING and PACKING CO., Limited

Vancouver, B. C.

THE BEST

Lily Brand

CHICKEN HADDIES

REGISTERED

Coloured Posters sent Free upon Request.

Packed at Canso, N.S., by the

MARITIME FISH CORPORATION, Limited

General Sales Office:
MONTREAL

Packers of the Celebrated
Maple Leaf Brand Codfish Flakes

The Signature

WHEN AN ARTIST completes a painting and —having put into it his utmost skill—considers it *worthy*, he SIGNS HIS CANVAS.

WHEN A WRITER finishes his literary creation be it a book or an international news dispatch he takes the *full responsibility* as well as the *credit* for its production by having it appear UNDER HIS NAME.

WHEN A MUSICIAN completes his composition he proudly *acknowledges his authorship* by SIGNING THE SCORE.

THERE HAS COME TO BE A SINISTER MEANING TO THE WORD "ANONYMOUS."

THE WALLACE FISHERIES LIMITED are *proud* to have their name on every label on "KILTIE" Brand Pink Salmon

a pledge

Western Merchandisers

Alberta

Mr. F. M. Thompson has the largest general store in Blairmore, Alta. Mr. H. Pinkney, the grocery manager, understands every phase of the grocery business and gets the best results from his clerks by taking them into his confidence and passing on to them all the information he can possibly obtain about his different lines. He believes in the system of having a "get-together-meeting" every couple of weeks and discussing certain lines that move more slowly than they should, consequently has no dead stock on his shelves as his clerks have all become very efficient salesmen through such methods being adopted.

When he saw a comparison made between a good quality red spring salmon and KILTIE Pink salmon for flavor, and found the KILTIE Pink to be the nicer, and realized the price was considerably less, he immediately added it to his specials, and has now worked up a nice trade on KILTIE Brand Pink salmon.

Saskatchewan

Granger's store in Creelman, Sask., has recently been renovated and rearranged. Mr. N. Wiseman, the new manager, embodied some new ideas in his work and now has a very up-to-date general store. He has adopted the straight cash business, which is becoming more popular every day. It enables him to sell for less than the old method, his customers are better satisfied and are finding it the most economical way to make their purchases. He had a neat display of KILTIE salmon on one of his grocery counters and has found it to be one of his most profitable lines. He does not hesitate to recommend it to his most discriminating customers, as he has sold considerable of it and found his customers well pleased with the quality and flavor.

British Columbia

Messrs. Shields & Co., of Lumby, B.C., have an attractive department store in the Okanagan Valley. Their customers have always been served with the best it was possible to get and Mr. Shields immediately added KILTIE Pink salmon to his quality lines as soon as he saw it opened and found the color and flavor the best he had ever tasted or seen. He has a way of making neat displays of his different lines, which makes all available spaces efficient silent salesmen.

WE WOULD GLADLY HEAR FROM OTHER RETAIL MERCHANTS.

2,000,000 thoughts we are driving home these advertisements

1 How to use O-Cedar Polish to obtain the true "O-Cedar Result."

2 The "O-Cedar Result" when O-Cedar is used on furniture.

3 The superior features of the O-Cedar Polish Mop.

People will read every week.

Think of it– two million people, including practically every housewife in your town will see these Advertisements featuring

O-Cedar Polish

These women will read of the excellent results to be obtained by the use of O-Cedar Polish and the O-Cedar Polish Mop.

A goodly number of them will come to your store for O-Cedar Products. Are you ready to supply their needs? Is your stock of O-Cedar Polish, O-Cedar Polish Mops, O-Cedar Dusting Mops Complete?

If not—prepare for the business that is coming your way. Place your order with your jobber to-day.

Retail Prices:

O-Cedar Polish in Bottles, 30c and 60c. In Tins, $1.50, $2.50, $3.50.
O-Cedar Polish Mop, large size, triangular shape, $2.00. O-Cedar Dusting Mop, large size, triangular shape, $2.00.
O-Cedar Polish Mop, small size, triangular shape, $1.25.

CHANNELL LIMITED, TORONTO

Compares Slow With Rapid Turnover

Ways to Regulate Retail Credit Giving—Merchant Carrying a General Line of Merchandise Seeks Information as to Whether Slower Moving Lines With a Gross Margin of 35 Per Cent. or Faster Lines at 18 Per Cent. Are the Better

By HENRY JOHNSON, Jr.

THIS MAN writes of basic things in an intelligent way:

Quebec, February 16, 1922.

Henry Johnson, Jr., Canadian Grocer:

Dear Sir,—I read your stories with interest and profit, and I want to ask you a question. I have a general store. My expenses are around 14 per cent. There are certain lines in my dry goods stock that do not turn more than twice a year. There is a certain package tea that turns nine times a year with a gross margin of 18 per cent. In trying to figure my net profit on different lines, I often wonder if the slow-turning lines of dry goods carrying gross margins of 35 per cent, do me any more good than a fast-moving line like the tea I mention, which turns nine times at 18 per cent.

Yours truly,

That letter indicates how many merchants are taking apart their figures to study them in detail, and segregate the things that pay real money in correct proportion to the cost of handling, risk and all other factors; and that I feel is the most vital study of all.

Assuming that no element enters into this problem save that of capital investment and the earnings to be derived therefrom, the dry goods items show up best. For, if you assume four per cent. net on each turn of the tea and make the turn nine times, you will have 36 per cent net earnings on sales. Divide that by 82, the figure that will stand for cost ratio to the dollar of sales, and you will have earnings of 44 per cent on capital employed.

Against that, assume that there is 17 per cent net made on each turn of the dry goods items, you have two turns and show 34 per cent. earned on sales. Divide that by 65, which is the figure that will stand for capital in this case, and you will find annual earnings of 52.3 per cent. plus on capital used.

Cost of Handling Not the Same On All Lines

But with an average of 14 per cent. expense on sales, it is certain that the tea costs less and the drygoods items more than the average to handle. Not knowing what the dry goods items are, I cannot judge definitely, but I should assume that probably a fair division of general expense would assign not more than 10 per cent to the tea and fully 20 per cent. to the others. Then the figures would show 8 per cent. net on tea and 15 per cent net on the others for each turn. We should then have 72 per cent on the tea sales, which, figured back on the same basis to capital, would show capital earnings of 87.8 per cent. plus. We should then have 30 per cent. on sales of the drygoods items, which would show 46.1 per cent. plus on capital.

All of this takes no account of the probably higher capital investment in the dry goods, nor their possible style value, or seasonal limitations and the consequent additional risks involved, against the tea, which is practically a staple. But this does not mean that the dry goods items are not legitimate, profitable and probably necessary to the business. A merchant must keep up a suitable assortment to meet the demands of his trade. Failing that, he soon will have no business. But this does mean that a man must be ever watchful to carry the minimum slow-turning stocks possible to meet his trade's needs, putting pressure on lines that move rapidly and which carry the least risk.

To carry light stocks is good business always. Better let your money out at interest than carry it locked up in idle stocks.

How to Handle Credits

A merchant who does a large proportion of his business on credit seeks ways to make his customers pay up more promptly. He has tried attaching 2 per cent. where goods are charged and rebating this if the bill is paid in or within 30 days; but this induced cash buyers to take full 30 days, since there was no advantage in paying cash while credit customers "got mad." He questions about the plan of marking goods high enough to cover all average credit charges, and losses, and then giving a discount for cash. He thinks this might make his prices so high as to put him out of competition.

What he wants is so to arrange his business that the credit customer will be made to pay directly for the bookkeeping, risk, interest and collection of accounts and which also will discourage the trade of those who habitually let their bills run to the overdue point.

My experience leads me to these conclusions: that the credit business must be regulated and limited by certain fixed rules which are operated, as all rules must be, with negligible exceptions, carefully considered and closely limited.

The first rule must be the time-limit during which accounts will be run. Usually this is 30 days, but in certain localities it is longer. It may be necessary to finance the living of farmers between crops, yet this is not nearly so necessary as some think. I know a very successful general merchant who holds that the banks must finance farmers—and his belief is justified, for that is precisely what he has succeeded in effecting in his town. Reason it out: If the farmer is good he can get money from those whose business is to deal in money. Then the farmer pays the cost of that money, and the merchant has nothing to do with that phase of the question. If the farmer is not good, you don't want him.

Laws of the Medes and Persians

Now, there are no laws like unto those of the Medes and Persians, "which altereth not," but you will not be successful if you do not make yourself feel that your rules are just of that kind and that you must obey them. Let that sink in: You cannot make exceptions without jeopardizing your success. So 30 days, or any other period decided on, must be regarded as the deadline—and you must not overstep it.

Second rule.—Just as strongly insisted on—no balances are to be carried for anyone in any circumstances.

Third rule.—Take a loss now rather than later, stop the leak while it is small.

Success in this presupposes that you act on the idea that prevention is better than cure. Find out all about the customer from himself first. Be frank about this. You are entitled to know all about anybody to whom you are asked to loan money, which is what extending credit amounts to. State your terms clearly, ascertain how much the account is apt to run to in the 30 days and note that amount somewhere on your record of that account. Verify, or correct, your information before you let any goods leave your store charged to the customer. If everything is not satisfactory, do not open the account at all.

(Continued on page 54)

Is This Man Just a Storekeeper or Is He a Merchant?

By a Vancouver Correspondent.

One of the salesmen for a salmon packer called upon a prairie retailer lately and asked him how his pink salmon was selling.

"Oh, it's not selling very fast," said the storekeeper. Just at this point the editor feels inclined to scratch out "storekeeper" and put in "merchant," but wait and see. "No," added the storekeeper, "I find that cohoe sells better than pink salmon. My customers usually take cohoe at the same price."

"The same price," said the traveller, "You don't mean to tell me that you have them marked at the same price?"

"Sure they are, both at 40 cents per tin," said the retailer.

"But," said the traveller, "your pink salmon is costing you less than fifteen cents per tin. Don't you think you are exacting a rather steep profit from one can of pink salmon? It certainly is not a fair price to the consumer, and it is not fair to the packer who is putting up a splendid article of food that could be sold to the consumer at 20 cents, giving her good value, and you a fair profit."

He pleaded in vain that the turnover would be faster and the total profit greater if the price were reasonable. The retailer was obdurate. He said his customers had been accustomed to paying that much for a can of salmon and he was not going to make any change.

The salesman pointed out that there should be a difference between red cohoe salmon and pinks, at least a difference of 10 cents per can.

So the retailer conceded his point.... and raised his cohoe price to 50 cents.

Now—Is he a STOREKEEPER or a MERCHANT?

Makes Displays of Canned Fish That Mean Bigger Sales

Montreal:—To the grocer, the variety of canned fish on the market offers a splendid opportunity for seizing a part of the weekly demand for fish.

The manner of display has no limit, neither does it require a separate department. It carries with it practically no risk. What it does require is a little forethought, salesmanship, and the energy to make displays of the line at the right time.

One Grocer's Experience.

Alex. Davidson, proprietor of a grocery store at 4907 Sherbrooke St., west, Westmount, in the heart of the residental section of Montreal, does a good trade in fish on Thursday and Friday of every week in virtue of the special displays of canned fish that he makes in his windows and on his counters at that time. In speaking to Canadian Grocer representative about the opportunity he said, "By talking the merits of canned fish of all descriptions and by making displays of it at the psychological time I have built up a good trade in this particular line. Not only that, but I have so impressed it on the minds of my customers that now without any special display I notice an increased demand for canned fish when fish day comes around. Canned fish is good and the trouble is that the public do not know it. Some years ago people had trouble with canned goods which seemed to reflect particularly on canned fish and they have not been taught since that there has been a vast improvement in the packing of all canned goods. If a grocer will take the trouble to do this he can command a good part of the fish trade.

HELPED THE INVENTORY

Georgetown, P. E. I.

Editor, Canadian Grocer,

Dear Sirs:—

The list of proprietary articles published in February 10th is a good idea. We made use of it and find it great help in assisting us to mark our inventory correctly.

Will be good thing if you will publish it once every three months.

G. J. SOLOMAN.

Interior of the store of H. A. Ross, Oshawa, Ont. The insert on the right is a reproduction of a window display of canned fish. Note how this window is coupled with the display of canned fish on the table to the left

Business Ethics

By Rotarian R. S. CORYELL, a retail dealer, in Rotary Voice

THE greatest business enterprise in Canada—that of supplying the needs of the Canadian public—remains unorganized in many important phases except for a few small groups. This broad statement may be challenged, but the fact remains that few sections of retail business have advanced to the point of organizing in order that they might render the most useful service to the communities in which they do business.

In view of this condition, it is difficult to do more than suggest in a broad way some of the elementary and basic laws upon which a Code of Correct Practice for retailers might be founded.

It is true that in Canada there are many splendid and conspicuous examples of individual retail store enterprises which are serving the public honorably and fairly, and whose staffs are trained to exercise the Golden Rule in their contact with their employers and the store's customers. If the Business Methods Committee of the Rotary Club are successful in so emphasizing the need for a Code of Correct Practice for retail merchants to which all can subscribe, as to stimulate them to action, they will have rendered a great and lasting service to the merchants and the buying public of Canada.

Broadly speaking, such a code would fall naturally into three divisions:

1. The responsibility of a retail store to customers.

2. The responsibility of a retail store to its employees.

3. The responsibility of the employees of a retail store to their employer.

No code is worth the effort to write it, however, that has not as its cornerstone The Golden Rule. All the high-sounding declarations of a merchant such as "Satisfaction or your money back," "Satisfaction guaranteed, and you to be the judge," and so on, will avail him nothing in the long run if he has not within him the desire to operate on the principle of the Golden Rule and the ability to transmit this desire to his employees. Similarly, in his relations with employees, the same old Golden Rule is the lubricant that preserves harmony and challenges the loyal service of his staff to himself and his business.

Certain it is, however, that definite lines of conduct can and should be laid down for the guidance of the various trade sections of retail business. Perhaps the writer will be pardoned if he falls into the easiest way of suggesting what these might be by quoting some of the plans that have been evolved in the process of "cleaning house" in the business with which he is connected.

Under the first heading of the three noted above are these:

(a) One fair price to all customers—no salesman is permitted to juggle prices.

(b) Truthful presentation of the facts about the goods. We believe the truth is always good enough.

(c) Our pledge to customers is "Satisfaction guaranteed here, and You be the judge"—in other words, when dissatisfaction exists, the customer is permitted to dictate the method of adjustment.

Under the second heading are these:

(a) Believing that every employee of this house realizes that his or her interests are identical with ours, he or she is assumed to be loyal members of the organization until we find otherwise.

(b) Realizing that a record of continuous and faithful service to the house should have its reward, we carry insurance on the life of every employee of six months or more service, payable to his or her dependents in the event of death.

(c) With a view to conserving the health and strength of our staff, we are exponents of short hours with Saturday half-holidays in the summer months.

Under the third heading are these:

(a) We expect our employees to reciprocate our faith in them by giving a full day's work for a full day's pay.

(b) We regard every employee, no matter what the title of his job may be, as a potential salesman and as a loyal member of the organization to do everything in his power to advance the interests and to conserve the reputation of this house.

(c) We expect every employee to so regard his connection with this business as to be fully sensible to his responsibility as a representative of the company, and to keep himself clean in appearance and speech and to conduct himself in such a manner as to reflect credit upon the institution.

A splendid selling window display of canned fish. One of the features of this display is the dish placed near the front of the window containing the contents of a can of fish. The window was trimmed by the A. and C. Grocery, Vancouver, B. C.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Maritimes

T. H. Estabrooks, president T. H. Estabrooks Co., St. John, N. B., has returned from a couple of months' trip in Florida. He was accompanied by Mrs. Estabrooks.

Walter C. Rafuse, for many years a traveler in the Maritimes, passed away in Lunenburg, N. S., a few days ago. He was 57 years of age, and is survived by his wife and one daughter.

Quebec

Fred McBride, of the J. T. McBride Co., St. James St., Montreal, is travelling in Western Ontario this week. He was in Toronto during the early part of the week.

Henri Jonas, managing director of the Henri Jonas & Co., St. Paul St., Montreal, sailed from New York on Wednesday last by the S. S. Paris for France. Mr. Jonas is on a business trip and will be away for five or six weeks.

Ontario

The St. Thomas Packing Co., is contemplating erecting a cold storage plant in Welland.

G. & E. Eldon, Kintmore, have sold out their general store to Black & Cook, of Ingersoll.

Robert G. Lindsay, Durham, has disposed of his grocery business to Wm. J. Volett of the township of Bentinck.

Sir Alexander Maguire and Mr. Patterson of England were recently in Pembroke at the plant of the Canadian Match Co.

The retail grocers of London have unanimously decided to observe the Wednesday half holiday during May, June, July, August and September.

The Board of Trade of Thorold, recently recommended to the town council, that a license fee of $1.000 be the proper amount for persons operating as transient traders.

Charles T. Miller, manager Red Rose Tea Co., and Charles E. Edmonds, general manager Christie Brown Co., were among the Toronto members of the Rotary Club who went to the meeting in Rochester, N. Y., last week.

The death occurred in Tillsonburg, last week of ex-Mayor W. B. Hogarth, in his 67th year. The late Mr. Hogarth conducted a grocery and general store in Tillsonburg for many years. Two years ago the business was taken over by his son. He served several years in the council as wll as occupying the position of chief magistrate.

J. J. SEWARD

Montreal Manager of Bovril Ltd., Goes To England

J. J. Seward, manager of the Canadian Branch of Bovril Limited, Montreal, sailed on Thursday of last week from St John, N. B., on the Minnedosa for Liverpool. Mr. Seward is accompanied by his wife on a short visit to England which comprises a holiday and a visit to the home office in order to get in close touch with business conditions outside of Canada. It is 8 years since Mr. Seward paid his last visit to his home in England. Now that the new factory in Montreal has been completed and in running order Mr. Seward has found the opportunity to take a few months leave.

Navigation Opens One Week Earlier Than Last Year

Montreal—The port of Montreal will be opened and the navigation of the St. Lawrence River will be recommenced by passenger and freight vessels on April 24th, one week earlier than last season.

The Cape Diamond and the Saguenay will leave this port on April 24th and April 25th respectively for Quebec and the intermediate points, Sorel and Three Rivers, laying down and picking up freight. Just as soon as the canal is ready the freighter Edmonton, bound from Montreal to Fort William and putting in at Toronto and Hamilton, will leave Montreal. Other freighters and grain carriers will have preceded her in the meantime from lake ports and will compose the first to bring down grain from the head of the lakes to local elevators.

A New Freight Service

A newly planned freight service is scheduled to run from Montreal weekly every Thursday and two big freight carriers will maintain the connection throughout navigation season. The Richelieu River is all clear, the ice push having come earlier this year than in previous years.

These facts are of special interest to the grocery trade in view of the fact that the boat freight service offers the towns on the St. Lawrence and on Lake Ontario a cheaper form of distribution. As far west as Cornwall and east to below Quebec is fed by Montreal firms and many retail grocers are awaiting the opening of navigation to replenish their supplies. Molasses, for one thing, is largely handled by the river freighters.

New Goods

"Certo" is a new product being placed on the market by the Douglas Packing Co., Cobourg, Ont. The scientific name is Pectin, which has been in use by jam and marmalade manufacturers for many years, but now it is being put up in bottles for home use. Pectin is one of the elements nature puts into fruits. It is what makes jelly "jell." It is found in all fruits but the quantity varies with different degrees of ripeness. "Certo" is the brand name of this Pectin the above company is putting up for household use. They have also issued a booklet showing how it is used for different fruits.

J. E. Adams of the Adams Grocery Ltd., Lindsay, accompanied by Mrs. Adams, has just returned from Florida, where they spent the greater part of the winter.

Letters to Editor

FOLLOWS THE MARKET CLOSELY

Editor, Canadian Grocer.

Your Proprietary Article issue of Feb. 10 is a help to the merchants of this country who are trying to get their prices based on the present prevailing market prices and as some lines are not selling in any large quantities, it makes it easy for the merchant to go through his grocery and mark his prices down accordingly.

Every merchant should at this time retail his goods at the actual value of same.

For the last year and a half I have been following the market as closely as possible and I might say that business was never so good as at the present time and I attribute this to selling my goods as low as possible. I do not mean cutting prices because I am getting the profit but I am following the markets and selling to the people their supplies at a fair price. Your paper "CANADIAN GROCER" is a great help to any retail merchant.

John A. McLean.

Wyoming, Ont.

OPPOSES PROPOSED EGG MARKING MEASURE

Editor Canadian Grocer:—With reference to the contemplated "Marking of Eggs Act," we wish to protest strongly against the proposed measure, as being amongst other things quite impracticable as we see it. With one hundred and one formulae "changing hourly" and with the source of supply of eggs varying in like manner, it would be impossible to carry out the intention of such an act.

Aside from this, as we see it, there would be as much sense and justice in calling upon us to mark, say, all goods, American flour or other ingredients which are in general use at the Pacific Coast, the origin of which is liable to be one hour B. C. production, and U. S. or other origin the next hour.

Hampton Bros., Ltd.,
Per H. J. Hampton.

Vancouver, B. C.

BUTTER MAKER WANTED

Does any reader know of a butter maker who would be interested in opening and operating a creamery in a good locality?

Canadian Grocer has a letter of enquiry from a subscriber in Ontario in this connection. This merchant would like to correspond with a reliable man who is a good butter maker with a view to erecting a creamery. If you know of a man, please have him write us—153 University Ave., Toronto.

Are Package Teas Due for an Early Jump in Prices?

Montreal. — In view of the rapidly advancing prices on black teas, a jump may be expected in package teas in the near future. Some brands have been advancing in step with the bulk market but others have not changed in many months and in these a big advance may be expected. H. Cluse, the Montreal manager of Salada Tea Co., when asked for his opinion of future developments in package teas said, "primary markets have been advancing rapidly and I believe have not yet reached their peak. In the last year prices have gone up fifteen cents, but package teas have not kept pace. Our prices have not been changed in many months with the result that to buy to-day the cost would be higher than the present selling prices. It looks as if some change would come."

J. Anderson, manager of Chase and Sanborn Co., Montreal, speaking to Canadian Grocer said: "Our policy has been to bring up our prices a little at a time so as to avoid any big jumps. The present price I think will cover the market for the next two weeks, but if the primary markets keep on advancing as they have in the past few months, another advance will be necessitated by the end of this month. Personally I do not think that black teas have yet reached their peak."

Local wholesalers look for an advance in some package teas which have not had a change in many months. It is claimed that with the big advance in primary markets, local prices cannot help but keep pace. Some wholesalers guess the advance at ten or fifteen cents a pound.

Delivery Boys Fake Hold-up Order To Rob Employers

Montreal. — For the second time recently the public's attention has been drawn to a ruse on the part of a delivery boy in obtaining money from his employer under false pretences. In both cases it was a butcher who suffered. On a Saturday night recently a young boy, 15 years of age, employed by one of the local butchers was found gagged and bound in a lane on Ontario Street, East, near Amherst. The boy claimed that he had been attacked and robbed of $33.00, the money he had collected for his employer. When the boy was questioned however, he did not give satisfactory explanations and the police made enquiries. In the first place they found that the cord and the gag on the boy were by no means tight and that with very little trouble he could have shouted for help. The detective decided there was something wrong and searched the district for further information. Later he found a wallet in the possession of another boy which contained $15.50. The wallet was later identified as the property of the butcher who employed the first boy. The second boy admitted that he had got the wallet from his friend. Both boys were arrested and will appear in the Juvenile Court. A similar case happened some weeks ago when the delivery boy for another local butcher faked a hold-up and reported to his employer that he had been robbed of $50, which he had collected that night. This boy went so far as to allow a companion to hit him over the head with a bottle, causing a severe gash in his scalp, in order to substantiate his claim that he had been robbed. Under a cross examination by the detective department he admitted that the whole thing had been staged and that the money was to be found in his room in a local boarding house.

London Business Men Want Sales Tax Changed

London. — London wholesalers are joining hands with the retailers of the city in demanding that the Federal Government revise the existing sales tax. Representations have been made to Ottawa by the secretary of the retailers' association to have all groceries subjected to a uniform tax of three per cent. at the source of origin or of entry to the country.

"One tax on the manufacturer, producer or importer of goods would simplify business for the wholesale as well as the retail merchants," William Smith, of T. B. Escott & Co., stated: "it would of course eliminate a great deal of unnecessary bookkeeping for us and help the Government collect the revenue from the taxable commodities. We have placed the matter before the Government at Ottawa."

BUSINESS CHANGES

A. J. Mercer has taken over the grocery business of J. Stewart in Owen Sound.

W. A. Carson, formerly of Tilney, Sask., has commenced business at Long Branch, P. O.

W. E. Maxwell is managing the new Dominion Stores at 1485 Queen St. West, Toronto.

The Colonial Meat and Dairy Produce Market, Hamilton and Timmins proprietors, have commenced business with a store at Ontario and Cannon Streets, Hamilton.

CATALOGS AND BOOKLETS

The Canadian Debentures Corporation, Ltd., Toronto, have issued a booklet entitled "Dominion Income Tax Questions and Answers." It is the work of a tax specialist. It is intended to simplify for any individual, company or estate the matter of filling out their income tax returns.

WESTERN CANADA NEWS

John Finlay, Kerrisdale, B. C., has bought out S. G. Walters at 45th and Vine Streets.

Mrs. B. E. Hoy who conducted a store at Venables Street, Vancouver, has now opened up at 2117 41st W.

E. P. Magowan, Montreal manager of the Donald H. Bain Company, spent a few days at the firm's head office, Winnipeg, before returning to the East.

F. Cross is now proprietor of the business at West Summerland, B. C., known as the Summerland Mercantile Co., Ltd.

C. & J. Jones of Winnipeg, grocery brokers, have been appointed agents by Evans, Coleman & Evans Limited, of Vancouver, for their Shamrock, Autumn Leaf and Carnation brands of salmon.

Fowler Manning of the Canadian Match Company, Montreal, while on a business trip to Winnipeg visited their Western representatives, Donald H. Bain Company.

J. R. Davidson, Winnipeg, passed away on Wednesday last. Mr. Davidson was editor of the Prairie Lumberman and settled in the west some ten years ago.

Robert Forbes of the Bee Starch Company Limited, Montreal, spent a few days in Winnipeg with their representatives The Great West Brokerage Company.

H. P. Pennock & Company, Winnipeg, have been appointed representatives for the Province of Saskatchewan for Rosenberg Bros. & Company of San Francisco, packers of Ensign and Iris prunes, dried fruits, etc.

H. Bishop, who formerly covered Southern Manitoba and Saskatchewan for Richards & Brown, wholesale grocers, has joined the selling staff of the W. L. MacKenzie Company Limited, Winnipeg, and will cover the province of Alberta in the interest of this firm.

Merchants in Trail, B. C. Organize An Association

Trail, B. C.:—Following on the recent organization visit of the Provincial secretary, George S. Hougham, the retail merchants of Trail completed the creation of a local branch of the Retail Merchants' Association of Canada Inc. This completes the work of organization in the Kootenay Country.

The officers chosen are as follows:—President, C. E. Tyson, of Tyson Brothers, grocers and butchers, 1st vice pres., J. Craig, men's furnishers; 2nd vice-pres., R. D. Young; treasurer, G. J. Kinnis of the Trail Mercantile Co.; secretary, T. A. Rubley.

B. C. Executive of R. M. A. Meets in Vancouver

Provincial branches were well represented at the meeting recently of the head office executive and advisory committee of the Retail Merchants' Association, in Vancouver. Reading from left to right the names are:

Front row—J. L. Ward, secretary at Nanaimo; G. H. Jacobson, vice-president B. C. Board, New Westminster; G. H. McRobbie, Dominion executive council, Vancouver; W. J. Ball, Dominion executive council, Saskatchewan; D. H. Kent, provincial treasurer, Vancouver; H. Murphy, vice-president B. C. Board, Nanaimo; J. T. Crowder, provincial president, Vancouver; H. C. Wilson, president Vancouver branch; T. F. McDowell, past president B. C. Board, Vancouver; E. Gamlin, vice-president B. C. Board, Victoria.

Second row—W. Keir, Vancouver; Geo. S. Hougham, provincial secretary; R. L. Young, Ladner; Mr. Hartle, Vancouver; R. H. Ormonde, president Nanaimo branch; S. R. Kirkham, president Duncan branch; R. Thompson, president North Vancouver branch; E. McTaggart, Vancouver; C. D. Bruce, hon. secretary Vancouver branch; R. H. Fairley, secretary Vancouver branch.

Third row—F. Cluff, Mr. Storey, D. Rose, A. A. Blain, R. M. Millar, T. H. White, all Vancouver; G. B. Armstrong, Armstrong; W. M. Kerr, New Westminster; H. B. Neilson, automotive section, Vancouver; J. N. Harvey, clothiers' section.

Fourth row—B. S. Ross, New Westminster; G. Clement, Ladner; A. B. Derifield, Vancouver; W. E. Ford, North Bend; F. C. Philip, White Rock; R. H. McDuffee, Vancouver.

Top row—J. Phillipps, R. MacMillan, J. J. Johnston, P. J. Burch, E. Almas and Ed. Byers, all Vancouver.

Hudson's Bay Co. Acquires Store In Saskatoon

Saskatoon, Sask. (Special).—The Hudson's Bay Company will take over the operation of the store of J. F. Cairns, Ltd., April 15. Ill health prompted Mr. Cairns to dispose of his business which he had built up from a small beginning in 1902.

The building, which is 100 by 140 feet, five stories and basement, is of steel and concrete with pressed brick frontage, and was occupied in 1913. Aside from its fireproof construction, the building is protected by a thorough sprinkler system. The fixtures on the main and second floors are finished in mahogany, as well as the spacious show windows; the grocery department and offices are in oak.

The acquisition of this store will bring the number of modern department stores operated by the Hudson's Bay Company up to 11; two in Saskatchewan, three in Alberta, five in British Columbia and one in Manitoba; in addition to wholesale branches in Winnipeg, Saskatoon, Regina, Edmonton, Calgary and Vancouver.

Western

Watts Bros. have succeeded P. Stewart at 1020 Nanaimo Street, Vancouver.

H. Y. Rendall, formerly in business at 10,826 124th Avenue, Edmonton, has now started in business at Jasper, Alta.

The business of the Wilson Grocery at Port Hammond, B. C. has now been changed to Russell's Grocery.

The business known at Edmonds, B. C., as Thompson & Wilson will be in future known as Wilson's Cash Grocery.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

MARKETS AT A GLANCE

SOME reductions in refined sugar prices have taken place in the Eastern and Western provinces and there appears to be a great deal of confusion in the situation in Montreal and Toronto. In the latter markets, wholesalers seem to have entered upon a price cutting war with the result that hardly two houses are quoting the same price. The average price, however, is around $6.50. Refiners have not changed their list price, but we understand that unofficially they are quoting $6.50 Montreal basis.

The raw sugar market during the week was somewhat irregular, prices being both up and down. Cubas bringing 2 7-16c c. & f. New York, for the first part of the week and later at 2 5-16c. American refiners, however, do not appear to want to pay more than 2¼c and some sales were made on that basis. There is a let up in the demand for the United Kingdom: home consumption being quiet at present owing to the possibility of a reduction in duty and buyers are not showing much interest over there at the moment.

Spot quotations on teas show some advances with the situation continuing strong reflecting the higher tendencies in primary markets.

Canned tomatoes and peas are moving freely with quotations firmly held. Lobsters and sliced pineapple are becoming cleaned up.

Evaporated apples are higher while prunes continue firm under an active demand. Raisins are rather quiet at the moment with currants strong in primary markets and unchanged on spot.

The nut situation shows little change on spot but statistically the situation is strong on account of the small stocks which makes it appear that a higher price can be expected later in the season. Rices, spices and syrups are in a firm position, but spot quotations are unchanged.

QUEBEC MARKETS

MONTREAL, April 5.—The sugar market is the feature of the grocery line with an upset condition that has virtually meant a reduction in price. Local wholesalers are quoting $6.50 on granulated of all refineries but only Dominion Sugar Refineries quote this as the list basis. Allspice, cinnamon and ginger are advanced in price. There is no change in molasses or corn syrups. Tea is also a feature with an advancing market for all black teas. Coffee is strengthing up but spot prices are unchanged. Cutting is going on in rolled oats, buckwheat flour and barley but millers state that the market is firm with strength in rolled oats. Cocoanut in packages is reduced. Rice is steadily gaining strength and an advance in local wholesale prices may be expected in the near future. Canned goods are unchanged but canned vegetables are gaining strength and point toward higher prices. There is practically no change in dried fruits.

COFFEE MARKET STRONG

Montreal.

COFFEE—Coffee prices remain unchanged although the primary markets are strong with some slight advances. Local dealers do not expect an advance in price, as far as can be seen at present but the market is certainly in a firm position.

COFFEE—

Mocha	0 50
Java	0 45
Maracaibo	0 40
No. 1 Blind compound	0 35

CUTTING IN CEREALS

Montreal.

CEREALS—The cereal market is strong as far as rolled oats, oatmeal and corn meal are concerned. Buckwheat flour however, is reduced to $4.25 per bag, split peas are reduced to $6.50 per bag and pearl barley is reduced to $4.50 per bag. The decline in buckwheat flour does not indicate the true condition of the market. In reality this flour is firm with the end of the season drawing near. The reduction quoted comes as a result of some local interests unloading an oversupply. Cutting too is going on in rolled oats but millers state that they are not anxious to sell at present prices which little more than cover costs.

CEREALS—

Rolled oats, bag	3 35	3 50
Oatmeal	....	3 75
Pearl Hominy	....	1 40
Corn meal	2 50	2 80
Graham Flour, 98 lbs.	....	7 65
Buckwheat Flour	....	4 25
Pot Barley	....	4 00
Pearl Barley	....	4 50
Beans, Ont.	..	3 50
Do., Can.	....	3 30
Lima Beans	....	0 06
White beans	....	0 07½
Green peas, dried	0 03	0 05¾
Split Peas	....	0 07¼

CANNED VEGETABLES STRONG

Montreal.

CANNED GOODS—There is no change in the canned goods market. Prices on canned vegetables are strong with talk of higher prices on corn, tomatoes and peas, since available supplies are running low. Cutting in this line has ceased but prices rule easy on canned fruits.

CANNED VEGETABLES

Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Do., Refugee	2 10	2 15
Cabbage, Simcoe, 2½s	1 80	....
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 55	1 60
Do., 2s	....	1 40
Do., 2½s	1 80	1 75
Do., gallons	..	6 25
Parsnips, Simcoe, 2's	1 80	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 50
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s	....	3 25
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	..	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80

CANNED FRUITS

Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 60	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz	4 00	4 95
Do., gals, doz.	....	18 50
Cherries, red, pitted, heavy syrup, doz., 1	....	3 20
Do., 2½	....	3 50
Do., 2½	....	3 50
Do., 2	3 20	3 30

Gooseberries, 2s, heavy syrup, doz.		2 75
Raspberries 2's		3 75
California Peaches—		
1s		2 90
2s		3 25
2½s		4 40
Strawberries, 2's		3 30
Peaches, heavy syrup—		
2's		2 75
2½'s		4 20
Pears, 1s, Keiffer	2 30	
Do., 2-lb.	2 45	3 10
Yellow cling, halves		2 60
Yellow cling, sliced		2 60
2's		2 80
2½s		4 20
Bartlet Pears		3 40
Greengage Plums, heavy syrup	2 20	2 60
Lombard plums, heavy syrup, 2-lb.		2 40

DRIED FRUITS QUIET

Montreal.

DRIED FRUITS—The dried fruit market is dull with little demand. Prices abroad have a strong tone, particularly on currants and raisins but the movement is too slow locally to warrant any change. Evaporated apples have advanced another ½c and wholesale prices are due to follow in the near future.

DRIED FRUITS—

Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)	0 20	0 21
Peaches (fancy)		0 28
Do., (choice)		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon		0 28
Orange		0 28
Citron		0 44
Raisins (seeded)		
Valencias	0 20	0 21
Sultana, unbleached		0 20½
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown		0 21
Fancy Seeded (bulk)	0 18	0 19
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.		0 24
Do., 16 oz.		0 26
California Seedless, in bulk		0 22
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, Excelsior (36 10s), pkg.		5 00
Fard, 12-lb. boxes		8 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		7 75
Loose	0 10	0 12
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼'s, lb., 7 crown		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, 5 Crown, 10 pounds	0 24	0 26
Do., 12 ounce packages		0 25
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), mats.		0 09
Do., Turkish, 3 crown, lb.		0 22
Do., 5 Crown, lb.		0 28
Do., 7 crown, lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 32
40-50s		0 13½
50-60s		0 15
60-70s		0 14½
70-80s		0 14
80-90s		0 12½
90-100s		0 12

STRONG TONE TO RICE

Montreal

RICE—A strong tone prevails in the rice market and mills have shown anxiety to buy the small remaining stocks in farmer's hands. Prices offered show an advance of from 25 to 30c per barrel for the rough rice and this would indicate a particularly strong market for clean. Clean rice market has shown more activity and stocks have been rapidly reduced in primary markets. It is estimated that by the end of April there will not be two million bags of rice left in the entire rice belt in the United States with five months still remaining before the new crop. In first hands all grades of clean rice have advanced ¼c to ⅜c, but no change has yet been made in local wholesale trade.

RICE—

Carolina, extra fancy	0 07½	0 08
Do., fancy)		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Rangoon, B, per cwt.		5 75
Texas rice		0 05½
Tapioca, per lb. (seed)	0 07½	0 08½
Do., (pearl)	0 07½	0 08½
Do., (flake)	0 07½	0 08½
Honduras		0 07
Siam		0 14½

ALLSPICE ADVANCED

Montreal.

SPICES—The feature of the spice market is an advance of 2c per lb. on allspice, making the price 20c per lb. Ground cinnamon is advanced to 25c per lb. and Japan ginger is advanced to 28c per lb. These advances are as a result of previous strength in primary markets which have been noted during the past few weeks. Primary markets still remain strong in these lines with a shortage of supplies. Cocoanut in 20 lb. pails is down 2½c per lb. bringing the price to 22½c, while the sweetened in pound packages is reduced to 34c per lb.

SPICES—

Allspice	0 18	0 20
Cassia, pure	0 25	0 26
Cassia compound		0 18
Cocoanut, 20 lb. pails, per lb.		0 22½
Do., sweetened, lb. ,packages		0 34
Chickory, (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 32
Pure, ground		0 35
Cream of Tartar (French pure)	0 44	0 60
Do., American high test	0 65	0 80
Whole cloves		0 55
Ginger (Jamaica		0 30
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs whole—		
Do., 64, lb.		0 30
Do., 80, lb.		0 28
Do., 100, lb.		0 25
Do., ground, 1-lb tins		0 30
Pepper, black		0 24
Do., white		0 32
Do., white, compound		0 18
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Do., black, compound		0 15
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Turmeric	0 28	0 30

MOLASSES PRICES FIRM

Montreal.

SYRUPS—There is no change in the molasses or corn syrup market apart from the fact that Lyle English golden syrup has been advanced to $13.50 per case. Other prices remain unchanged with a firm tone to molasses and a fair movement of supplies

MOLASSES—

Puncheons, Island of Montreal	0 71
Barrels	0 73
Half barrels	0 74
Puncheons, outside of Montreal	0 68
Fancy molasses in tins (ginger bread)	
No. 2, 2 doz. per case	4 20
No. 3, 2 doz.	4 60
5-lb. tins	3 95
10-lb. tins, per case	3 60
CORN SYRUPS—	
Barrels, about 700 lbs.	0 05½
Half barrels, about 350 lbs.	0 05¾
Quarter barrels, about 175 lbs.	0 06¼
2 gals., 25-lb. pails, each	2 00
3 gals., 38½-lb. jails, each	2 85
5-lb. tins, per case	4 20
10-lb. tins, per case	4 00
24 2-lb. tins	3 75
WHITE CORN SYRUP—	
24 2-lb. tins	4 25
12 5-lb. tins	4 70
6 10-lb. tins	4 50

SUGAR REDUCED

Montreal

SUGAR—The sugar market is in an up-set condition with all the refineries selling below the list price. Each one admits that cutting is going on and Dominion sugar is quoting $6.50 locally. There is much expectancy in the market in connection with the situation and retailers are holding off awaiting developments. It is hard to say at just what price sugar is being sold since refiners refuse to make any definite statement in connection with the price. It would seem however, that the market was due for a break unless refiners, wholesalers and jobbers get together and return to the list price basis. Some indications of the price quoted to the retail trade can be gathered from the various prices quoted by the local grocers on granulated sugar. Prices as low as 6 cents per pound are to be noted in the city. One wholesale house quotes $6.50 on all brands of granulated sugar. The secretary of the Wholesale Grocers Association this week issued a circular after a meeting held on March 30th drawing attention of the trade to the equalized rates of Montreal which stipulate that no allowance should be made for cartage to purchasers when the buyer does his own carting.

SUGAR—

Granulated sugar, per cwt.	6 90
Do, barrels	6 95
Granulated, gunnies, 5/20	7 10
Do., cases, 20 5-lb. cartons	7 30
Do., gunnies, 10-10	7 20
Do., cases, 50 2-lb. cartons	7 40

BLACK TEAS ADVANCED

Montreal.

TEAS—One wholesale house has advanced all black teas 4c per lb. during the past week and still the local market is strong with every indication for further advances. Spot stocks are light and the demand abroad is keen. As a result of an over production in 1920, planters in India, Ceylon and Java agreed to reduce the 1921 crop 20 per cent. This resulted in an under production in view of the fact that consumption was increased by the lower prices. Now all surplus stocks in the world have been cleaned up and prices, in primary markets have reached a high point. Since last May prices in London, Calcutta and Colombo have advanced 15c and 16c per lb. Many packages teas have been taking the advances as they came but others have held the old price for a number of months so that under the present conditions a sharp advance is likely in a week or so.

TEAS—

Pekoes	0 38	0 45
Broken Pekoes	0 45	0 60
Broken orange Pekoes	0 50	0 70
Broken orange Pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
Above retail prices range of quotations to the		
Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

LOCAL WALNUTS LOWER

Montreal.

NUTS—Despite the strong tone to the walnut market abroad, some local

wholesalers are quoting a reduction of two cents on shelled Bordeaux walnuts, making the price 72c per lb. Shelled Valencia almonds are reduced to 44c per lb. Peanuts are a little easier with a reduction of from ½c to 1c on the different grades. Advice from France indicates strength in walnuts with prices advancing and the present cut in walnuts is likely to reverse as soon as spot stocks are cleaned up.

NUTS—

Almonds, Tarragona, per lb.		0 19
Do., shelled	0 46	0 48
Valencia shelled almonds		0 44
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily,) per lb.		0 16
Brazils, shelled		0 38
Do., Barcelona		0 15½
Peanuts, Jumbo		0 15½
Do., shelled, No. 1 Spanish		0 10½
Do., salted red		0 17
Do., shelled, No. 1 Virginia		0 12½
Peanuts (salted)—		
Fancy wholes, per lb.		0 34
Fancy splits, per lb.		0 29
Pecans, shelled	1 00	1 50
Walnuts Grenoble in shell		0 33
Walnuts, Marbot	0 26	0 28
Do., new Naples		0 26
Bordeau	0 70	0 73
Do., Chilean, bags, per lb.		0 40
Do., Bordeaux, shelled		0 72

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

PACKAGE COCOANUT REDUCED

Montreal.

PACKAGE GOODS—There are a number of changes in package goods lines. As a result of the lower prices on cocoanut, package cocoanut is reduced to 34c per lb. for ones and 37 per lb. for quarters. Quaker Quakies are reduced to $3.10 a case and Quaker corn flakes to $2.85 a case. Other package cereals are firm in price.

PACKAGE GOODS—

Breakfast fod, case 18		3 50
Cocoanut, pound packages, per lb.		0 34
Do., ¼ lb. packages,		0 37
Corn Flakes, 3 doz. case 3 40	3 55	3 75
Cornmeal, yellow, 24s.		2 85
Rolled oats, 20's		5 00
Rolled oats. 18's		2 00
Aluminum package, 20s		6 25
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 [illegible]
Puffed Wheat		4 40
Farina, case, 24s.		2 55
Hominy, pearl or gran., 2 doz.		3 00
Scotch Health Bran (20 pkgs.), case		3 50
Pancake Flour, case		7 15
Pancake flour, self-raising, doz.		1 60
Wheat Food, 18-1½s		3 25
Porridge wheat 36s, case		6 40
Do., 20s case		6 50
Self-raising flour (3-lb. pkg.) doz.		2 25
Do., (6-lb. pkg.) doz.		4 40
Do., buckwheat flour, per doz.		1 50
Corn starch (prepared)		0 09
Corn starch, 1 lb. pkgs.		0 07½
Potato flour		0 14½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 85
Shredded wheat		4 45
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		0 09¼
Celluloid starch, 45 pkgs., case		3 80
Malt Breakfast Food [illegible] pkgs.)		9 60
Macaroni		3 75
Spagheti		3 75
Egg noodles, Quaker		2 25
Canadian cheese loaf, lb.		0 30
Swiss cheese loaf		0 42

ORANGE PRICES HIGHER

Montreal.

FRUIT.—Oranges are advanced 50c per case. The price now ranges from $8. to $9. per case according to size and brand. Grapefruit are firm and strawberries are unchanged. Messina lemons are easier with a reduction of 50c per case. Apples are strong in price and the supply of good apples is limited. Boxed apples are unchanged but a higher price would not be surprising in the next week or so.

FRUIT—

Apples, Greenings	10 00	10 50
Spys	12 00	14 00
Baldwins	9 50	10 00
Boxes, 175s, 210s	3 75	4 50
Bananas (as to grade) bunch	6 00	7 25
Lemons Florida	6 50	7 00
Lemons, 300s-360s, Messina	4 50	5 00
Grape Fruit, Porto Rico		4 25
Florida, grape fruit	5 50	6 50
Spys	10 00	12 00
Domestic		6 00
Russetts	8 00	9 00
California navels	8 00	9 00
Porto Rico Oranges		5 00
Seville bitter oranges, 200s		4 50
Do., Blood Oranges, half boxes		3 75
Malaga grapes, kegs	9 50	9 00
Tokay grapes, per crate		4 50
Blue and green grapes, per bas.	0 40	0 50
California Pears, per case		7 00
Cranberries, per box		9 50
Strawberries, per box	0 75	0 85
Pineapples, per crate 24s	9 50	10 00
Do., 36s	8 50	9 50

MORE ONIONS ON MARKET

Montreal.

VEGETABLES.—Larger supplies of onions are on the market and prices are a little easier. Egyptian onions in 100 lb. bags are quoted at $9.50 and a supply of Australian and New Zealand onions are offered at the same price. Lettuce is in good supply with unchanged prices but celery is up 50c per crate. Green peppers are lower and radishes are offered at $1.25 per doz. bunches. Tomatoes are unchanged.

VEGETABLES—

Asparagus, bunch doz.	14 00	15 00
Beets, new doz. doz.	1 50	1 75
Green beans	7 00	7 50
Wax beans	7 00	7 50
Cauliflower, per crate	4 00	4 50
Cabbage, local, per bbl.	2 50	3 00
Cabbage, new, crate	4 00	4 50
Carrots, new per doz.	1 25	1 50
Celery, imported, crate	6 50	7 00
Mushrooms, 3 lb. basket	1 50	2 75
Lettuce, Boston, hamper	9 00	10 00
Parsnips, bag		1 00
Peppers, green, per crate	7 00	8 00
Montreal Potatoes	1 30	1 60
New Potatoes (Bermudas) per barrel	21 00	22 00
Do., per lb.		0 15
Spanish onions, per crate	10 50	11 00
Egyptian Onions, per 100 lbs.		9 50
Australian Onions,	9 50	10 00
Tomatoes, fancy crate.	5 00	5 50
Do., choice,	4 00	4 50
Radishes, per doz. bunches		1 25

SOME SOAPS REDUCED

Montreal.

SOAPS.—N. K. Fairbanks have reduced the price on Gold Dust washing powder making the large size $6.75 per case, medium, $5.75 and small $5.75. Fairbanks Santa Claus laundry soap is reduced to $6.65 per case. Gem Lye is reduced to $5 per case, a drop of 50c.

ONTARIO MARKETS

TORONTO, April 5.—Business in wholesale circles is rather quiet but there appears to be considerable price cutting, particularly on sugar, which at the moment is in a demoralized state. Wholesalers have reduced sugar prices considerably, hardly two houses quoting alike. Refiners, too, appear to be in the cutting as they still maintain the official list, unchanged, but we have reason to believe that an unofficial lower price basis is quoted. Canned vegetables continue strong with lobsters becoming scarce. Interest is still shown in canned sliced pineapple, while strawberries are showing signs of scarcity. Rolled oats look easier as some manufacturers are quoting a lower price to the wholesale trade. The activity in prunes continues, but package raisins are inclined to be a slow seller with the bulk of the raisins sales centred on Thompson's seedless in bulk. Evaporated apples are again advanced. Rices are firm. Local tea prices are again moved upward, reflecting the higher prices in primary markets. The potato market is slightly firmer owing to the difficulty in getting supplies on account of the bad roads.

STRONG BEAN MARKET

Toronto

BEANS.—The market continues to rule with a strong tone. No material improvement is noted in supplies nor do present indications point to any relief as it is firmly believed that the balance on Ontario beans in producers' hands is very limited. Quotations are unchanged but s rongly held.

BEANS—

Ontario hand picked, per bushel		
Do No 1 lb pickers, per bushel	4 25	4 40
Cal. Limas, per lb.	0 10½	0 11

LOBSTERS CLEANING UP

Toronto.

CANNED GOODS.—Vegetables are still in a strong position although there appears to be some low prices offered on certain independent packs. One brand of tomatoes, peas and corn are offered at $1.45 per doz. while another brand of corn is offered at $1.20 per doz. Tomatoes generally speaking are firmly held at around $1.70 per doz. In canned fruits, the situation is fairly steady but there continues to be a considerable interest in sliced pineapple, which as reported under this heading last week, is scarce. Strawberries are also beginning to show signs of scarcity. Lobsters are becoming closely cleaned up and some re-sales have been made around $4 per doz. for halves. Quotations to the retail trade on halves range from $4.15 to $4.25 per doz. and $2.75 to $3 for quarters.

CANNED GOODS—

Shrimps	2 90
Sockeye 1s, doz.	5 60
Do., ½s, doz.	3 25
Alaska red. 1s	4 25
Cohoe 1s, doz.	2 90

Do., ½s, doz.		1 90
Pinks, 1s doz.		1 45
Lobster ½-lb. doz.	4 15	4 25
Do., ¼-lb. tins	2 75	3 00
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	1 80
Tomatoes, 2½s, doz.	1 70	1 80
Do., Gal. No. 10 tins, doz.	5 96	6 25
Canned Vegetables—		
Peas, standard, doz.	1 75	1 85
Do., Early June	2 15	2 25
Do., Sweet Wrinkle		2 40
Do., Extra Sifted		3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 15
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.		6 60
Canadian corn	1 20	1 50
Pumpkins, 2½s, doz.	1 50	1 60
Do. gal., No. 10 tins, doz.	1 50	1 60
Spinach, 2½s doz.		2 95
Pineapples, sliced, 2s doz.	3 40	4 25
Do., shredded, 2s, doz.	4 75	5 25
Do., sliced, 2½s, doz.		4 25
Apples, gal. water pack, ds.		5 50
Do., gal. steam pack, doz.		6 80
Apples, gal., doz.		5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.		3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Blueberries 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	3 00	3 25
Do., 16 oz. doz.	3 50	3 90
Do., 4s, each	0 85	1 07
Strawberry, 12 oz., doz.		3 05
Do., 16 oz. doz.	3 35	3 60
Do. 4s, tins	0 25	0 08
Raspberry, 12 oz., doz.	2 40	3 05
Do., 16 oz., doz.	3 25	3 60
Do., 4s tins	0 85	0 90
Marmalade—		
12 oz. glas, doz.	2 25	2 45
16 oz., glass, doz.	2 75	2 90
No 4 tins, each	0 58	0 65

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

UNCERTAINTY IN ROLLED OATS

Toronto

CEREALS.—The feature in the cereal market is the situation on rolled oats which appears to have an uncertain tone. Manufacturers claim that statistically the position on rolled oats calls for strong to higher prices but in face of this condition it appears that some manufacturers have cut prices considerably to the wholesale trade. Wholesalers' quotations, however, to the retail trade are unchanged at $3.15 to $3.25 pere 98 lb. bag, but there is some talk in certain quarters of a reduction.

CEREALS—		
Barley, pearl, 98s		5 00
Buckwheat flour, 98s		5 50
Barley, pot, 98s		3 75
Barley Flour, 98s		6 25
Cornmeal, golden, 98s		2 80
Oatmeal, 98s		4 75
Corn flour, 98s		3 15
Rye flour		3 75
Rolled oats, 90s	3 15	3 25
Rolled wheat, barrel		6 25
Cracked wheat, bag		5 00
Breakfast food, 98s		4 75
Rice flour, 100 lbs.		10 00
Flaxseed, 98s		7 00
Peas, split, per bag		7 40
Marrowfat Green peas, Ont.	7 75	8 50
Graham flour, 98s		3 75
... flour		3 85
Wheat Kernels		5 25

NO CHANGE IN PACKAGE GOODS

Toronto.

PACKAGE GOODS.—Package cereals are in a quiet demand and generally of a hand to mouth character. There are no changes in quotations.

PACKAGE GOODS—		
Rolled Oats, 20s, round, case		5 00
Do., 18s, case		2 00
Do., 20s, square case		5 00
Do., Aluminum Prem., 20s		6 15
Corn Flakes 36s, case	3 10	3 75
Porridge Wheat, 36s, reg., case		6 00
Do., 20s, family, case		6 80
Package peas, per doz.		0 90
Cornstarch, No. 1, lb. carton		0 09
Do., No. 2, lb. cartons		0 07½
Laundry starch		0 07
Do., in 1-lb. cartons		0 07¾
Do., in 6-lb. wood boxes		0 11¼
Do., in 6-lb. tin canisters		0 14½
Celluloid starch, case		4 00
Potato flour, 1-lb.		0 14½
Fine oatmeal, 20s		5 75
Cornmeal, 24s		2 80
Farina, 24s		3 25
Barley, 24s.		2 75
Self-rising Pancake Flour, 24s.		2 70
Buckwheat flour, 24s		2 70
Self-rising pancake flour, 18s		3 85
F. S. Hominy, gran. case		3 00
Do., pearl, case		3 00
Scotch pearl barley case		2 70
Puffed rice pancake flour, 24s		2 90
Macaroni 30-16 oz. per case	3 40	3 75
Do., 30-8 oz. per case	2 00	2 20

EVAPORATED APPLES UP

Toronto.

DRIED FRUITS.—Prunes continue to be the active line in the dried fruit list. Stocks are closely cleaned up at the Coast and the local demand for consumption has been fairly heavy. Package raisins appear to be fairly quiet at the moment but there is a heavy demand for Thompson's seedless in bulk. Evaporated apples show another increase of ½c. per lb.

DRIED FRUITS:		
Citron caps, 12-lb. boxes, lb.		0 06
Lemon caps, 12 lb. boxes, lb.		0 29
Orange caps, 12 lb. boxes, lb.		0 31
Mixed containing 4½ lb. lemon per lb.		0 35
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½ lb. orange 3 lb. citron caps, 3 dozen per case, per dozen		4 50
Currants—		
Greek Filliatras, cases	0 14	0 14½
Do., Patras	0 15	0 15½
Dates—		
Excelsior, pkgs., 3 doz., in case	2 65	2 85
Dromedary, 3 doz. to case		7 50
Fard, per lb.		0 26
Hallowee dates, per lb.		0 12½
Do., Sair		0 07¾
Prunes—		
30-40s, 25s		0 22
40-50s, 25s		0 18
50-60s, 25s		0 15½
60-70s, 25s		0 14½
70-80s, 25s		0 13½
80-90s		0 12½
Raisins—		
California, Sultanas, lb.		0 21
Do., 15 oz. pkts.		0 22½
Seeded, 15-oz. packets		0 26
Do., 11-oz. packets		0 21
Seeded, 15-oz. packets	0 20½	0 21
Thompsons, seedless	0 21	0 22
Valencia, Spanish	0 22½	0 28½
Clusters, boxes, 20 1-lb. pkg.		6 65
Smyrna Sultanas		0 23½
Muscat, 25 lb. box		0 19
Evaporated apples	0 19	0 19½
Figs—		
Natural bags, 60 lb.		0 11¼
Do., bags, 30 lb.		0 11¾
Layer, 1 Crown		0 30
Layer, 7 Crown	0 28	0 35
Pulled, 10 lb. box, per lb.		0 34
Pulled, 1-lb. box, each		0 20
Do., 2-lb. box, each		0 36
Mats	0 09	0 09½
Peaches—		
Choice		0 20
Choice, extra		0 22½
Standard		0 18½
Apricots—		
Choice		0 32
Standard		0 28

HONEY MARKET STEADY

Toronto.

HONEY.—The situation is steady with quotations unchanged. Dealers state that they are still offered small lots but it is generally considered that the bulk of last season's crop is well out of producers' hands.

HONEY—		
5-pound tins, per lb.		0 17½
10-lb. tins, per lb.		0 15½
60-lb. tins, per lb.		0 15
Comb, per doz	3 75	4 50

NUTS ARE QUIET

Toronto

NUTS.—This market is lacking in interest at the moment. The demand is rather quiet at this season. Primary markets continue to indicate a strong situation for the future.

NUTS—		
Almonds, Tarragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian		0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, strip, lb.		0 22
Do., sweetened, lb.		0 22
Do., shred		20
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 18	0 20
Do., medium		0 12½
Mixed nuts, bags 50 lbs.	0 20	0 25
Pecans		0 30
Shelled —		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 28	0 37
Walnuts, Bordeaux, lb.	0 78	0 80
Do., Manchurian, lb.	0 55	0 70
Do., Broken	0 43	0 48
Jordan almonds	0 70	0 75
Peanuts, Spanish, lb.	0 10½	0 11
Pecans, lb.	0 85	0 90
Brazils, lb.		0 60

ANOTHER ADVANCE IN TEAS

Toronto.

TEAS.—Local wholesalers and importers have registered another advance on practically al grades of teas. This is the second advance in a week making a total of from four to six cents per lb. There are no new developments of a startling nature to report from primary markets other than a gradual upward tendency with some of the grades becoming more difficult to procure.

TEAS—		
Pekoe Souchongs	0 38	0 45
Pekoes	0 40	0 58
Broken Pekoes	0 45	0 68
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans		0 67
Do., seconds	0 50	0 55
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

Above prices give range of quotations to the retail trade.

LOW SUGAR PRICES

Toronto.

SUGAR.—There appears to be a complete demoralization in the local sugar situation. Wholesalers appear to have taken the attitude of who can sell the lowest. Refiners have not changed their official list but we have reason to believe that unofficially, refiners are quoting on the basis of $6.50 Montreal. It has been said also that certain wholesalers are buying at even a lower basis and the price generally quoted by wholesalers to the retail trade is $6.45.

SUGAR—	
St. Lawrence, extra gran., cwt.	7 24
Atlantic, extra gran.	7 24
Acadia Sugar Refinery, ex gran.	7 24
Dom. Sugar Refinery, ex. gran.	7 05
Canada Refinery, gran.	7 24

Differentials: Granulated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20., 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.

SYRUPS SHOW LITTLE CHANGE

Toronto.

SYRUPS.—There is a brisk demand for new made maple syrup, supplies arriving during the week were light, prosumably on acount of the unfavorable weather. Quotations generally range

around $2.25 per gal. Corn syrups are in fair demand at unchanged quotations while molasses holds firm.

SYRUPS—	
Corn Syrup—	
Barrels, about 700 lbs., yellow	0 05½
Half barrels, ¼c over bbls; ⅛ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 50
Cases, 2-lb. tins, yellow 2 doz. in case	3 75
Cases, 5-lb. tins, yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz.	4 00
Sugar Syrup—	
Cases, No. 2 tins 24 to case	4 50
Maple Syrup—	
8 lb. tins, 10 to case, per case	14 50
2½ lb. tins 24 to case, per case	13 25
10 lb. tins, 6 to case, per case	11 50
5 gal. cans	11 00
1½ lb. tins, 24 to case, per case	7 50
5 lb. tins, 12 to case, per case	12 25
1 gal. tins, 6 to case, per case	13 20
Maple sugar, 1 lb. blocks, per lb.	0 18
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 00
No. 3 tins, 2-doz. case	5 20
No. 5 tins, 1-doz. case	4 40
No. 10 tins, ½-doz. case	4 05
Pails—No. 1	1 15
Pails, No. 2	1 70
Pails No. 5	3 35
Molasses, table grade—	
No. 2 tins, 2-doz. case	6 25
No. 3 tins, 2 doz. to case	8 70
No. 5 tins, 1-doz. case	7 20
No. 10 tins, 1-doz. case	6 85
Pails—No. 1	1 60
Pails—No. 2	2 65
Pails—No. 5	6 70

QUIET MARKET FOR SPICES

Toronto.

SPICES.—Little activity is shown in the market for spices. Stocks are not large but buying is generally confined to immediate needs. Quotations are unchanged but the market, generally, is in a firm position.

SPICES—		
Allspice	**0 18**	**0 21**
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 60	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 55
Mustard, pure	0 35	0 40
Pastry	....	**0 32**
Pickling spices	....	0 18
Mace	....	**0 65**
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.	0 60	0 70
Do., 80s	....	0 35
Chillies, lb.	....	0 50
Nutmegs, selects, whole	**0 28**	**0 40**
Do., ground	....	0 35
Mustard seed, whole	....	0 20
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Caraway seed, whole	....	0 30
Curry Powder		0 35
Cream of Tartar—		
French, pure	0 35	0 40
4-oz. packages, doz.	....	1 75
2 oz. pkgs., doz.	....	0 90

The above quotations are for the best quality retail trade.

FIRM RICE MARKET

Toronto.

RICE.—Southern and Oriental markets are firmly held with no new features developing during the week. In the spot market there is a slight advance on fancy Honduras making the price in bag lots $9.75 per bag. There is some talk also of an advance coming on fancy Blue Rose.

RICE		
Honduras, broken, per lb.	0 05	0 08
Do., fancy	0 9¾	0 10½
Blue Rose, fancy	0 07¼	0 08
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White Sago	0 08	0 08½
Tapioca, per lb.	0 06⅞	0 07½
Do. fancy	0 09	0 11

PINEAPPLES ARRIVING

Toronto.

FRUIT.—Although pineapples have been on the market for practically throughout the latter part of the winter months, this week sees the best quality that has been on the market for some time. Prices, too, are a little easier at $7.75 for 18s: 24s and 30s at $9: and 36s at $8 per crate. California navel oranges are firm at unchanged quotations while Messina lemons are a shade lower at $4.25.

FRUITS—		
Oranges, Navels, 100s	6 25	7 50
Do., 126s	6 75	8 00
Do., 150s, 176s 200s	7 50	8 00
Do., bitter Messina		4 00
Lemons, Messina		4 25
Bananas, per lb.		0 07½
Apples—Barrel.		
Baldwins, No. 1	....	10 00
Baldwins, No. 2	....	9 00
Grapes, Malaga, bbls.	15 00	16 00
Apples, B.C., boxed	4 25	4 50
Grapefruit,	5 75	6 50
Rhubarb, per doz.	1 00	1 25
Strawberries, per box	....	0 75
Pineapple, Porto Ricos, 18s	....	7 75
Do., 24s, 30s	....	9 00
Do., 36s	....	8 00

POTATOES SHADE FIRMER

Toronto.

VEGETABLES.—The potato market is a shade firmer with prices on track for Ontario stock slightly higher at $1 per bag, car lots on track. This is attributed to the stormy weather of last week and the bad roads throughout the country. Quebecs are offered on track at $1.15 while quotations to the retail trade range from $1.15 to $1.30 per bag. New Brunswick Cobblers, for seed, are quoted to the trade at $1.75 per bag. The first shipment of Carolina cabbage has arrived and offered at $4 per large crate. Florida tomatoes are in good supply at $4.50 to $5.25 per six basket crate. Ontario roots are beginning to clean up but Southern new vegetables are plentiful.

VEGETABLES—		
Potatoes, Ontario	1 15	1 30
Do., Cobblers, seed	....	1 75
Beets, per bag	....	1 50
Carrots, per bag	1 25	1 50
Turnips, per bag	0 85	1 00
Parsnips, per bag	1 40	1 75
Onions, Spanish, crate	....	12 00
Do., sack, 100 lbs.		12 00
Celery, Florida	5 00	5 25
Cauliflower, Cal., case	....	3 50
Head lettuce, iceberg, case	....	7 50
Sweet potatoes, per hamper		2 75
Mushrooms, per bkt.	....	2 50
Shallots, per doz.		1 00
New Carrots, hamper		2 25
New beets, hamper		2 25
New parsley, hamper		2 00
New cabbage, large crate		4 00
White Turnips, hamper		2 25
Radish, per doz.		1 00
Green peppers, per doz.	....	1 00
Tomatoes, Florida, 6 bkt. crates	4 50	5 50

MANITOBA MARKETS

WINNIPEG, April 5.—The coffee market is ruling firm and further advances have been recorded on Santos. Canned vegetables continue strong. Dried fruits are in good demand and supplies are becoming exhausted. Rolled oats are slightly easier while package cereals show no change. The sugar situation locally is in an unsettled condition. Molasses is steady with upward tendencies. Teas are holding strong with further evidence for higher prices. Oranges continue to advance. Good shipments of green vegetables are arriving.

STRONG TONE TO COFFEE

Winnipeg.

COFFEE.—Primary markets continue with a strong tone and a further advance of 1c per lb. has been recorded on Santos coffee. There are no new developments in the local market, but an improvement is noted in the demand.

COFFEE—		
Rio, roasted, best grade, per lb.	0 19½	0 20½
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica, roasted, best grade, lb.	0 28	0 30
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

CANNED GOODS STRONG

Winnipeg.

CANNED GOODS.—Canned vegetables continue firm. Tomatoes have advanced slightly and supplies are not considered sufficient to last until the new pack arrives. Good grades of peas are scarce and there is only a moderate stock of standards available. Corn remains unchanged with sufficient supplies to meet the demand. The canned fish market is unchanged with sockeye difficult to obtain from packers as European buyers have contracted for new pack at prices above last year's quotations. There is no change in the canned fruit situation, and a slight improvement is noted.

CANNED FISH—		
Shrimps, 1s, 4 doz. case, doz.	....	2 75
Finnan Haddie, 1s, 4 doz. case	8 25	11 50
Do., ½s, 8 doz. case, case	....	7 25
Herring (Can.) 1s, 4 doz. case, per case	6 50	8 00
Do., imported, ½s, 100 doz. cs.	....	21 50
Lobsters, ¼s, 8 doz. case, doz.	....	2 35
Do., ½s, 4 doz. case, doz.	....	4 00
Oysters, 1s, 4 doz. case, case	....	9 40
Do., 2s, 8 oz. 2 doz. case, case	....	7 90
Pilchards, 1s, tall, 4 doz. case, per case	....	6 90
Do., ½s, flat, 8 doz. case, case	....	9 00
Salmons—		Per case
Sockeye, 1s, tall, 4 doz. case	....	20 00
Do., ½s, flat, 8 doz. case	....	21 25
Red Spring, 1s, tall, 4 doz. case	....	16 25
Do., ½s, flat, 8 doz. case	....	17 00
Cohoe, 1s, tall, 4 doz. case	12 00	13 00
Do., ½s, flat, 8 doz. case	13 00	14 00
Pink, 1s, tall, 4 doz. case	....	6 25
Do., ½s, flat, 8 doz. case	....	8 00

CANNED FRUITS (Canadian)—		Per case
Apples, 6 tins in case		3 20
Blueberries, 2s, 2 doz. case		5 00
Cherries, 2s, 2 doz. case		7 20
Gooseberries, 2s, 2 doz. case		7 50
Lawtonberries, 2s, 2 doz. case		7 00
Peaches, 2s, 2 doz. case	6 60	7 10
Pears, 2s, 2 doz. case	6 45	7 00
Plums, Green Gage, H. S. 2s, 2 doz. case		6 90
Plums, Lombard, H. S., 2 doz. case		5 95
Plums, Lombard, L. S., 2s, 2 doz. case		4 65
Raspberries, 2s, 2 doz. case	8 00	8 60
Strawberries, 2s, 2 doz. case	8 00	8 60

CANNED FRUIT (American)—	Per case
Apricots, 1s, 4 doz. case	10 60
Peaches, 2½s, 2 doz. case	9 15
Peaches, sliced 1s, 4 doz. case	10 85
Do., Halves, 1s, 4 doz. case	10 75
Do., 2s, 2 doz. case	6 90
Pears, 1s, 4 doz. case	12 75
Pineapple, sliced, 2s, 2 doz. case	7 25

CANNED VEGETABLES—		Per case
Asparagus tips, 1s, tins, 4 doz. case, per doz.		4 40
Beans, Golden Wax, 2s, 2 doz. case, per case		4 75
Beans, Refugee, 2s, 2 doz. case		4 60
Corns, 2s, 2 doz. case	2 95	3 60
Peas, standard, 2s, 2 doz. case	3 75 to	4 00
Peas, Early June, 2s, 2 doz. case	4 50 to	4 65
Sweet Potatoes, 2½s, 2 doz. case		7 00
Pumpkin, 2½s, 2 doz. case	3 90	4 00
Sauer Kraut, 2½s, 2 doz. case	3 90 to	4 00
Spaghetti, 2s, 2 doz. case		2 05
Tomatoes, 2½s, 2 doz. case	4 05	4 35
Spinach, 2½s. 2 doz. case		6 75

DRIED FRUITS ACTIVE

Winnipeg.

DRIED FRUITS.—The demand for dried fruits of all kinds is showing an improvement. Prunes are unchanged and firm under small supplies as the Prune Association is practically sold out. Peaches continue firm. The raisin market is quiet but supplies of these are expected to be well cleaned out in advance of the new crop.

ROLLED OATS EASIER

Winnipeg.

CEREALS.—Rolled oats are showing a slightly easier tone due to the dullness of the market. However, local prices are unchanged but if the market shows any further weakness local declines will follow. There is no change in package cereals but the lighter breakfast foods are showing more activity.

FLOUR MARKET UNSETTLED

Winnipeg.

FLOUR.—The flour market is in an unsettled condition due to the easier feeling in the wheat market. Buyers are holding off as much as possible awaiting future developments.

FLOUR—	
98-lb. sacks	4 25
Two 49-lb. sacks	4 32½
Four 24-lb. sacks	4 42½

JAMS SHOW IMPROVEMENT

Winnipeg.

JAMS.—There is a better demand for all lines of jams and the market is ruling steady. Practically all lines will be well cleaned up before the new pack is ready.

JAMS—	
Black Currant, 4s, per tin	0 89
Strawberry, 4s per tin	0 89
Raspberry, 4s per tin	0 89
Apricots, 4s, per tin	0 83
Cherry, 4s, per tin	0 83
Peach, 4s, per tin	0 83
Compound (all flavors) 4s tin	0 48

RICE MARKET ACTIVE

Winnipeg.

RICE.—The primary rice market continues firm and active. Oriental rice reflects the same general conditions noted in the Southern markets.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08½
Do., 50-lb. sacks, lb.	0 08⅝
Siam, 100-lb. bags, lb.	0 05¾
Do., 50-lb. bags, lb.	0 06
Sago, sack lots, 130 to 150 lbs., per lb.	0 07¾
Sago, in less quantities, lb.	0 08¼
Tapioca, Pearl, per lb.	0 07½

WALNUTS AND ALMONDS FIRM

Winnipeg.

NUTS.—The shelled walnut market shows a firmer tone. Almonds are also in a strong position and higher prices are expected.

NUTS, SHELLED—	
Almonds, per lb.	0 55
Spanish Peanuts, No. 1, lb.	0 13
Pecans, per lb.	0 90
Walnuts, per lb.	0 72
Brazils, per lb.	0 62

NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 23½
Walnuts, per lb.	0 23
Almonds, per lb.	0 20¼
Brazils, per lb	0 18
Pecans, per lb.	0 30
Filberts, per lb.	0 16

SUGAR PRICES EASIER

Winnipeg.

SUGAR.—The sugar situation locally is in an unsettled condition. Wholesalers are selling Canadian refined at $7.35 to $7.45 per cwt.

Extra gran. bags 100 lbs.	7 35	7 45
Do., gunnies, 5-20 lbs.	7 55	7 65
Do., gunnies, 10-10 lbs.	7 65	7 75
Do., cartons, 20-5 lbs.	7 75	7 85
Do., cartons, 50-2 lbs.	7 85	7 95
Yellow, No .1 lt., bags, 100 lbs.		7 15
Do., golden, bags, 100 lbs.		7 05
Powdered sugar, bbls.		7 95
Do., boxes, 50 lbs.		8 15
Do., boxes, 25 lbs.		8 35
Icing, barrels		8 05
Do., boxes, 50 lbs.		8 25
Do., boxes, 25 lbs.		8 45
Soft lumps, boxes, 100 lbs.		8 35
Do., boxes, 50 lbs.		8 55
Do., cases, 20 cartons		9 40
Do., cases 40½ lbs.		10 15
Small lump, boxes, 100 lbs.		8 25
Do., boxes, 50 lbs.		8 35
Do., boxes, 25 lbs.		8 55
Do., cartons, 50 2-lbs.		9 65
Hard lump, boxes, 10 lbs.		8 35
Do., boxes, 50 lbs.		8 50
Do., boxes, 25 lbs.		8 55

MOLASSES MARKET FIRM

Winnipeg.

SYRUP.—Molasses is ruling firm with upward tendencies. There is no change in cane or corn syrup. The market is steady under a good demand.

CANE SYRUP—	
No. 2s	4 95
No. 5s	5 75
No. 10s	5 30
No. 20s	5 15
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 45
Cases, 20-lb. tins, white, ¼ doz. in case	4 45
Cases, 2-lb. tins, yellow, 2 doz. in case	3 75
Cases, 5-lb. tins yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz. in case	3 95
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 95
MAPLE SYRUP—	
Pure, 2½'s, tins, case of 2 doz.	20 00
Pure, 5s, per case of 1 doz.	19 10
Pure, 10s, per case of ½ doz.	17 75
TABLE SYRUP—	
Maple flavor, 2½'s, tins, per case of 2 doz.	10 50
Do., 2s, tins, per case of 1 doz.	10 00
Do., 1s, tins, per case of ½ doz.	9 75
MOLASSES BARBADOES—	
2 lb. tins, 2 doz. case	8 35
5 lb. tins, 1 doz. case	9 50
MOLASSES BLACKSTRAP—	
½s, 4 doz. case, per case	4 65
10 lb. tins, ½ doz. case	9 20
2s, tins, 3 doz. case	4 50
2½s, tins, 2 doz. case	4 15
5s, tins, 1 doz. case	3 95
10s, tins, ½ doz. case	3 80

NO CHANGE IN STARCH

Winnipeg

STARCH.—There are no new features in the starch situation, the trade being of a routine character and prices remain unchanged.

STARCH—	
Corn starch, 1-lb. pkg., per lb.	0 08
Do., No. 1 quality, 1-lb. pkgs.	0 09½
Gloss, 1-lb. pkg., per lb.	0 09¾
Celluloid, 1-lb. pkg., per case	4 00

SPICES UNCHANGED

Winnipeg

SPICE.—There are no new developments in the spice situation. Quotations are unchanged with the market holding firm.

SPICES—	
Allspice, Jamaica, best qual., lb.	0 14
Cassia, Batavia, per lb.	0 35
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1 per lb.	0 53
Cinnamon, Ceylon, per lb.	0 50
Do., No. 0, carton, doz.	0 75
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar, per lb.	0 58
Ginger, washed, Jamaica, No. 1	0 65
Do., Jamaica, No. 2	0 40
Do., Japan or Africa, lb.	0 30
Mace, extra bright Penang, lb.	0 65
per lb.	0 87
NUTMEGS—	
Nutmegs, medium, 9 lb.	0 29
Do., carton of six, per doz.	0 80
Pepper, blk., Singapore, ex. lb.	0 21
Do., white, per lb.	0 33
Picking, ¼-lb. pkg., per doz.	0 80
Do., bulk, No. 1, per lb.	0 20
GROUND SPICE—	
Allspice, bulk, per lb.	0 18
Do., No. 2, per lb. 1 30	0 95
Do., No. 1, 4 oz. cartons 1 30	
Do., No. 1 4 oz., cartons	1 30
Cassia, No. 1 bulk, per lb.	0 27
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	0 95
Do., No. 1, 2 oz. cartons	1 30
Cinnamon, bulk, per lb.	0 38
Do., 4 oz. cartons	1 95

TEA SHOWS STRENGTH

Winnipeg.

TEA.—The primary tea markets continue to show strength and bulk teas on the local market are advanced.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 38	0 40
Do., second quality	0 35	0 36
Pekoe, first quality	0 40	0 42
Do., second quality	0 36	0 40
Broken Pekoe, first quality	0 42	0 48
Broken orange Pekoe, 1st qual.	0 50	0 60
Japan, first quality	0 42	0 60
JAVAS—		
Pekoe Souchongs	0 38	0 40
Pekoe	0 40	0 42
Broken Pekoe	0 42	0 48
Broken Orange Pekoe	0 50	0 60

ORANGES ARE HIGHER

Winnipeg.

FRUITS.—Oranges have advanced and are quoted at $8. to $10. per case. Bananas have also advanced 1c per lb., now quoted at 10c. Washington Winesaps apples are in good demand at $4.

Continued on page 50

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., April 4.—Sugar declined 10c now quoted at $7.84. Gold Dust declined 50c per case on ones and 35c on threes. The new Canadian match, Maple Leaf brand is now offered at $16.05 per case of one gross boxes. Royal cocoanut, in packets, declined 15c to 30c per doz. Stocks of canned pineapple are clearing out very rapidly and look like good buying at to-day's prices.

Beans, Kotenashi, per cwt.		6 60
Rolled oats, 80s		2 35
Rice, Siam	6 00	6 50
Japan, No. 1	7 65	8 00
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.		8 40
Sugar, pure cane, gran., cwt.		7 84
Cheese, No. 1, Ont., large	0 22½	0 23
Alberta cheese, twins		0 20
Do., large		0 22
Butter, creamery, lb.	0 36	0 40
Do., dairy, lb.	0 20	0 24
Lard, pure, 3s		11 70
Eggs, new laid, local, case		7 00
Tomatoes, 2½s	4 15	4 35
Pumpkin, 2½s, case	4 20	4 50
Lemons, case		7 75
Corn, 2s, standard case	2 80	3 60
Peas, 2s, standard case	3 95	4 20
New early June peas, case		4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye, ½s		21 55
Strawberries, 2s, Ont. ,case	7 95	10 00
Raspberries, 2s, Ont., case	7 60	9 25
Cherries, 2s, red, pitted		8 50
Peaches, 2s, halves		5 85
Do., 2s, sliced		6 25
Apples, evaporated, lb.		0 18
Do., 25s, lb.		0 18½
Pineapples, Hawaiian, sliced 2's	6 30	7 95
Do., canned, 2s	7 45	7 90
Potatoes, local, ton	20 00	30 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., April 4.—With the exception of sugar the markets are practically unchanged. Sugar declined in price during the week, making granulated, $6.70: No. 1 yellow, $6.50: and cut loaf, $8.30 per cwt.

Rolled oats, bag	3 65
Do., bbls.	8 30
Cornmeal, gran., bags	3 00
Rice, Siam, per cwt	6 60
Tapioca, per 100 lbs	9 50
Molasses, gal.	0 60
Tomatoes, cans	2 00
Do., bags	6 00
Raisins, Valencia layers	0 24 0 30
Currants, cleaned	0 20
Prunes, 90-100, 25 lb. boxes	0 14
Lemon peel	0 34
Orange peel	0 34
Citron peel	0 46
Walnuts	0 28
Almonds	0 22
Brazils	0 20
Peanuts	0 17
Filberts	0 16
Cocoanuts, bag	6 00
Potatoes, per bbl.	2 25
Onions, per lb.	12 00
Do., crate	5 00
Pork, clear, bbls.	35 00
Pigs, feet, per 20-lb. pail	2 25
Hams, shoulder, per lb.	0 22
Bacon, side, per lb.	0 32
Bacon roll, per lb.	0 62
Lard, pure, in pails, lb.	0 18½
Lard, pure, in tubs, lb.	0 18
Shortening in pails, lb.	0 17
Shortening, in tubs, lb.	0 16½
Butter, creamery, prints	0 40
Butter, creamery, solids	0 38
Oleomargarine	0 23
Cheese, whole, lb	0 19 0 21
Cheese twins, lb.	0 21
Eggs, doz.	0 32
Sugar, cut loaf, cwt.	8 30
Sugar, stan., gran., cwt.	6 70
Do., No. 1 yellow	6 50
Sugar, stan., gran., cwt.	7 10
Lemons, Messina	4 50
Grapefruit, Florida, case	6 50 7 00
Bananas, lb.	0 09
Cornmeal, Gran. bags	3 25
Oranges, per case	8 00 9 00

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S., April 4.—The outstanding feature in this week's markets is the decrease in the price of sugar of 40c per cwt. Granulated now being quoted at $6.70 and yellow at $6.20. Fresh eggs have declined further to 28c per doz. Cheese is quoted at 20c per lb. Creamery butter is slightly higher at 45c for prints and 42c for solids.

Flour, No. 1 patents, bbl.		11 00
Cornmeal, bags		2 50
Rolled oats, per bag		3 75
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.		7 70
Sugar, standard, gran.		6 70
Do., No. 1 yellow		6 20
Molasses, gal.		0 62
Cheese, Ont., twins		0 20
Eggs, fresh, doz.		0 28
Lard, compound		0 17
Do., pure, lb.		0 20
American clear pork, bbl.		34 00
Tomatoes 2½s stan., doz		
Hams, aver., 25-35 lbs.		0 26
Do., aver., 18-25 lbs.		0 20
Hams aver., 12-18 lbs.		0 26
Roll bacon		0 22
Butter, creamery, prints, lb.		0 45
Do., creamery, solids		0 42
Raspberries, 2s Ont., doz.		
Peaches, 2s, standard, doz.		3 32½
Corn, 2s, standard, doz.		1 60½
Peas, standard, doz.		1 97½
Strawberries, 2s, Ont., doz.		4 00
Salmon, Red Spring, flats, cases		
Do., pinks		00
Do., Cohoes		14 00
Do., Chums		
Evaporated apples, per lb.		0 18
Dried peaches, per lb.		
Potatoes, Nat., 90-lb. bag.		1 35
	3 00	8 55
Onions, Spanish, lb.		0 12
Do., American bag 10 lbs.		1 50
Oranges, per case		8 50
APPLES—		
Spys, No. 1 per bbl.		7 50
Spys, No. 2 per bbl.		6 50

WINNIPEG MARKETS

Continued from page 49

per box. There is a fair demand for all lines of fruit.

FRUITS—	
Oranges, Fancy, all sizes, per case	7 50
Do., choice, all sizes, per case	7 00
Lemons, Cal., Fancy, per case	8 00
Do., Cal., Choice, per case	7 50
Grapefruit, Florida, all sizes, per case	6 50
Grapes, Malaga, per keg.	16 00
Bananas, per lb.	0 09
Apples—	
Washington Winesaps, No. 1 per box	4 00
B.C. Delicious No. 1 per box	3 50
B.C. Delicious No. 2 per box	3 25

FLORIDA VEGETABLES ARRIVE

Winnipeg.

VEGETABLES. — Vegetables from Florida are arriving daily. New cabbage is quoted at 5c per lb. Spinach $3.75 per hamper. Endive $1.25 per doz. and Escarol at 90c per doz. California head lettuce has shown an advance and is quoted at $7. to $7.50 per case. Large imported green onions are selling at $1. per doz. with local at 40c. Cucumbers are scarce and higher at $4.50 per doz. Florida and Mexican tomatoes are in good demand at $6. and $3.50 per case. Florida celery is quoted at $7. per case.

VEGETABLES—	
Cabbage, per lb.	0 02½
Head lettuce, per case	7 00 7 50
Head Lettuce, per doz.	2 00
Green Onions, per doz.	0 40
Cucumbers, per doz.	4 50
Tomatoes, repacked, per case	6 00
Celery, per case	7 00
Do., per case Australian	9 00
Cauliflower, per doz.	3 50
Green peppers, per basket	1 50
Leeks, per doz.	0 60

TORONTO PURCHASING AGENTS ELECT OFFICERS

The Toronto Purchasing Agents' Association has elected the following officers for 1922: Hon. President, W. F. Dodd; president, R. M. Sedgewick; vice-presidents, L. B. Coombs, J. A. Fraser and F. J. Lucas; secretary, C. T. Clark; treasurer, C. W. Newton; national directors, Arthur J. Cherry and W. F. Dodd; Canadian Council, Major J. R. Bell and R. M. Sedgewick.

CANNOT DO WITHOUT IT.

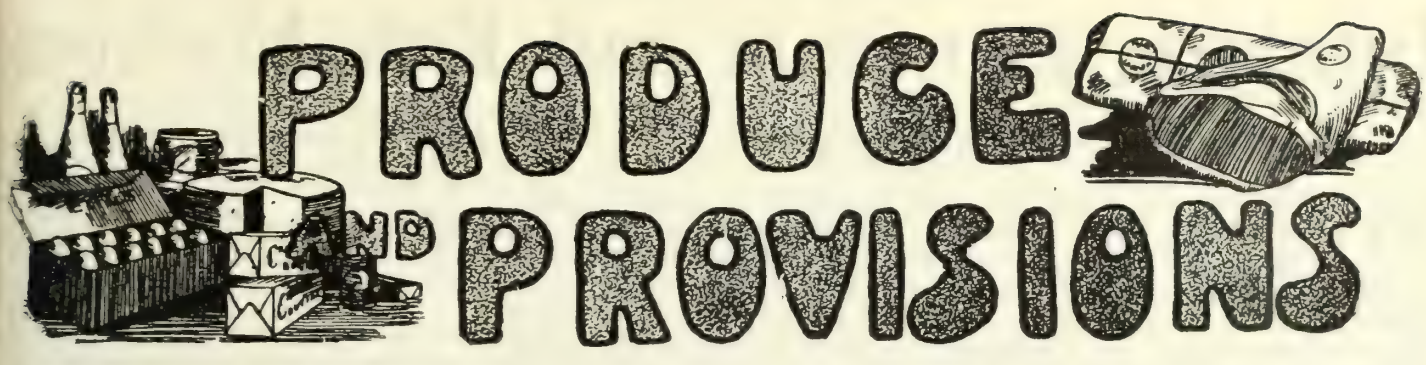
Canadian Grocer.

Dear Sirs—I stopped taking Canadian Grocer about a year ago and I find that I can't do without it. So will you please put me back on the list and let me know your price per year and will mail it to you.

Please start to send me the Canadian Grocer now.

GEO. LE BLANC.

Penetanguishene, Ont., March 10, 1922.



Needs United Action to Save Salmon

Both Federal and Provincial Authorities Are Alive to Necessity for Constructive Action in Conserving B. C. Salmon Supply—Competition of the Japanese Pack

By B.C. Correspondent of Canadian Grocer

VANCOUVER, B. C., March 31.—In addressing a group of business men recently in Vancouver, F. E. Burke, manager of the Wallace Fisheries, gave a few figures on the salmon packing business that are of general interest.

"Very few of us," he said, "realize just what the salmon business means to British Columbia and to Canada. Until we saw the falling off in our packs, none of us were sufficiently concerned to acquaint ourselves with the vital position this industry holds in this Pacific Province. The industrial heads particularly have been uninformed as to the importance of the industry, largely, I suppose, because the canners made all their arrangements with the wholesalers. To show how closely the fishing business is interwoven with the industrial life of this province, let us take the returns for 1920. We find that one out of every twenty-six people in this province, regardless of color, earn their living directly in the fish business. If we add those whose living is indirectly made from the fish business, we will find how closely the salmon industry is interwoven with the industrial life of British Columbia, and anything that affects the salmon industry affects the whole prosperity of the province.

Surplus in Big Years Helped Lean Ones

"The conditions of today make it very difficult for the canners," continued Mr. Burke. "In the old days, the big years permitted a surplus with which to weather the lean years, and the average in the industry showed between 10 and 11 per cent. on the capital invested, not very high for a new and speculative industry in a new country. Today, should a big run produce a good profit, taxes would seize a share of the surplus, and the lean years, as the last few have been, find the canners ill-prepared to stand the incident losses.

Should Not Let Industry Sink

"I do not want to give the impression," said Mr. Burke, "that the whole canning industry is 'on the blink', or that the money invested is all gone. There will be salmon canneries in the province a long time after we are gone, but it will take enlightened and prompt action on the part of the officials and those immediately interested to see that the industry does not sink to be a very small factor in the life of the province—which will happen if the fish are depleted. The Columbia was fished out and many thought it was gone forever. Two years ago, due to intelligent effort, the Columbia river put up the biggest return that it ever put up in its history.

Governments Alive to Situation

"At last," said Mr. Burke, "we have reached the stage when the federal as well as the provincial authorities are alive to the necessity for constructive and united action if the fish wealth of this country is to be conserved.

"As an industry we have been through the blood-sweating process in the last two years—in common with other industries. We will not likely see the large packs that were put up other years, nor can we go on putting up with increased costs. Unless the packs can be sold at a profit there is no reason for putting up the packs. They must be sold in keen competition.

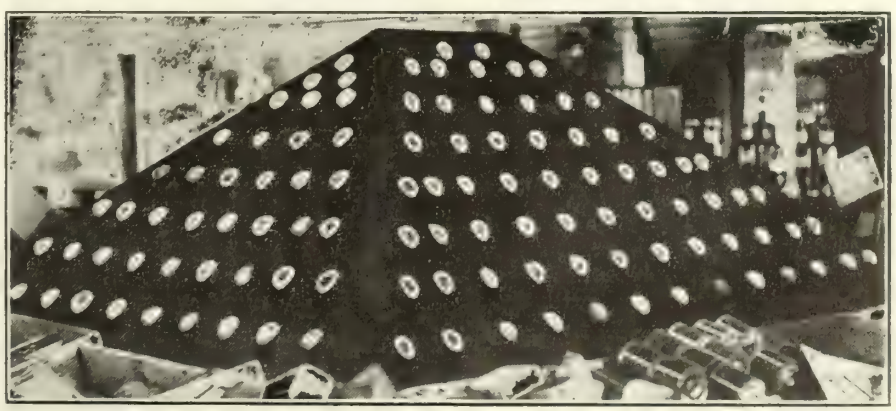
Competition of Japanese Packs

"The most serious factor probably is the Japanese Siberian pack. The Japs

(Continued on page 52)

Novel Display of Eggs Sells 45 Cases

Many unique selling ideas have originated from the Paquet Co., Limited, Quebec, that have resulted in a satisfactory increase in sales on the particular commodity concentrated upon. One of the recent ones was a display of eggs. This display was very striking, as can be seen by the photograph. It was in the form of a quadrangle measuring eight feet long, six feet wide and three feet high. During the two days of the display sales of eggs amounted to forty-five cases, or 1,350 dozens of eggs.



Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, April 5.—The produce market is strong in almost all lines with many advances. Butter is the feature with an advance of four cents a pound in some cases. The market is strong with the likelihood of another advance in view of the heavy demand. Eggs are also strong under an advance. Hogs advanced in price late last week and then eased off again. Beef is strong with higher prices on fresh cuts of beef. Smoked meats are strong in anticipation of the Easter season. Lard is firm with a fair demand but no change in price. The cheese market locally is steady but the export market is more active. The poultry market shows some improvement but the movement has not been as large as was expected. The cold weather of last week improved the flow of maple syrup and the market is now well supplied, with prices easy.

BUTTER PRICE ADVANCES

Montreal

BUTTER.—The market is in a decidedly strong condition with an advance of 4½c. per lb. during the past week. This is almost entirely due to a shortage of storage supplies, not only locally, but throughout Canada, coupled with a steady demand for supplies to meet immediate requirements. From now until the new make is on the market butter may be expected to be strong in price since shipments of New Zealand creamery butter are not arriving in as large quantities as was expected.

BUTTER—

Solids, creamery, finest		0 41
Prints, creamery		0 42
Second grade creamery	0 32	0 37
Dairy solids	0 27	0 29

CHEESE MARKET IMPROVED

Montreal.

CHEESE.—There is no change in the wholesale price of cheese. The export market shows a stronger tone and some improvement in the domestic demand. Cheese prices may be expected to hold firm.

CHEESE—

Old Colored, twins		0 26
Old White		0 25
New Large, per lb.	0 19	0 20
New Twins, per lb.	0 19	0 20
Triplets, per lb.		0 20
Fancy old cheese, per lb.	0 28	0 30
Stilton, per lb.		0 30
Quebec	0 19	0 20

LARD MARKET UNCHANGED

Montreal

LARD.—A steady feeling in the lard market prevails with a fair demand. Prices are unchanged.

LARD—

Tierces, 60 lbs.	0 17	0 18
Pails, 20 lbs.	0 17½	0 18½
Tubs, 20 lbs.	0 18	0 19
Bricks	0 19	0 20

EGG PRICES ADVANCE

Montreal.

EGGS.—The feature of the egg market was the strength that developed towards the close of last week and which prevails this week. An advance of from 1c. to 3c. per doz. is recorded, with new laid eggs quoted at 32c. and 33c. and specials at from 34c. to 37c. per doz. The strength is attributed to the fact that storing operations are becoming more general, coupled with the heavy consumption. The egg market is active and the strength may be expected to hold with a tendency towards another advance.

EGGS—

New laid		0 32
Specials	0 34	0 37

HOGS ADVANCE SLIGHTLY

Montreal.

FRESH MEATS.—Unlike other markets for live hogs, Montreal prices showed a decline only during the early part of last week but later advanced 25c. to 50c. per cwt. with sales of select light weight at $14.50 and $14.75. The price went as high as $15.00, weighed off cars, but later in the week declined in sympathy with the weakness in other markets and closed with a price of $14.25 to $14.50 for fed and watered, weighed off cars. The market now stands firm with a stronger tone in anticipation of a good demand for the Easter trade. There is an improved tone to the beef market. Prices show an advance with a shortage of better quality beef cattle. Shipments of western cattle are smaller than they have been and with the approach of Easter the market takes on a strong tone.

FRESH MEATS—

Hogs, live (selected, weighed off cars)	14 25	14 50
Fresh killed	22 00	23 00
Fresh Pork—		
Legs of pork (foot on)	0 20	0 21
Loins (trimmed)	0 28	0 30
Trimmed shoulders	0 19	0 21
Untrimmed		0 17
Pork sausage (pure)		0 20
Fresh Beef—		
Hind quarters	0 15 0 18	0 12 0 16
Front quarters	0 10 0 12	0 05 0 08
Loins	0 23	0 28
Chucks	0 10 0 11	0 12

COOKED MEATS STEADY

Montreal.

COOKED MEATS.—There is no change in cooked meats. Prices are steady with only a fair demand but the prospects are for an improvement with the approach of Easter.

SMOKED MEATS FIRM

Montreal.

SMOKED MEATS.—The trade is looking forward to a big improvement in the demand for smoked and cured meats for the Easter season. Stocks in retailers hands are light and at present there is a fair demand for small lots to meet immediate requirements but the bigger buying is expected the beginning of next week. For this reason there is a stronger tone to smoked meats since the hog market has shown recent spurts of strength and should this become marked, it is expected to reflect in bacon, smoked hams and cured meats.

FRESH HALIBUT ADVANCE

Montreal

FISH.—The demand for fish is falling off with the close of the Lenten season. Locally the market is fair with the ordinary weekly movements but on the whole the movement is not large. Prices show an advance in fresh fish. Fresh halibut is higher at 23c. per lb. while frozen halibut is lower at 17c. Gaspe salmon is in fair supply at 18c. per lb. In frozen fish the market is well supplied with prices easy but fresh lots are strong in price with small offerings.

POULTRY PRICES UNCHANGED

Montreal.

POULTRY.—Receipts of live and fresh killed poultry have been light, but the supply of the former is ample to meet requirements, owing to the fact that the Jewish demand, during the holiday just past did not come up to expectations. A fair trade has been done in storage and dressed poultry, the demand being especially good for fowl and large chickens and supplies on the market are ample to meet all requirements There is no change in prices quoted locally.

MAPLE SYRUP EASY

Montreal.

MAPLE SYRUP.—The cold snap of last week has given the maple syrup makers an extra run and prospects are now for a record production this year. At the same time the demand is keen and as the market has been pretty well cleaned up before hand the new make is being quickly picked up. Prices in bulk on the local market vary from $1.25 to $1.50 a gallon according to the make. In the bush buyers are paying one dollar a gallon.

NEEDS UNITED ACTION TO SAVE SALMON

(Continued from page 51)

are making strenuous efforts to break into the British market. We cannot expect to produce canned fish on the basis of Japanese costs. We don't want to. We do not want to carry our labor to a point where, in order to compete, the Oriental standards of living would have to be maintained. No one wants that, no matter whether he has capital invested in the business, or not. We will have to overcome that competition by scientific methods, more expert production and better merchandising," said Mr. Burke.

ONTARIO MARKETS

TORONTO, April 5.—A considerable increase in receipts featured the hog market during the week with the result that the big packers were enabled to put into effect the lower prices which they were endeavoring to do as intimated in last week's report. The hog market continues weak and there is likely to be another cut in prices by the end of the week, providing the heavy receipts continue. In smoked and dry salt meats, and cooked meats, the situation is fairly steady. Lard and shortening are also unchanged but there appears to be a slightly easier undertone. Butter is firm and higher, while cheese is unchanged. Eggs are inclined to be unsettled; the big dealers making efforts to reduce prices. Margarine is a shade reduced in price in some quarters. Poultry and fish are steady and quotations unchanged.

BUTTER MARKET HIGHER

Toronto.

BUTTER.—The market continues firm with quotations to the retail trade advanced one to two cents per pound. New Zealand and best grades of Ontario stock are bringing 42c. to 43c. per lb. with the under grades at 39c. to 41c.

BUTTER—

Creamery prints, No. 1	0 42	0 43
Do., No. 2	0 39	0 41

STEADY CHEESE MARKET

Toronto.

CHEESE.—The market situation is holding steady although the movement is farily quiet. Quotations are unchanged.

CHEESE—

Large, new (fodder)	0 18	0 18½
Do., Sept	....	0 20
Do., June	0 26	0 26
Stilton, new	0 24	0 25

Twins, 1c higher than large cheese and triplets 1½ cents higher than large.

LITTLE CHANGE IN EGGS

Toronto

EGGS.—The market held fairly steady during the week but some wholesale houses have been endeavoring to get prices to a lower basis of values. In this, however, they were unsuccessful, chiefly on account of the heavy demand and the fact that there is little surplus. Another factor entering the situation is that storage operations have commenced in a small way. Quotations to the trade remain at 31c. to 32c. per doz.

EGGS—

New laid	0 31	0 32
New laid in cartons		0 35

LARD PRICES STEADY

Toronto

LARD.—There is no change in lard quotations. The market has a steadier tone at the moment.

LARD—

1-lb. prints	....	0 19
Tierces, 400 lbs.	....	0 16½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

SHORTENING UNCHANGED

Toronto

SHORTENING.—Quotations are unchanged with the market fairly steady.

SHORTENING—

1-lb. prints		18-19
Tierces, 400 lbs.	0 15½	0 16

MARGARINE LOWER

Toronto.

MARGARINE.—In some quarters quotations are reduced two cents per pound. Other brands, however, are unchanged. The reason for the reduction is said to be the result of a quiet demand and in order to stimulate buying a reduction is put in force. Quotations on the best grades range from 20c. to 22c. and second grades are bringing around 18c. per lb.

MARGARINE—

Margarine, No. 1	0 20	0 22
Do., No. 2	....	0 18

COOKED HAMS SHADE EASIER

Toronto

COOKED MEATS.—The market generally shows little change although some packers have made a shade reduction of ½c. per lb. on boiled hams, making quotations on ordinary round trimmed 45c. to 48c. and square pressed 48c. to 50c. per lb. Boiled shoulders are slightly lower at 38c. while other lines are unchanged.

COOKED MEATS—

Boiled hams, lb.	0 45	0 48
Do., square pressed	0 48	0 50
Boiled shoulders	....	0 38
Head cheese, 6s, lb.	....	0 10
Choice jellied ox tongue, lb.	....	0 60
Jellied pork tongue	0 32	0 35
Bologna	0 13	0 15

Above prices subject to daily fluctuations of the market.

BARREL MEATS LOWER

Toronto.

PROVISIONS.—Smoked and dry cured meats are unchanged but barrel meats are reduced $1 per barrel. Mess pork is quoted at $33: short cut backs, $35: pickled rolls, lightweight, $46: and pickled rolls, heavy, $40.

Hams—		
Small 6 to 12 lbs.	0 33	0 34
Medium, 12 to 20 lbs.	0 33	0 34
Large, 20 to 35 lbs., lb.	0 30	0 31
Heavy, 35 lbs., and upwards	....	0 26
Backs—		
Boneless, per lb.	0 39	0 40
Rolled, per lb.	....	0 48
Peameal	0 37	0 41
Bacon—		
Breakfast, ordinary, per lb.	0 28	0 32
Do., special trim	0 38	0 41
Cottage rolls	....	0 32
Rol, per lb.	....	0 28
Wiltshire (smoked boneless) lb.	....	0 30
Do., three-quarter cut		0 33
Do., middle		0 35
Dry Salt Meats—		
Long clear bacon, av. 50 to 70 lbs.		0 19½
Do., av. 80-90 lbs.	....	0 18
Clear Bellies 15-30 lb.	0 17½	0 19½
Fat backs, 10-12 lbs.	0 17½	0 17½

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—	
Mess pork	33 00
Short cut backs, 200 lbs.	35 00
Picked rolls, bbl., 200 lbs.—	
Lightweight	46 00
Heavy	40 00

Above prices subject to daily fluctuations of the market.

POULTRY RECEIPTS LIGHT

Toronto.

POULTRY.—Receipts continue light and the larger portion of the business is being filled from storage supplies. There is no change in quotations other than a greater range in prices on chickens on account of the poorer quality now being offered.

Poultry—

Prices paid by dealers—

	Live.	Dressed.
Turkeys	30-35	40 45
Chickens, spring	23-25	27-32
Roosters	00-18	00-23
Fowl, 4 to 5 lbs.	00-25	00-26
Fowl, over 5 lbs.	00-27	00-28
Fowl, under 4 lbs.	00-14	00-22
Guinea hens, pair	1 25	1 50
Geese	....	00-20
Ducks, 4 lb. and over	00-32	00 32
Prices quoted to retail trade:		Dressed:
Ducklings	0 32	0 38
Hens, heavy	0 28	0 32
Hens, heavy	0 28	0 32
Do., light	0 20	0 28
Geese		0 25

NO CHANGE IN FISH

Toronto.

FISH.—Small shipments of fresh lake fish are commencing to arrive. One dealer reports receiving some Lake Simcoe whitefish and perch. The demand for fish is fairly active although the mild weather is not helping business in line.

FRESH SEA AND LAKE FISH

Cod steak, lb.	0 09	0 10
Do., market, lb.		0 08
Oysters, No. 1 tins	3 25	3 70
Do., No. 3 tins	9 25	11 [illegible]
Do., No. 5 tins	15 00	18 00
Do., glass jars, doz.	5 00	5 75
Do., shell, per bbl.	13 50	14 00
Smelts, No. 1, per lb.	....	0 13

FROZEN FISH

Halibut, medium	0 17	0 18
Do., chicken	0 13	0 14
Flounders	0 09	0 [illegible]
Pike round	0 05	0 06
Do., headless and dressed	0 07	0 08
Salmon, Cohoe	0 15	0 16
Do., Red Spring	0 20	0 21
Do., Alaska Qualla	0 13	0 14
Do., Qualla,	0 07	0 08
Brill	0 10	0 11
Sea Herring	0 07½	0 08
White Fish	0 11	0 13
Lake Erie Herrings	....	0 04½
Lake Herrings	....	0 08

SMOKED AND SALT FISH

Haddies, lb.	0 12	0 13
Fillets, lb.	0 14	0 16
Kippers, box	2 25	2 75
Bloaters	2 00	3 00
Ciscoes, lb.	....	0 17
Salmon snack, lb.		0 20
Digby chicks, 5 to bundle	1 00	1 20
Boneless Digbys, 10 lb. box		1 50
Shred cod, box 24 cart.	....	2 20
Cod, 1 lb. tablet, box 24s.	....	3 20
Quail on toast [illegible]		0 14
Holland Herrings, mixed 10-lb. keg	85	1 10
Do., milkers, 10 lb. keg.	95	1 20
Shrimps No. 1 can	....	2 00
Do., No. 6 can	....	11 50
Labrador Herrings—		
Kegs, 100 lbs.	....	5 75
Do., barrels, 200 lbs.		11 00

HOGS MOVE LOWER

Toronto.

FRESH MEATS.—Receipts of hogs at the Union Stock Yards during the week were heavier than the market could readily absorb. The result was that the big packers were able to put into effect the lower prices as intimated under this heading in last week's issue.

As we went to press last week the market had a weaker appearance on the basis of $13.75 fed and watered but the week closed with values reduced to the basis of $13. The aim of the big packers is to further reduce prices and it is intimated that by the end of the week

another cut will be in force. Under fairly heavy buying of cattle for the Easter trade, values were somewhat higher.

FRESH MEAT—

Hogs—		
Live, f.o.b. per cwt.	12 25	12 50
Live, off cars	12 75	13 00
Live, fed and watered, cwt.		13 00
Dressed, light, per cwt.	17 00	18 00
Do., heavy, per cwt.	12 00	14 00
Fresh Pork—		
Legs of pork, up to 15 lbs.		0 28
Loins		0 28½
Fresh hams, lb.		0 28½
Tenderloins, lb.		0 52
Picnics, lb.		0 16½
Montreal shoulders		0 19
Boston butts, lb.		0 25½
New York shoulders		0 18½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 14	0 18
Front quarters, lb.	0 08	0 10
Ribs, lb.	0 12	0 18
Chucks, lb.	0 08	0 09
Loins, whole, lb.	0 25	0 28
Hips, lb.	0 12	0 14
Cow beef quotations about 2 cents per lb. below above quotations.		
Calves, lb.	0 13	0 16
Sheep, whole, lb.	0 08	0 12
Spring lamb each	12 00	16 00
Above prices subject to daily fluctuations of the market.		

MANITOBA MARKETS

WINNIPEG, April 5.—Hogs are steady under a better demand. Cooked and smoked meats are showing a slight improvement at unchanged quotations. Butter holds firm while cheese is inclined to be easier. Eggs are steady under light receipts. There is a good demand for fish at unchanged quotations.

BUTTER HOLDS FIRM

Winnipeg.

BUTTER.—The butter market continues in a firm position with New Zealand still a factor in assisting to maintain a steady tone. The demand is improved and with limited supplies the market shows a stronger tendency.

BUTTER—		
Creamery, best table grade	0 39	0 42
Margarine	0 22	0 25

CHEESE SHADE EASIER

Winnipeg.

CHEESE. — There is no material change in the condition of the cheese market. The market is dull with very little movement. Local wholesale prices are easier and Ontario large is quoted at 19½c per lb.

CHEESE—	
Stilton cheese, large, lb.	0 24
Ont., large lb.	0 19½
Ont., twins, lb.	0 20½
Ont., triplets, lb.	0 20½

EGG MARKET STEADY

Winnipeg.

EGGS.—The egg market is steady with some dealers quoting slightly lower prices. Supplies are not coming forward as plentifully as last week. Quotations are 24c per doz. for case counts, 28c for candled and 30c for No. 1 carton eggs.

LARD HOLDS STEADY

Winnipeg.

LARD.—The tone of the lard market is steady under a moderate demand. Prices show no change.

LARD—	
Pure Lards, No. 1 Quality, per lb. (in tierces, 400 lbs.)	0 17½
Do., wooden pails, 20-lb. pails	3 90
Shortening, tierces of 400 lbs.	0 15
Do., per pail, 20 lbs.	3 40

COOKED MEATS UNCHANGED

Winnipeg.

COOKED MEATS. — Cooked meats remain unchanged, with a slight improvement in the demand for cooked hams.

COOKED MEATS—	
Hams, best quality, skinned 8-14 lbs.	0 46
Do., 13-1 lbs.	0 44
Roast ham, lb.	0 46
Roast shoulders, lb.	0 34
Head cheese, 6-lb. tins, lb.	0 12
Pork tongues, lb.	0 28
Jellied ox tongues, lb.	0 52
Luncheon cooked meats	0 22

HAMS IN DEMAND

Winnipeg.

PROVISIONS.—There is an improvement in the demand for smoked ham and bacon. Prices are ruling steady.

Hams—	
8 to 16 lbs., per lb.	0 37
16 to 2 lbs., per lb.	0 36
Boneless, 8-14 lbs., per lb.	0 41
Skinned, 14-18 lbs., per lb.	0 40
Skinned, 18 to 22 lbs. per lb.	0 40
Bacon, to 10 lbs. per lb.	0 45
Cottage rolls, boneless	0 26
Bellies 6 to 10 lbs., per lb.	0 44

POULTRY MARKET QUIET

Winnipeg.

POULTRY.—Receipts are light and the demand is likewise. Prices are steady.

POULTRY—	
Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
D. P. Chickens, 3½ lbs., and under	0 30
Do., 3½ lbs., and over	0 35
D. P. fowl, 3½ lbs. and under	0 22

FISH SHOWS NO CHANGE

Winnipeg.

FISH.—The fish market is ruling fairly steady with prices unchanged. An active demand is noted for all varieties.

FISH—	
Black cod, lb.	0 12
Brills	0 08
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15½
Salmon, Cohoe, in full boxes, 300 lbs.	0 16
Salmon, Cohoe, in broken cases	0 17
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08
Whitefish, dressed, case lots	0 10
Whitefish, dressed, broken cases	0 10½
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Haddies, in 30-lb. cases, per lb.	0 12
Kippers, East. Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 15
Salt Fish—	
Holland Herring, milkers, 9-lb. pail, pail	0 95
Holland Herring, mixed, 9-lb. pails, pail	0 85

HOGS RULING STEADY

Winnipeg.

FRESH MEATS.—The hog market is ruling steady. Live selected hogs are quoted at $11.75 per cwt. The cattle market continues active and prices on steers and heifers show practically no change. Veal calves are showing a stronger tone and are quoted from $10 to $11. Very few sheep and lambs are arriving but the few odd lambs of good quality are quoted at $12 and mutton sheep at $7.50.

COMPARES SLOW WITH RAPID TURNOVER

(Continued from page 38)

When the time is up and the agreed upon notice has been sent—or if none is to be sent, then when the agreed time has arrived—allow four or five days grace. Then, if the account is not paid, close it—stop it—quit where you stand! Let me, however, say that if you do not send out bills, you should institute that practice at once. Bills always should be mailed to everybody so they will reach the customer by the first mail on the first of each month. The man who is first on the job of demanding his money is the one who is most apt to get it, and many a wobbly customer has been kept straight for years by being asked promptly to pay up.

Balances Most Dangerous Things

Have the account paid in full. If any partial payment is tendered, take it, of course; but then stop the account right there. Prompt action in this connection, right at the time, has rectified many a careless assumption, corrected many a false impression, led to complete understanding, made a slovenly customer systematic and cemented friendship which has continued through long years of mutual trading and good will. For it is true as preachin' that "short accounts make long friends," as the canny Scots say.

Now if, in any of these contingencies, the customer "gets mad," you are fortunate to find it out so soon, close the account, paid up or not, stop the loss at once and be quit of worry. It pays best to devote yourself to those who will trade with you your way. And if you stick to these rules, plenty will like your ways. You will soon find you have selected from your community the most reliable, most desirable and dependable people. Those are the only ones that deserve anybody's credit—and you only want the deserving ones.

Plans for special charges for credit don't work out. The cost of credit runs about this way, half per cent. for losses, half per cent for interest, one and one half per cent. for bookkeeping and collection and half per cent for unforeseen contingencies. This is a total of three per cent on your sales. People who want credit will trade with you on this basis of extra cost. The charges can be buried in anybody's prices by any skilful merchant so he will be in line with worthy competition—meaning competition which really might cut ice in your class of business. Credit costs something. Everybody understands that. Properly run it is worth what it costs—and people understand that also. Credit is a highly profitable business for those who understand how to handle it.

I shall be glad to have more detailed particulars if I have not hit the spot, and I shall try again.

SCHNEIDER'S MEAT PRODUCTS have DOUBLED MY SALES.....

says H. C. SMITH,
aggressive Ontario Grocer

READ THIS LETTER THAT MR. SMITH SENT TO HIS CUSTOMERS—IT SPEAKS FOR ITSELF.

HERBERT C. SMITH

GROCERIES, CONFECTIONERY AND COOKED MEATS

Dear Madam:

It may interest you to know that in the past twelve months we have more than doubled our sales of cooked meats, sausage, bacon and pure kettle rendered lard. This, mind you, without the slightest attempt at advertising these commodities. We therefore think it not unreasonable on our part to say that the quality of the goods themselves, coupled with the satisfaction they give to our many customers, is wholly responsible for the increased business.

"Be sure you're RIGHT, then go ahead" is an excellent motto, and we assuredly did this when we decided to handle the famous Schneider line of meat products as put up by the firm of J. M. Schneider, and notwithstanding the persuasive tongue of the many meat salesmen who call on us, we stick right with the brand which has done so much to put our store on the map in the way of cooked meats.

If you have not already done so you owe it to yourself to give these QUALITY goods a trial and if you make that trial at this store you will be absolutely certain of getting the genuine Schneider products, because we handle nothing else. We have the best slicer money can buy, and are glad to slice your meats just the particular thickness suited to your fancy. WE DO NOT SLICE IN ADVANCE.

We await your further patronage with every confidence that we can satisfy your demands, and wish to thank you for past business.

Yours faithfully,
HERBERT C. SMITH.

The store where "QUALITY" is at all times emphasized.

SPECIAL ATTENTION TO MAIL ORDERS

J. M. Schneider & Son, Ltd.
KITCHENER, ONTARIO

Also—Maple Leaf Hams and Bacon

Yes, sir!

Gunns' Maple Leaf Pork Sausage sells! It sells quickly because it is well advertised, but more especially because it is made only from the best quality pork and your customers like it. They come back for more.

Customers bringing repeat orders mean many sales for you. Be ready for them. Order your supply of Maple Leaf Pork Sausage now.

Phone Junction 3400

Gunns LIMITED West Toronto

EASTER

During Lent your sales for both Ham and Bacon have been smaller owing to the custom of not eating meat during that season.

With Easter however the demand will come on again. Your customers will be asking for supplies of Ham and Bacon. Why not get ready for this now and let us have your order for the best.

F. W. FEARMAN CO.
LIMITED
HAMILTON, ONT.

Curers of "Star" Brand Hams & Bacon

Extra Fancy Florida Tomatoes

For the Easter Trade

We have a name for putting up strictly fancy Tomatoes—Every crate repacked before being shipped—**The Best on the Market.**

"The House of Quality"

Hugh Walker and Son Limited

Guelph, Ontario

OLD CITY
PURE MAPLE SYRUP

Of the highest quality produced in the famous Beauce district which has, for many years past, acquired a world-wide reputation.

Packed in one, half and quarter gallon cans.
Also packed in reputed Quart and Pint Bottles

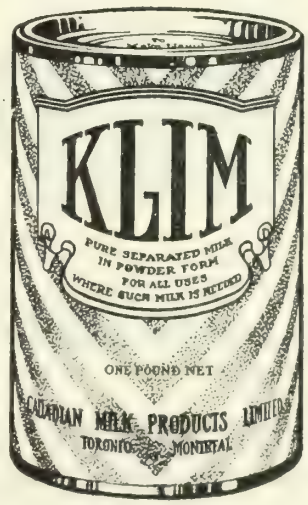
Representatives:

Richardson & Green, Ltd.,	Winnipeg, Man.
E. B. Nettelfield & Co.,	Toronto, Ont.
D. Stewart Robertson,	Ottawa, Kingston and Brockville, Ont.
J. A. Tilton, Ltd.,	St. John, N.B.
J. T. Poulin,	Montreal.
A. J. Oake,	Halifax, N.S.

OLD CITY MANUFACTURING CO., LIMITED
QUEBEC QUEBEC

WARM weather will mean increased demand for KLIM—for picnics, motor trips, camps, boy scouts' hikes and all other occasions when people sit down to a meal outdoors.

Moreover, housewives find it hard to keep ordinary milk sweet in warm weather. They cut down their regular orders. For that reason, you'll find every one of your customers willing to buy a tin of KLIM as a handy supply for unexpected needs.


KLIM
PURE SEPARATED MILK IN POWDER FORM FOR ALL USES WHERE SUCH MILK IS NEEDED
ONE POUND NET
CANADIAN MILK PRODUCTS LIMITED
TORONTO MONTREAL

Now is the time to re-order stock and feature KLIM on your counter. Every sale is **extra** money.

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ST. JOHN MONTREAL WINNIPEG

B. C. Distributors: Kirkland & Rose, Vancouver

A treat for your table at EASTER

HAMS UMART KITCHENER BRAND PORK PRODUCTS BACON

See that you have a good supply of these superior quality hams and bacon on hand for Easter trade.
Special attention given to mail orders.

THE DUMART PACKING COMPANY, LIMITED
KITCHENER, ONTARIO

TELEGRAM

Received one day last week
Ship 25 Cases
Maple Leaf Pharmaceutical
Extract Malt
from Large Dealer in Ontario
This Is Authentic
Merchants from all parts of Canada
Are building up extra Business and making nice Profits

Try A Sample Order

Packed in 2½ lb. tins, 2 doz. to each case

Maple Leaf Malt Extract Co. Regd.
Montreal 61 Canning St.

SIFTO
SALT IT FLOWS
BEST FOR TABLE USE
Two Salt brands that speed up your Salt Sales. They're well advertised and hundreds more housewives every month are coming to learn that SIFTO is "the Salt that flows," a delight to the table. And that Century Salt—pure and dazzling and economical—is the best all round household salt. Stock them both.
CENTURY TABLE SALT
THE DOMINION SALT CO LIMITED SARNIA, ONTARIO
CENTURY SALT BEST FOR GENERAL USE

If your jobber cannot supply you, we invite your inquiry, when price lists and full information will be promptly sent you.
DOMINION SALT CO., Limited, SARNIA, CANADA.
Manufacturers and Shippers.

Money-Saving Information

"The most useful information contained in any paper I get"—so a Western banker writes in to-day's mail, renewing his subscription for FINANCIAL POST.

"Very often," his letter goes on to say, "I am called on to suggest investments for small amounts, sometimes as low as a few hundreds, and I find your Investors' Inquiry Service a reliable partner to consult. If every investor knew there was such service at his call it would surely lessen the losses of many of these people."

The Investors' Inquiry Service fills just that need. Unless you are perfectly sure of your investments write us before you buy.

It costs FINANCIAL POST subscribers nothing to be sure before placing hard-earned savings in stocks that may never have a chance of paying dividends. Trained service men will give you the benefit of keen analysis based on the facts behind the securities you are considering. This is one of many features enjoyed by our readers.

THE FINANCIAL POST 143 University Avenue, TORONTO, CANADA

Send me for one year (52 issues) The Financial Post.—I attached $5.00—commence at once.

OLD TIME SUGARING SCENE

Pure Maple Syrup

from Brome County Quebec

NOW READY FOR SHIPMENT

In Qts., ½ Gals., 1 Gal., 5 Gals. tins

Brome County Maple Syrup is Canada's Best

Send Your Orders Early

THE EASTERN TOWNSHIPS

MAPLE SYRUP AND SUGAR EXCHANGE

Sutton, Quebec

CALEY'S

The Firm whose aim is to make their Goods as "Novel" as possible

BEGIN NOW TO BOOK YOUR ORDERS FOR THE CHRISTMAS TRADE IN CHRISTMAS CRACKERS and SANTA CLAUS STOCKINGS

Crackers contain new designs in Paper Caps, amusing indoor Games, Puzzle, Trick or Love Motto, causing endless amusement. Pleases old and young.

TRADE MARK

Stockings are exceptionally large and well filled with Toys, Musical Instruments, Jewels, Games, Picture Books and Crackers. The delight of all kiddies.

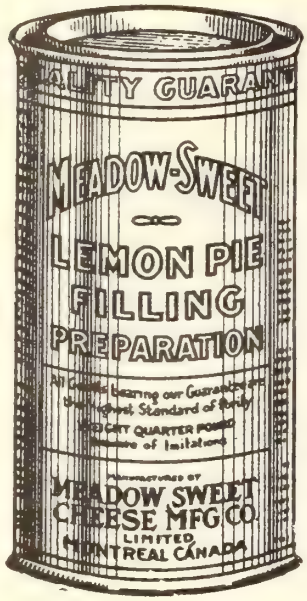
Our 1922 Samples are ready and in the hands of our Canadian Agents who will be pleased to give you the fullest information.

Send Today *Don't Delay*

Eastern Provinces:—Messrs. HARGRAFT & SON, LTD., 39-47 Scott St., TORONTO.
Prairie Provinces:—Messrs. WATSON & TRUESDALE, 156 Lombard St., WINNIPEG.
British Columbia:—Messrs. SHALLCROSS, MACAULEY & CO., LTD., 113 Yorkshire Bldg., VANCOUVER.

A. J. Caley & Son, Ltd. Norwich, England

London Show Rooms: 3-5 Rood Lane, London, Eng.



Meadow-Sweet

PIE FILLINGS

Lemon Chocolate Vanilla

A quick-selling, popular-priced specialty on which you can make good money. One 15c package makes filling for four delicious lemon pies, without the use of butter and eggs. Once sold it repeats regularly.

Also Makers of These Products:

CREAM CHEESE
LOAF CHEESE
PINEAPPLE BUTTER

MAPLE BUTTER
COCOANUT BUTTER
BANANA BUTTER

PEANUT BUTTER
STRAWBERRY BUTTER
CHOCOLATE BUTTER

Send for Samples and Prices.

Meadow Sweet Cheese Mfg. Co., Limited, Montreal

UPTON'S Pure Jams and Marmalades

Pure Orange Marmalade Is in great demand to-day

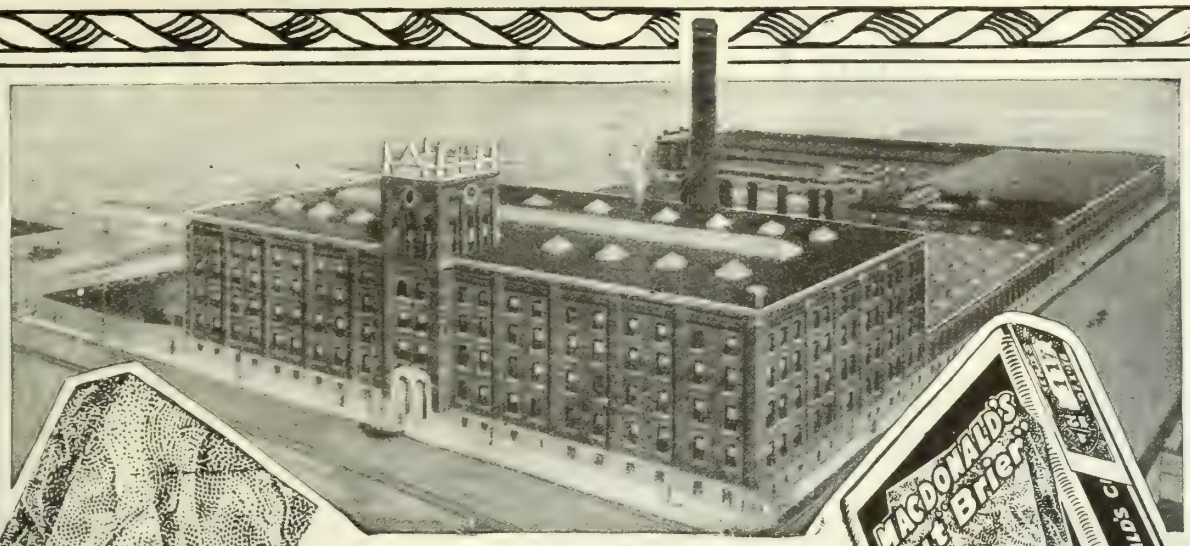
At this season of the year grocers should strongly push the sale of marmalade.

With the depletion of the housewife's stock of preserves there is now a splendid opportunity to sell marmalade for breakfasts, teas and luncheons.

Upton's have been making pure jams and marmalades for over thirty years.

Order To-day

The T. Upton Co., Limited
HAMILTON - CANADA



The Sweet "Buy and Buy"

It is as music to the MACDONALD dealer's ears that the demand is becoming more and more insistent for the tobacco with a heart. Men are buying MACDONALD'S because they know it is good tobacco and because it is the best value for the money. The MACDONALD demand is permanent—assured. The advertising appearing everywhere is constantly creating new users of MACDONALD'S. You can turn their steps to **your** store by keeping the MACDONALD Brand well displayed, and always in stock. And you couldn't find any other line so profitable for you to push as "the tobacco with a heart."

The Tobacco with a heart

MACDONALD'S

"I don't want it - unless it's pure"

You can't fool many Canadians about the quality of Maple Syrup, and the dealer who handles an inferior brand kills his business. Quality counts,—it brings the best custom and keeps it.

OLD COLONY PURE MAPLE SYRUP

concentrates on quality. It costs us more to use only the first best run of Maple Sap, but we like the permanent trade that results.

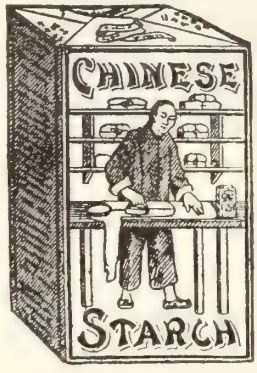
If you want the best Maple Syrup on the market, write for prices.
All orders billed through jobbers.

CANADIAN MAPLE PRODUCTS LIMITED

250 VAN HORNE STREET, TORONTO

REPRESENTATIVES:
Manitoba, Saskatchewan and Alberta—W. H. Escott Co., Ltd., Winnipeg, Man.
Quebec—A. Dumoulin & Co., 157 Commissioners St. E., Montreal, Que.
British Columbia—F. G. Evans, Vancouver, B.C.
Maritime Provinces—Supplies, Limited, Kentville, N.S.

100 PER CENT. PURE QUEBEC MAPLE SYRUP



CHINESE STARCH

for fine glossy finish and high uniform quality.

Will please your particular Customers.

Order from your Wholesaler or direct—

OCEAN MILLS LTD.

Montreal, Que.

Cane's Pencils, extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.

Newmarket, Ontario

Still the Strongest and Best ---and the Leading Seller

In grandmother's day the thrifty housewife preferred Cow Brand Baking Soda because its **greatest strength** made it more economical and more efficient. To-day this old established favorite is still the strongest and best and its sales records indicate that most women know it.

CHURCH & DWIGHT, LTD., Montreal

Known and asked for the world over—

KEATING'S

The Universal Insecticide

Are you profiting by the constant demand for this proven insecticide? Keating's never fails to destroy all insect life with which it comes in contact. Every private home and public building is a prospect for you. Keating's kills

FLIES FLEAS MOSQUITOES
ANTS WASPS BEETLES BUGS
COCKROACHES or MOTHS

and is a steady seller all the year round. Keep your stock well supplied.

Made by THOMAS KEATING, London, England
Established 1788

Sole Agents for Canada

Harold F. Ritchie & Co., Limited
10 McCaul Street, Toronto

Selling Agents for Manitoba, Saskatchewan and Alberta:
Stroyan, Dunwoody Co.,
Confederation Life Bldg., Winnipeg
Agents for British Columbia:
QUELCH & STERLING, Vancouver, B.C.

"NONSUCH"

PRODUCTS FOR QUALITY

Lily White polishes are the best that can be produced at any price.

One of the "NONSUCH" brands of the better class polishes.

"Made in Canada"
By

The Nonsuch Mfg. Co.
Limited
TORONTO

SELL THE BEST

BERTRAND'S

IMPORTED FRENCH

Alimentary Pastes

MACARONI, VERMICELLI, SPAGHETTI, ALPHABETS, COQUILLES, Etc., Etc.

In Sealed Pound Packets

Write for Quotations

HENRI JONAS & Company
173-177 St. Paul St. W., Montreal

BEWARE OF IMITATIONS
THE GENUINE

BAR-LE-DUC JELLY

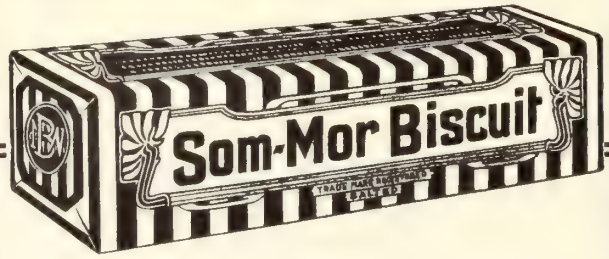
Bears the stamp of origin of the manufacturers' syndicate of

Bar-le-Duc, France

Sole Agents for Canada

HENRI JONAS & Company
173-177 St. Paul St. W. Montreal

Here's the Line for You to Sell



Som-Mor
Fairy Soda
Social Tea
Ginger Snaps
Graham Wafers
Royal Arrowroot

All in Striped Packages

In the "Biscuit in the Striped Package" you have a line of biscuit that will fill every want of your customers, and fill it with such satisfaction that they will be sure to come back for some more.

And besides giving you the best biscuit to sell, we help you sell it and put the profit in your till.

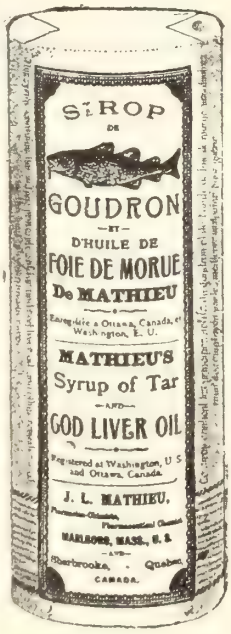
Our advertising, reaching a million and a quarter people, including those in your vicinity, our dealer helps, etc.—all co-operate with your displays and sales efforts, to make the "Biscuit in the Striped Package" one of the most profitable lines in your store.

NORTH-WEST BISCUIT COMPANY, LTD.

Edmonton - Alberta

Winnipeg	Regina	Calgary	Victoria
Moose Jaw	Saskatoon	Nelson	Vancouver

124



Here's a Big Profitable Spring Seller

MATHIEU'S SYRUP of TAR and COD LIVER Extract

Spring with its many changeable, wet days is an ideal time to feature this nationally famous Mathieu Cough Remedy. It will pay you handsomely to get up a good display and suggest it to your customers.

The efficiency of this dependable remedy always wins confidence and satisfaction and the profit margin is exceptionally good.

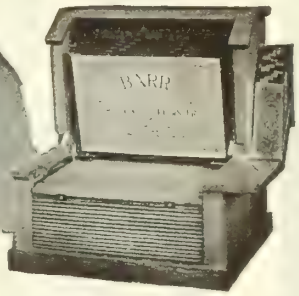
Try a Sample Order

J. L. MATHIEU CO., *Proprietors*

SHERBROOKE, :: QUEBEC

. Chaput Fils & Cie, Limited, Montreal Distributors

Barr Registers Limited



Manufacturers of

THE BARR ACCOUNT REGISTER

Trenton, Ont.

Mr. RETAIL MERCHANT: Would You Like to Employ an Expert Bookkeeper at $10.00 a Month?

Without any further trouble on your part than making out your sales slip when your customer makes a purchase, would you like this bookkeeper—

I. To give your customer, with each purchase, without offending him, a statement of the full amount he owes you to date?

II. When a customer wishes to pay his account it gives you, within 30 seconds, a complete statement showing every item purchased?

III. To make you out a yearly statement of your affairs to conform to the requirements of the Dominion Income Tax Act within three hours after you have taken stock?

IV. After 15 months to continue to give you this service for nothing as long as you remain in business?

That is what the Barr Register will do. ***Write us and let us demonstrate.***

GEORGE LANE, Western Representative - 227-231 McDermot Avenue, Winnipeg, Man.

INTERLAKE Brands of MERIT

Buying the best is not only good policy but good business, especially with toilet paper. The retailer who carries the INTERLAKE line of Standard Brands is doing himself and his customers a good service. It is always good business to satisfy your customers. It is what we aim to do and what we aim to help you do.

Ask us or your wholesaler about the INTERLAKE Standard Brands of Toilet Tissue. The brands of merit. The name is your guarantee.

Interlake Tissue Mills Co.

MERRITTON Limited CANADA

HEAD OFFICE: 54 University Avenue, Toronto, Canada.
SALES BRANCH: McGill Building, Montreal, Quebec.

A few particulars about our Standard Brands:—**"Interlake"** 700 sheet roll—just like linen. **"White Cross"**—8 ounce—white, soft, genuine crepe. **"Blue Bird"**—6 ounce—Manilla, soft, genuine crepe. **"Old Dutch"**—11 ounce—plain, duplex, Manilla tissue.

Our Guarantee of Absolute Purity Protects You

"ROCK MAPLE"
BRAND
MAPLE SYRUP

Don't leave yourself open to fines—order your maple products from reliable sources. United Maple Products, "Rock Maple" brand Maple Syrup and Maple Sugar are made under the most hygienic conditions and are guaranteed by us to be absolutely pure and unadulterated and to comply in every way with Canada's pure food law. Send us your next order for Maple Products. Be sure you ask for "Rock Maple" brand. Our guarantee protects you.

After operating 27 years under the name of Macdonald Bros. we have expanded our company, taking in as partners many of the largest maple sugar producers in Quebec and renaming the company—

UNITED MAPLE PRODUCTS LTD.
GRANBY, QUE., CANADA

Producers, Packers & Importers of "Pure" Maple Products

Agent for Central Ontario: Geo. G. Yorke, 170 Portland St., Toronto

Manitoba Whitefish

British Columbia Cohoe

Qualla, Halibut. Pickled Trout and White Fish

LEMON BROS.
OWEN SOUND ONT.

MEXICAN TOMATOES
arriving freely, quality first class.

MARMALADE ORANGES
Two cars this week, order now before supplies run out.

WHITE & CO., LTD.
Wholesale Fruit & Vegetables
TORONTO

Phone Main 6565 or Main 6699

2 for 25¢ now!

Two plugs for 25 cts! That's setting the pace! Without a doubt the greatest chewing tobacco value on the market! And for real quality—King George's got the world beat! Just try it—for the treat of your life! 1

Rock City Tobacco Co Limited

King George's Navy CHEWING TOBACCO

STRIKING PAY DIRT! That's what KING GEORGE'S NAVY advertising is doing! You'll see it everywhere in farm publications, daily and weekly newspapers. So will the public! This is but one of the many striking, compelling advertisements that will MAKE SURE of a steadily increasing business in KING GEORGE'S NAVY—the best chewing tobacco a man can buy. Tie up to it! You'll get good business and good profits if you do.

Rock City Tobacco Company, Ltd.

QUEBEC, P. Q.

Did You Know That-

The first Sulphur Match made in Canada was

MADE BY EDDY.

The first Safety Match made in Canada was

MADE BY EDDY.

The first Wax Match made in Canada was

MADE BY EDDY.

The first Silent Match made in Canada was

MADE BY EDDY.

The first Non-Poisonous Match made in Canada was

MADE BY EDDY.

The Safest, Surest and Best Matches made in Canada to-day are

MADE BY EDDY.

Beware the so-called "just-as-goods!" Don't jeopardize the prestige of your store with sales of inferior matches. Let it be EDDY'S—always. EDDY'S —***Canada's Matches since 1851.***

Tell your wholesaler distinctly that your match order **must** be filled with EDDY'S.

The

E. B. Eddy Co. Limited

HULL, CANADA

Meet the Demand For A High-Grade Mop Polish

When your trade calls for a special preparation for treating dusting and polishing mops, you can give them biggest value for their money and *guarantee them absolute satisfaction* by offering

LIQUID VENEER MOP POLISH

This newest addition to the Liquid Veneer family has won its way to the top by sheer quality. There is no mop polish that can compare with Liquid Veneer Mop Polish. It is as fine for floors as Liquid Veneer is for furniture.

Big Profit--Valuable Cooperation

Write for details of our special offer on Liquid Veneer Mop Polish which pays you an unusually high profit. Also learn about the valuable free advertising matter furnished to Liquid Veneer Mop Polish dealers. Write to-day on your letterhead.

Buffalo Specialty Company

BUFFALO, N.Y.

Bridgeburg, Ont. **London, Eng.**

Made in Canada

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

OR SALE—MERCHANTS' PRICE TICKETS—$1.50 a hundred; 10 samples 25c., M. Moorby, ewmarket, Ont.

OR SALE—GENERAL STORE; UP-TO-DATE, fully equipped; no opposition. Post Office. xpress office. Ticket office in connection, on re Marquette. Apply A. R. Peter's, Turnerfle, Ont.

WEET CLOVER, WHITE BLOSSOM, NO. 1 Government Standard. Price on application. . T. Riddell, Auburn, Ontario.

HOWCARDS WITH "TERMS CASH" ON each. 20c. M. Moorby, Newmarket, Ont.

FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue, J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

1,000 4-LB. TINS OF PURE APPLE BUTter, made from delicious Canadian apples, at $4.80 per dozen. Box 502 Chesley, Ontario.

CASH REGISTER WANTED. SINGLE DRAWer, receipt printer. Must be in excellent conditions. Box 802, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED

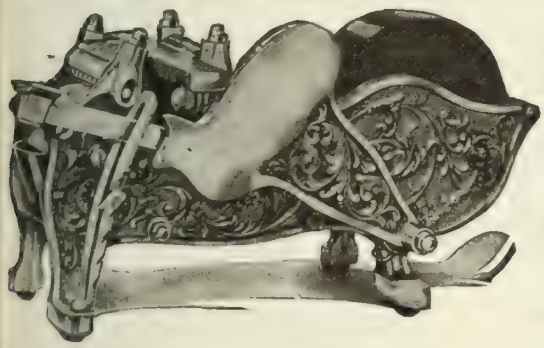
CAFETERIA EQUIPMENT—RANGE, STEAM table, glass shelving, urns, cash register, etc. Must be in first class condition. Give description and prices. State where may be inspected. Box No. 182.

SITUATIONS WANTED

EXPERT PRODUCE MAN OPEN FOR ENgagement; able to buy or sell. Apply Box 180. Canadian Grocer, 153 University Ave., Toronto, Ont.

GROCER, TEN YEARS' RETAIL GROCERY five years' wholesale, five years' general store; age thirty-five; married, making change soon. Outside work preferred, but must pay good salary. Box 176 Canadian Grocer, 153 University Ave., Toronto, Ont.

Being Frank About Peanut Butter Promotes Business



A SEALER that Seals

A Time and Money Saver

Guaranteed for 1 year

Write for descriptive circular

CANADIAN NASHUA PAPER CO. Ltd.
PETERBORO, ONT.

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in

Canadian Grocer

It reaches the Buyers It's a Business-Getter

Rates and Information on Request

Standard Goods Win Abiding Trade

Cottam Bird Seed

The Standard of Bird Keepers and Grocers Since 1881

The "Big Seller" in the Prepared Mustard Line is The Popular 5½oz. Glass Tumbler

STICKNEY & POOR'S PREPARED MUSTARD

This is just the Mustard you need

to satisfy the demands of your trade. Your customers will always come back for more once they have tried it.

Make up an order NOW for S. & P. Prepared Mustard in the 5½-oz. Glass Tumbler.

Your co-operating servant,
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century old - Century honored 1922
HALIFAX
Mustard - Spices - Seasonings

PASS IT ON

Do you pass your copy of Canadian Grocer on to your clerks and to your new friends in the trade?

Canadian Grocer will take them through the stores of dozens of successful merchants every week.

Markets, sales, advertising windows, the successful methods of hundreds of merchants reported for them.

Can you think of a more broadening influence and a more educative medium in which to get them interested?

The more your clerks know about the grocery business the more value they will be to you.
Pass Canadian Grocer on and if they want to subscribe, the price is $4.00 a year—(less than eight cents a week). Address

Canadian Grocer
153 University Avenue
TORONTO ONT.

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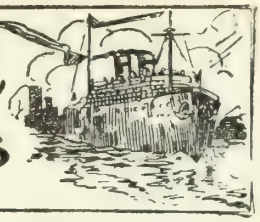
BUYERS' MARKET GUIDE
Latest Editorial Market News



TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

BROOMS
Every Housekeeper needs a Good New Broom
FOR HOUSECLEANING
There are none better than
JOHN ADAM & SON,
Collingwood, Ont.
Thousands of satisfied users say so

J. & J. Taylor's Safes for Sale
One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.
One J. & J. Taylor Safe, 18 inches deep, two feet 9 inches wide, four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 108, Canadian Grocer.
153 University Ave., Toronto

Say You Saw It In Canadian Grocer, It Will Help To Identify You

UNCERTAINTY IN HOG MARKET

Hog receipts in all the five principal markets up to the middle of March show an increase as compared with the same period in 1921. The increase is particularly noted in the Western markets. The total receipts for Winnipeg, Calgary and Edmonton up to March 16 were 74,945, against 49,978 last year. Receipts at Toronto and Montreal for the same period totalled 96,603, as compared with 88,908 last year.

At the Union Stock Yards, Toronto, during the past week, receipts of hogs exceeded the previous week by 3,000. The big packers have been endeavoring to reduce prices for some time past and for the past couple of weeks have been able to do so on account of receipts being heavier than could readily be absorbed. In Ontario the supply of bacon hogs is estimated to be light but the supply in the West appears to be fairly plentiful, particularly of the non-bacon type. It appears that if receipts continue to increase, a lower price can be expected.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

Say you saw it in
CANADIAN GROCER
it will help to identify you

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank Street

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

BARRELS
For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

Opportunities are Offered Every Week On This Page.
Are you making use of them?

THE McCASKEY

Complete System of Cash and Credit

McCaskey service now available to Cash and Credit Merchants alike.

Registers Sales!

Gives control by departments!

Adds cash, credit and all totals!

They Save—Collect and Earn

A card to McCaskey Systems will bring full information.

The McCaskey S.R. 1930 "One Writing" Account System and Adding Machine Cash Drawer Section B-2.

The famous McCaskey "One Writing" System in Fire Protection Cabinet Now Combined With an Adding Machine Cash System With Capacity Equal to any 4 or 8 Drawer Cash Register.

Stop the cash leaks!

Have complete Clerk checks!

KNOW YOUR BUSINESS!

Sold on liberal terms. Monthly payments.

It adds, subtracts, multiplies.

The "LAST WORD" in Account System Both Cash and Credit.

Professional, Industrial and Commercial Systems.

McCASKEY SYSTEMS LIMITED

GALT - ONTARIO

Adding Machines, Cash and Credit Systems, Sales Pads.

"We Don't Sell To Strangers!"

A traveling railroad employee once had an hour between trains to put in at a very small country town in an Eastern State. Feeling hungry, he located the General Store, and said to the proprietor: "I'd like to buy some of those apples." "*We don't sell to strangers!*" was the astonishing reply.

We're Different! *We Do Sell to Strangers.* We enter them in our Book of Friends, because the clean, straightforward, profitable SUNSET style of doing business makes and keeps for us an ever growing circle of real business friends.

Are You a Stranger to SUNSET? Get acquainted! Write us to-day for full particulars of the Household Dye that commands success by reason of its Merit. Please mention your Jobber's name.

SUNSET SOAP DYES

ONE Real Dye For ALL Fabrics

Sales Representatives

HAROLD F. RITCHIE & CO., LTD.

10 McCaul Street, TORONTO, CANADA

NORTH AMERICAN DYE CORPORATION LTD.

Manufacturers

TORONTO, CANADA

SUNSET—Costing more to manufacture—having more merit—giving better service—creating a better opinion from all who handle it—will maintain its standard, the highest,—and its price 15c. will not be changed.

The Modern Beast of Burden

Ford One Ton Truck

Ford Motor Company of Canada, Limited, Ford, Ontario

Your customers will appreciate the excellent flavor of

"STELNA" CORNED BEEF

Prepared Corned Beef is always in big demand in Spring and Summer. Its use is established for "hurry-up" meals during Spring-cleaning. It is also largely used for dainty luncheons, sandwiches, picnics, motor trips, etc.

The SUPERFINE FLAVOR and QUALITY of STELNA Corned Beef make it a favorite brand and a large profitable seller. Your wholesale house can supply you.

Stelna Corned Beef is prepared under strict hygienic conditions and under government supervision on the Estates of Bovril Limited, in the Argentine Republic.

BOVRIL LIMITED

2725 Park Avenue, MONTREAL

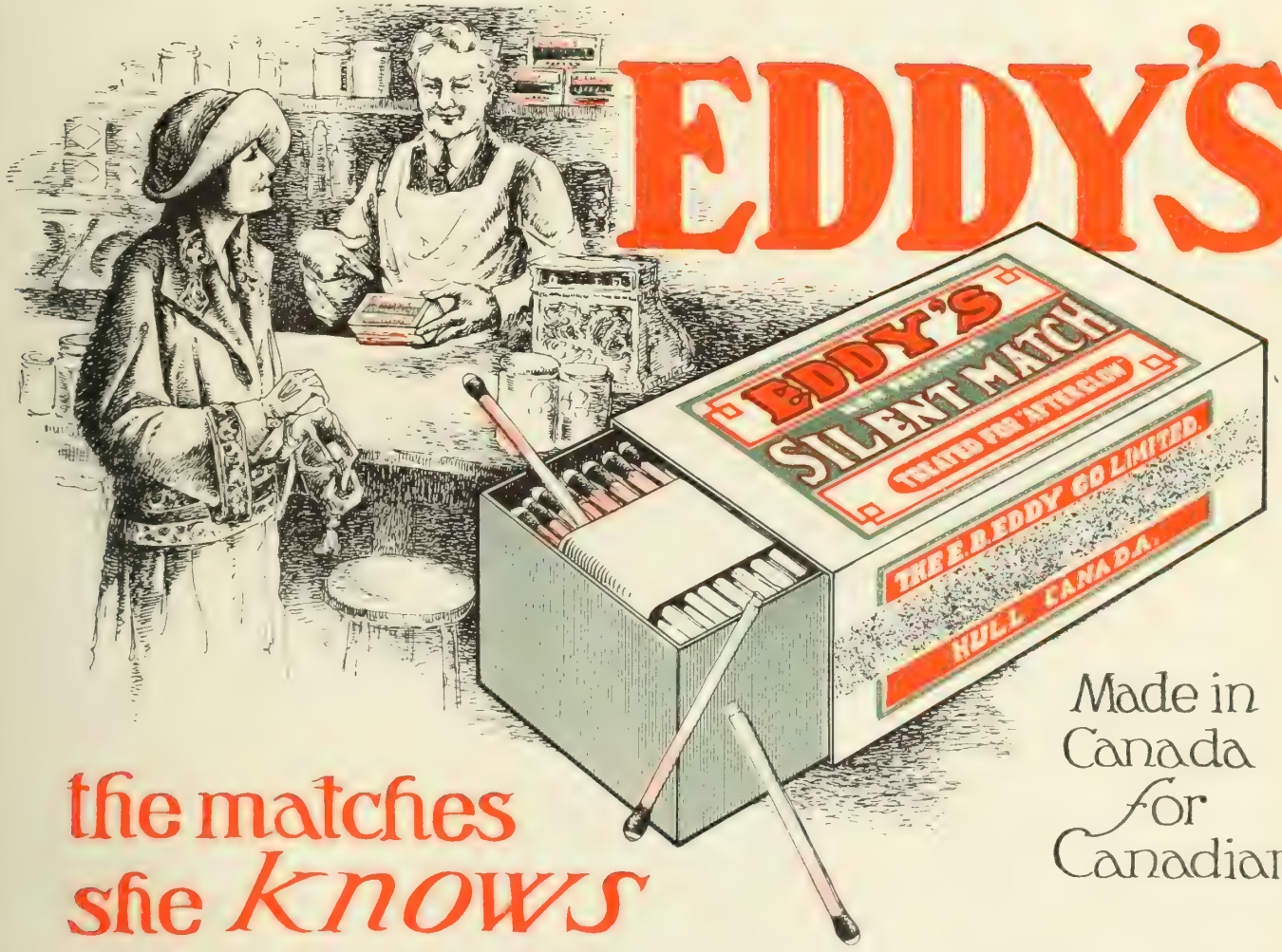
45 Jarvis Street, Toronto **108 Princess Street, Winnipeg**

CANADIAN GROCER

The Largest Circulation of any Trade Paper in Canada
Members of The Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI PUBLICATION OFFICE: TORONTO, ONT., APRIL 14, 1922 No. 15



Made in Canada for Canadians

the matches she *knows*

Everybody knows **Eddy Matches**—everybody accepts them.

Why experiment with unknown brands which make less money for you?

You might just as well give your customers only the best—especially when the best gives you more profit.

Eddy's Matches are sold to the dealer at lower prices than any other. Our enormous output makes this possible.

Your Cash Register can tell you what matches to sell.

The

E. B. Eddy Co., Limited

HULL - CANADA

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested

The Best Balloon Proposition Ever Offered to the Trade!

Six Dozen in the Box

Every Number a Repeat Seller

Contents Assortment K

2 Doz. No. 90 Airship	$1.20
2 Doz. No. 69 Round	1.20
2 Doz. No. 352 Squawker	1.20
	$3.60
Dealer's Cost	$2.25
Profit	1.35

QUICK SALES BIG PROFIT SMALL INVESTMENT

This new Mohican Counter Display Box is absolutely the best balloon proposition ever offered to the trade! It contains two dozen each of our three most popular numbers. The fact that they all retail at 5c each makes for an even movement of all three numbers, thus overcoming the outstanding disadvantage of most assortments—slow-selling numbers tied onto popular sellers.

ASK YOUR JOBBER FOR THIS NEW MOHICAN ASSORTMENT

But be sure to ask for ASSORTMENT K. If he hasn't got it we will ship your initial order direct on receipt of cash. If you send us your jobber's name we will send him full particulars.

Mohican quality, color and size of inflation is better than ever this year.

Write for particulars of Mohican Advertising Balloons

Evans & Co., Limited, 247 St. Paul St. W., Montreal

Sole Canadian Agents for Mohican Rubber Co.

WESTERN DISTRIBUTORS

Manitoba, Alberta and Saskatchewan—F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg.

Vancouver:—Intercolonial Agencies, Ltd., 929 Standard Bank Building.

There's Another Grape Juice!

— AN ALL CANADIAN PRODUCT —

"It's Just A Little Sweeter"

Every Bottle Guaranteed

Quality the Best

65 Cents Retail Price

for large sixe - 32 oz. bottle

Fountain size - 64 oz.
for fountain use

Attractive Display Material
for All Dealers

"With A Better Flavor"

Pays a Worth While Profit

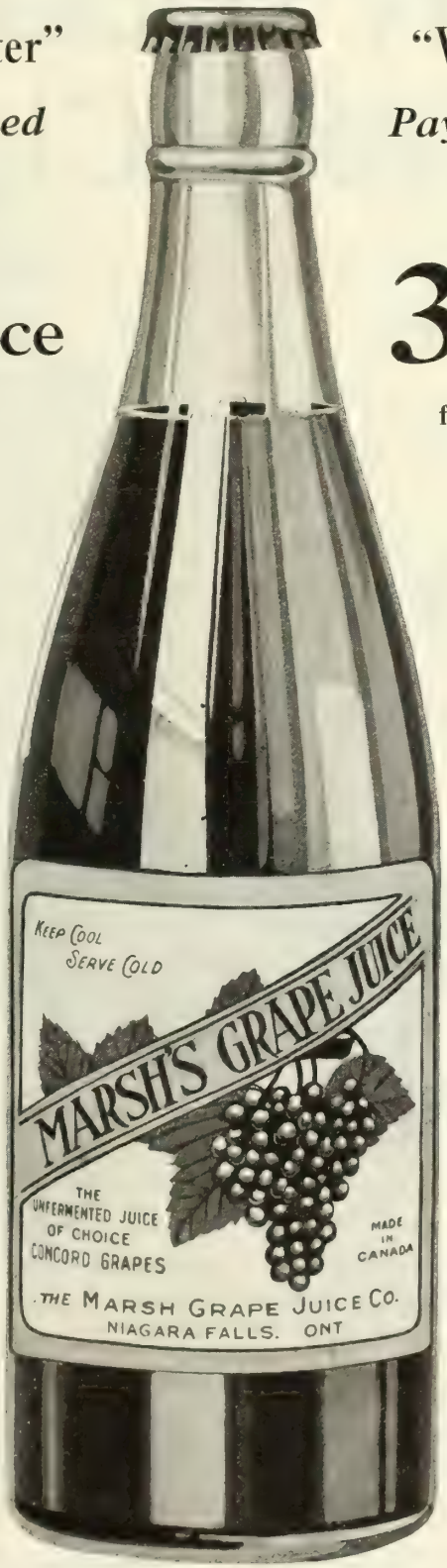
Lowest Prices

35 Cents Retail Price

for medium size - 16 oz. bottle

NIPS - 4 oz. size
for individual service

Suggestive Window and Mirror Strips for Fountains



1922 PRICES

	Per case
Large, 32 oz., 12 bottles.	$6.00
Medium, 16 oz., 24 bottles	6.50
Nips, 4 oz., 72 bottles....	7.25
Fountain, 8 bottles	7.25

These prices apply in the territory east from and including the City of Winnipeg. For territory west of Winnipeg add fifty cents per case to the eastern list.

1 Free Grape Juice

OFFER EXTRA-ORDINARY

Until further notice you may book orders for

Ten cases Marsh's Grape Juice with One case Marsh's "medium size" Concord Juice FREE.

Five cases Marsh's Grape Juice, with One-half case Marsh's "medium size" Concord Juice FREE.

Drop-Shipments. Orders for five cases or over, any assortment, will be shipped direct from Niagara Falls for Jobber's account, freight prepaid to all points in **Ontario,** excepting North and West of Cochrane on the C. N. R. and North and West of Sudbury on C.P.R and C. N. R.

To all points in Quebec, excepting North and West of Quebec city.

Marsh's

The Marsh Grape Juice Co., Niagara Falls, Ont.

Quality Backs Every Claim

There is one great and self-evident fact which every Palmolive dealer knows and appreciates. This is that Palmolive quality justifies every claim that can possibly be made for it.

It is blended from costly palm and olive oils, imported from overseas—the same historic cleansers discovered in ancient Egypt and used by Cleopatra.

The process is special and the final perfection of the science of soap making.

When a customer asks for "soap" hand out Palmolive. Answer the question, "Which is the best soap?" with a cake of "Palmolive." Concentrate on this great soap leader which is sure to give satisfaction and make permanent users. This gives you a volume business which requires maximum quantity orders which in turn allows the most advantageous buying.

Made in Canada

From Palm and Olive Oils

But selling Palmolive is the least of your troubles. The bulk of the enormous Palmolive demand is created by Palmolive selling publicity in leading Canadian publications.

You see the brilliant, big space Palmolive advertisements in your home paper and your customers see them too. When you admire one of the stunning Palmolive color pages in the popular National magazines, the newspaper advertisements and billboards, all Canada admires it also. Every claim made in these forceful, aggressive salesmen-in-print is backed by the individual quality of each Palmolive cake. Only the best can live in the white light of publicity which constantly shines on Palmolive. See a Palmolive salesman or ask your jobber today.

THE PALMOLIVE COMPANY
OF CANADA, Limited
Winnipeg Toronto Montreal

1541

ST. WILLIAMS

STRAWBERRY JAM

In 4-Pound Glass Jars

Fine for Displays Brings More Business

ST. WILLIAMS FRUIT PRESERVERS
SIMCOE, ONT.

Selling Agents:

LANGLEY HARRIS & COMPANY, Limited

Montreal TORONTO Winnipeg

Good old Pearline still has its niche to fill!

Pearline in your store will enable you to satisfy a definite and persistent demand for such a cleanser.

Its quality is well known and is maintained faithfully by the Procter & Gamble factories. But the size of package is much larger than in the olden days. Established reputation plus big value makes Pearline acceptable to every home. Therefore, it should be in every grocery.

PROCTER & GAMBLE PRODUCTS - EST. 1837 -

Ivory Soap
P & G The White Naphtha Soap
Gold Soap
Pearline
Lenox Soap

and

CRISCO
For Frying · For Shortening · For Cake Making

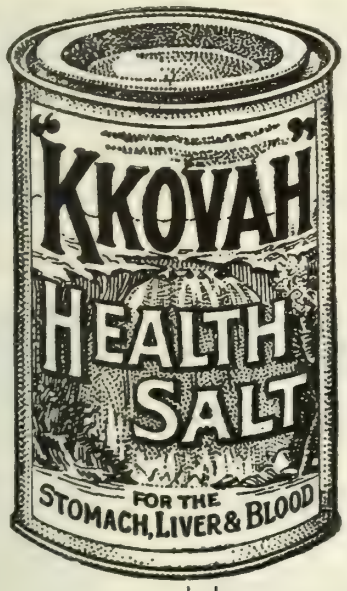
—the pure, vegetable shortening that is displacing lard in up-to-date homes and grocery stores. Gives more satisfaction to the housewife; more profit to the dealer. Net weight sanitary packages; one pound and larger.

The Procter & Gamble Distributing Co.
of Canada Ltd., Hamilton, Ontario

Branch
50 Bay St., Toronto, Ontario

Do you stock?

"KKOVAH" HEALTH SALT



THE majority of Retailers now make it their staple line—as a Household Aperient. It gives satisfaction wherever it is sold, and they realize that a "Quality" Trade pays in the end.

With "KKOVAH" they know that being "a quick seller" there is a constant and Rapid Turnover of Capital—the only real source of genuine profit to the Retailer.

It is to be found in the majority of Homes throughout the length and breadth of the Dominion—if you don't stock it—then naturally—the other man is getting business which otherwise you would get.

MAKES YOU FIT—KEEPS YOU FIT

MANUFACTURED BY

SUTCLIFFE & BINGHAM, LTD.,

TORONTO, Ont. MANCHESTER, Eng.

DISTRIBUTED IN CANADA BY

LANGLEY, HARRIS & COMPANY, Ltd.,

Winnipeg TORONTO Montreal

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers' Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

When Answering Advertisements Please Mention
Canadian Grocer

DONALDSON, PHILLIPS AGENCIES Limited
744 Hastings St. West, VANCOUVER, Cable Address "LIVEWIRE"
EXPORTERS Canned Salmon Seeds, Apples, Flour, Etc.
IMPORTERS Nuts, Dates, Cocoa Butter, Spices, Essential Oils, Etc.

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

Offer Their Principals

A Successful Sales Organization

Exceptional Warehouse Accommodation
For Storage and Unloading

The Service of a Strong, Successful Organization

THE NATIONAL BROKERS

HEAD OFFICE:
WINNIPEG, MAN.

Branches: REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER, MONTREAL
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

OAKEY'S
"Wellington" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.I. Eng.

Agents:
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B.C.

Goods well advertised and well displayed are easiest sold. Advertised to ½ million buyers weekly. Codville Co. Ltd.

6

Do You Miss Important News?

WE read the newspapers of Canada and the United States as a business. We can supply you with valuable news on any subject, whether you are interested as a manufacturer, wholesaler, retailer, advertiser, editor, farmer, or politician. We send you these original clippings, which keep you posted on current events, changes in business, prices, construction news or any special information you wish us to gather. This service costs you little and is valuable to any business. Write for prices and name your subject. Canadian Press Clipping Service, 143-153 University Ave., Toronto.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
ST. NICHOLAS BUILDING, MONTREAL

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL.

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL.
Established 1876
Telephone Main 1581.

When Writing to Advertisers Kindly Mention This Paper

Italian & European Importing Co., Reg'd.
78 Crescent St., Montreal
Importers of
Italian Nougat, Italian Macaroons
Price list and samples free to the Grocers

J. Russell-Murray Co., Limited
IMPORTERS
RICE: American, Patna, Siam, Rangoon, MOLASSES, SPICE, JAMAICA GINGER, Granada Nutmegs, Pepper, Cassia, and all Tropical Products.
20 St Nicholas Street — Montreal

ENGLISH GELATINE
FOR ALL TRADES
DEGA BRAND
GELATINE, SHEET
GELATINE, POWDER
GELATINE, THIN LEAF
Samples and Prices on Application.
CHAS. ZIMMERMANN & CO., LIMITED
33 St. Mary-at-Hill, London, E.C.3, Eng. *Cables:* ACIDOLAN, London
FIRST CLASS AGENTS REQUIRED-CORRESPONDENCE INVITED

Made in Canada
FLY TERROR

After years of experimenting, we have succeeded in manufacturing a product that will positively keep Flies, Mosquitoes, etc., away.

This preparation is in great demand by Hunters, Campers, Tourists, Fishermen, Surveyors' etc.

Order your supply NOW for the Spring and Summer Trade. A Big Seller—Showing a nice Profit.

Representatives Wanted

THE FLY TERROR MFG., "Regd."
7 NOTRE DAME SQUARE - - QUEBEC

THE ONLY FLOUR

You'll find Reindeer a dependable flour that never fails. That is what the busy housewife is looking for in this age, she hasn't time to try all the flours manufactured.

Order a trial supply from your wholesaler.

Peterboro Cereal Company
Peterboro, Ont.
General Sales Office: Peterboro, Ont.
Branch Mill: Campbellford, Ont.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West, TORONTO.

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

E. N. & W. E. SOPER
Manufacturers' Agents and Commission Brokers
63 SPARKS ST., OTTAWA.
Warehouse and Distributing.
Efficient Sales Staff.
Detail Work.
Service our Specialty.

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

J. R. Wilson & Company
BROKERS
EXPORTERS IMPORTERS
Dried Fruits--Food Products
27 Wellington Street, East
TORONTO, CANADA

Mr. Merchant:

Here is the Leader of hair tonics and renewers

Glover's Mange Medicine

A business success of over 35 years is behind this medicine.

Advertising matter bearing imprint and display cards supplied gratis.

H. Clay Glover Company, Inc.
129 West 24th Street New York City

THE MALT OF A 100 SMILES

A SECRET WORTH LEARNING

Warm weather approaches.

Thirsts must be quenched.

After winter's hard struggle Health must be re-built.

People never have to be coaxed to buy CREAM OF MALT.

The oldest established Malt Extract in Canada.

Quality is the supreme test.

Brew your own.

Practise being happy.

Wholesale Distributors:

Perkins, Ince & Co., Groceries, Ltd.
H. P. Eckardt & Co.
Jas. Lumbers, Ltd.
Medland Bros.
Lumsden Bros.
John Garvey & Sons
Randall & Roos
T. Long & Bro., Ltd.
Parsons, Brown & Co. Wholesale Groceries, Ltd.
Eby-Blain, Ltd.
John Sloan & Co., Ltd.
Sloan, Dickson & Bone, Ltd.
McPherson, Glassco Co.
M. Masuret & Co.
J. T. Festing & Sons
Hicks-Groom Co.
P. Kinnear & Co.

Reliable as the Sun. *Get the Best.*

CANADIAN MALT EXTRACT CO.
16 Pearl Street, Toronto, Ont.
Tel. Adelaide 3304.

MACDONALD'S Cigarettes

The Dealer's Chance!

The new 15c cigarette your trade has been waiting for! A Macdonald product with Macdonald quality and the usual generous Macdonald profit to the seller.

The Tobacco with a heart

10 for 15c

Be Prepared for this big seller

Certo is going to revolutionize the methods of making jams and jellies in the home, for the simple reason that the housewife is not going to continue following laborious and risky, old fashioned methods when

CERTO

TRADE MARK REGISTERED

—Makes **perfect** jams and jellies with proper texture.

—From **any** fruit.

—With **one** minute of boiling.

—**It never fails.**

—**Retains Nature's delicate fruit colors and flavors** making jam and jelly of superior quality.

—**Makes 50% more** jam or jelly from the same amount of fruit.

What Certo is—The natural element that makes jelly "jell" is pectin. Certo is pectin—an absolutely pure fruit product concentrated in convenient liquid form. Contains no gelatine or preservative.

Certo a year round seller—Certo makes perfect jams and jellies not only from fresh fruits but also from dried fruits, canned fruits, bottled fruit juices, etc.

Certo a trade builder—Selling Certo also means more sales of sugar, jelly glasses, fresh fruits, dried fruits, etc.

Make up your mind now to sell Certo—tell your customers about it. Write for particulars.

Douglas Packing Company Limited, Cobourg

Selling Agents: W. G. Patrick & Co., Limited, Toronto and Montreal

Eureka Refrigerators

Are the best refrigerators to keep your meats, dairy produce or green goods in during the **hottest** of weather.

So, as warm weather is always coming nearer, we have made up a complete new stock of

Eureka Grocers' Refrigerators

in popular designs and all sizes so that you will have no delay in receiving your refrigerator as soon as you order it.

Write, wire or phone us at our expense. We will have one of our refrigeration experts call promptly to help you solve your own refrigeration problems.

Or write for free catalogues.

Eureka Refrigerator Co., Ltd.

Head Office and Factory:
OWEN SOUND, ONTARIO

A Line of STANDARD PRODUCTS You Should be Proud to Display

STICKNEY & POOR'S PRODUCTS

With over a hundred and six years' experience back of us in manufacturing

MUSTARDS SPICES and SEASONINGS

we have to-day a fine "Standard" Line for you to select from.

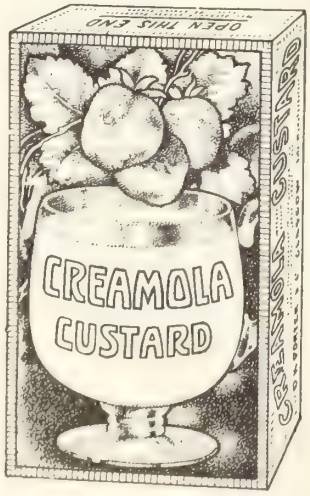
There is a good profit for you in every item. Display them prominently—they will repay you for it.

Your Co-operating Servant,
"MUSTARDPOT."

STICKNEY & POOR SPICE COMPANY
1815 Century old - Century honored 1922
HALIFAX
Mustard - Spices - Seasonings

CREAMOLA

"THE CREAM OF CUSTARDS"



A Wholesome Custard of Unusual Excellence

Once you taste this superb Scottish Custard you will readily understand why it has captured 80 per cent of the Custard trade in Scotland within the last few years.

Creamola is made from the purest carefully selected ingredients and is put up in striking artistic packages and tins. Order a trial supply. Your customers will instantly recognise its all-round superiority. **Once they try it, they'll always buy it.**

Creamola Food Products, Ltd.
GLASGOW, SCOTLAND
Canadian Representative:
DONALD F. PORTER
170 Portland St. (Phone Adel. 7704) TORONTO

EASTER

MARKS the close of the Lenten Season and the beginning of the demand for Hams and Bacon. You will find no Bacon or Hams giving you the same all round satisfaction as Fearman's "Star" Brand.

WRITE, PHONE OR WIRE:

F. W. FEARMAN CO.
LIMITED
HAMILTON, ONT.

"Meadow Cream" Sodas are always fresh and delicious

The wholesome flavor and oven-crispness of Meadow Cream Sodas will please your customers, Mr. Grocer, and our attractive moisture-proof and air-tight packages are excellent sellers.

Our newspaper advertising is boosting the sales.

Help us to help you increase your Soda-Biscuit Sales.

The W. J. Crothers Company, Limited
Kingston, Ontario

"We would not be without 'Canadian Grocer' if it cost us $25.00 per year, as it has made hundreds for us." — R. Richardson & Son, Corner Rochester and Elm Sts., Ottawa.

Market information, business articles, and news of prominent happenings in the trade in CANADIAN GROCER are published in the interests of the subscriber and therefore are making and saving him money. CANADIAN GROCER subscribers are READERS and this is why advertisers find their messages from week to week are being consistently read.

For Teas, Receptions, etc. recommend

BODLEY'S CHOCOLATE COATED BISCUITS

BODLEY'S Chocolate Cocoanut Fingers are meeting with a wonderful reception all over the country. No biscuit has made a bigger hit for afternoon teas and receptions and among all women who entertain. They have a distinctive flavor and dealers who have been handling them report splendid business.

Let your next order of Bodley's include these chocolate-coated dainty biscuits.

C. J. Bodley, Limited
TORONTO

You Can Fool All of the People Some of the Time, But You Can't Fool All the People All the Time.

Take no Chances with Tea——

Questionable bulk teas or old packet teas will not please your customers, who demand and appreciate QUALITY, FRESHNESS and PURITY. The Canadian people are good judges, and they have, notably, through their increasing purchases, proclaimed that

"SALADA"
IS THE BEST

Guaranteed to be always pure, fresh, delicious and TO SELL. "SALADA" is the tea that your customers want. Your order will receive our prompt, careful attention.

Feature these two popular and worthy sellers in your Spring housecleaning windows

"WONDERFUL" SOAP
"WONDERFUL" SOAP CHIPS

You can always recommend these two popular cleansers with assurance that their quality and purity will bring you steady repeat sales.

Bleaching is unnecessary when **Wonderful Soap** or **Wonderful Soap Chips** are used. They quickly whip up into rich cleansing suds that thoroughly, speedily clean fabrics with the minimum of rubbing. They are too pure to harm even the most delicate fabrics or filmiest laces. Put a good display in your Spring Housecleaning Windows. It pays to feature quality lines.

GUELPH SOAP CO.
GUELPH, ONT.

Kolacafé

REG'D.

Coffee you can recommend

If your Wholesale grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.

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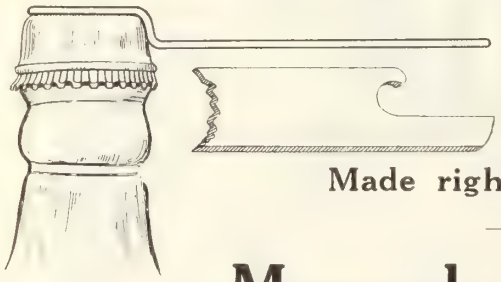

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Made right to properly seal bottles

—Reasonably Priced—

Best Grade Crown Cork Caps in 10 gross pkgs., weight 10 lbs.

Monarch Specialty Mfg. Co.

285 Beaver Hall Hill - - MONTREAL

Pride of Canada
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Spring Trade.

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S.H.P. Mackenzie & Co., 95 King St. E., Toronto, Can.; J. W. Gorham & Co., Halifax, N. S.

MAPLE TREE PRODUCERS ASSOCIATION, LIMITED

BABY'S OWN SOAP

50% PROFIT

Buy Direct From the Factory. Freight Prepaid. Minimum Quantity 2 Gross.

$38.40 less 20% and 5% - $29.18
Sell at 15c per cake - - $43.20

In Sask., Alta. and B.C. add 60c per gross and retail at 50c per box of 3 cakes.

ASK FOR PRICE LIST OF OTHER LINES

ALBERT SOAPS, Limited, 168 McCord St., MONTREAL, Que.

We are only too glad to acknowledge the loyal and successful service of this salesman, Alderman Robert W. Vout, of Brockville, Ont., as we are also those of all our staff.

T. H. ESTABROOKS Co., Ltd.

HOTEL VENDOME,
Haileybury, Ont.
April 1, 1922

T. H. Estabrooks Co., Ltd.,
St. John, N. B.

Dear Sirs:

Twenty-one years ago to-day I sold my first order of Red Rose Tea to Edgar Earl, Algonquin, Ont.

In that week my sales were 400 pounds.

To-day I have mailed orders to Toronto office for 3,384 pounds, **every order booked to-day.**

Hoping that the sales of Red Rose Tea will continue to increase in the future as they have in the past, I am

Yours very truly,

(Signed) Robert W. Vout.

Big Business is Built On Reliable Goods

THERE is no surer way of gaining and keeping the confidence of customers than recommending a product which YOU KNOW and THEY PROVE to be thoroughly satisfactory.

Note: A series of unique and attractive show cards will be gladly supplied to dealers or others interested on application to the Canadian Selling Agents, Harold F. Ritchie, & Co., Limited.

ENO's FRUIT SALT

has won its reputation by fifty years of use in all corners of the globe. It is a valuable and medically approved corrective for digestive and eliminative troubles. A spoonful in a glass of cold water provides a palatable, refreshing and health-giving drink. Spring and Summer bring a natural increase in the demand for Eno's. See that you get your fair share of the sales.

Prepared only by J. C. ENO, Limited, "Fruit Salt" Works, London, England

Agents for North America

HAROLD F. RITCHIE & CO., Limited - 10 McCaul St., TORONTO

WHAT MAKES COLMAN'S AND KEEN'S Profitable Stock to Carry?

The excellence of the pure mustard flavor of these famous brands never varies. And their unusual strength makes them go farther in cooking than other mustards.

Flavor and strength in mustard indicate quality and economy, and that is what housekeepers demand.

You can always rely on a steady demand for Colman's and Keen's.

COLMAN-KEEN (Canada) LTD.

520 KING STREET WEST - TORONTO

"A complete line under one label"

Hand Packed Pilchards
Kippered Salmon
Sockeye Salmon
Pink Salmon
Kippered Herrings
Deep Sea Trout
Herrings in Tomato Sauce

Seven kinds of Canned Ocean Products— Delicious and Wholesome

G.M.—The reliable line—seven kinds of choice canned fish that will live up to your most emphatic recommendations. Display the G.M. line frequently—have a generous stock on hand. When next you order canned fish insist on getting

Gosse-Millerd's
CANNED OCEAN PRODUCTS

Gosse-Millerd Ltd., Vancouver, B. C.

CANADIAN GROCER

Vol. XXXVI. TORONTO, APRIL 14, 1922 No. 15

Can Wholesaler Run Retail Chain?

Question Comes up Before the Wholesale Grocers' Guild of Montreal, by Reason of the Alleged Statement That a Wholesaler in That City Owns a Chain of Retail Stores, Selling to Them as Well as Other Retail Grocers

RECENTLY the Wholesale Grocers' Guild, of Montreal, held a meeting, and although the outcome of the discussion has been kept secret it is known that the problem of the chain store system, in connection with one particular chain in this city, was seriously reviewed. In connection with this chain in particular, the grievance is aggravated by the fact that the majority of retail grocers as well as the wholesalers are aware of the fact that the system is owned by a firm having fairly general recognition as wholesalers.

Wholesalers Take Matter Seriously

This problem has been discussed many times before in other cities but this is practically the first time that Montreal has had to deal with it in this form. The chain in question now comprises fifteen retail stores, which are concentrated in the north end of the city, with one in Verdun and mention of some others opening in the west end. In view of the fact that so many retailers are aware of the proprietorship of the chain and the publicity which quotes retail prices on well known brands below the cost to the retail trade is broadcast, local wholesalers have not only had many complaints from their customers but have felt the effects in their business.

Wholesaler Makes Threat

At the meeting held to discuss this matter, one local wholesaler made the statement that if the worst came to the worst and there should be only one way to fight the system whereby a retailer, large or small, was able to buy as a wholesaler and so disrupt the market for the legitimate retailer, he would take that means and establish a chain of stores himself. In speaking of this statement to Canadian Grocer later, this wholesaler said that it was unfair to the retail trade that an organization under guise of being wholesalers should own and operate retail stores for which they buy as wholesalers, not even keeping the two businesses separate, but turning the goods over to the distributors at cost and selling to the public at a price below the cost to the average retailer. "One or the other must go," he declared. "If the chain store system is to be dominant, then the grocery business is destined to become a monopoly and the public will be the sufferers. The question has many times been debated and it has been found that the most economical means of distribution is through the retail trade where competition has become the life of trade and the safeguard to the public's interest. I, for one, will fight the chain store system in as far as it is run under cover by a so-called wholesaler, and fight it to the last ditch. What my instrument of warfare will be I am not prepared to say but I will say that I have one."

Who Owns the Stores?

Canadian Grocer, endeavoring to get first hand information on all sides of the question, called the wholesale firm that was supposed to be proprietors of the chain of stores. One of the partners of the firm stated that they were in no position to give any information about the stores in question, that they didn't even know how many stores were in the system or who was manager of the stores. He denied emphatically that they owned any retail stores or had any interest in them apart from the fact that they sold them goods. Consequently Canadian Grocer representative called the manager of one of the stores and asked if he could get in touch with the general manager of the concern. This gentleman gave Canadian Grocer the name and telephone number of the member of the wholesale firm who had only a few minutes previously denied any connection with or knowledge of the fifteen retail grocery stores that are known in the city under one name.

What is a Wholesaler?

H. C. Beatty, secretary of the Wholesale Grocers' Guild of Montreal, when asked about the legality of a wholesaler operating a number of retail stores, said: "As far as I can see, it is legal but it is also impossible. The whole question arises out of the answer to 'What is a Wholesaler?' To my thinking a wholesaler is a distributor of products who does not own retail stores or does not sell in a retail way. If it is true that this so-called wholesale grocery firm owns and operates the retail stores, then it is certain that they are not wholesalers and they have no right to a charter as such. All I can say is that the local wholesalers are going into the question thoroughly and it is sure to be a fight."

Matter to be Taken Up

The subject is to be dealt with later at a date not yet set when representatives of the local wholesale and retail grocery trade will meet. It is hinted that wholesalers from other cities will also enter the discussion since the question is of importance to the trade throughout Canada.

These Retailers Want Equal Privileges in Buying as Are Enjoyed by the "Chains"

Claim They Will Not Handle Goods Advertised at Cut Prices by Chain Stores That Are Buying on Wholesaler's Basis—Do Not Want Protection But Equal Rights

MONTREAL, (Special).—Feeling is running high among many local retail grocers against the price cutting of the chain stores in this city. So far has this gone, that some of the grocers are boycotting some branded lines that are being used as features in the advertising of the chain system and they are pushing other brands. The claim of the retailers is not that the price competition is keen but that it is out of all reason since, according to them, the chain stores are buying under false pretences, at a price the individual retailer cannot get no matter in what quantity he is prepared to buy.

One Retailer's Policy

One grocer in Westmount, told Canadian Grocer he had decided he would not handle the brands that are being advertised at such ridiculously low prices by this chain of stores. "I can sell other brands very easily," he said, "by explaining the situation to my customers. It is not so very hard for a grocer to do that if he makes up his mind to carry it out. If they were able to sell at these prices because they were buying in larger quantities than I can afford to buy, I would not grumble, but I cannot get those prices no matter how heavily I buy. The whole thing is unfair to the individual retailer and something must be done if the present grocery system is to survive. So far I am not suffering but I can see what will happen in the future if present methods continue."

"If the manufacturers do not know the situation it must be brought to their attention and the quickest way I can see of doing it is to boycott their lines. Already it has had its effect in some cases. I have refused to handle a certain line that the chain stores have been advertising at below the price that I could buy. I told the traveler why I would not handle it and he stated that several other grocers had taken the same stand. A few days later the president of the company came to me himself. He offered to give me another discount if I kept the matter quiet. This I refused, knowing that I would be only compromising with the trouble and not solving it.

A Matter of Principle

"We did not come to terms in the long run and I still refuse to carry their line until they prove to me that that chain of stores buys it on the same basis that any other retailer does. This is only one of a number of lines that I and many other retailers are shunning in order to impress upon the manufacturers that some definite system of distribution, that has no loop-holes, must be established and adhered to. I am not prepared to say what that system should be—the more economical the better—but I do stipulate that it must be fair to all the retailers, large or small.

Thinks Their Demands not Unreasonable

"Our demands are not unreasonable. I am perfectly content to meet the honest price competition for I am convinced that one grocer can meet the price competition of another on service and quality, if not in price, provided the other grocer is not buying on a different basis."

Other retail grocers in this city spoken to are taking the same position with the result that the situation is becoming serious.

The grocers insist that they bear no grudge against the manufacturers and their products but they want to impress the fact upon some in particular that they all must be treated alike. The Wholesale Grocers' Guild of this city have taken up the question and have written a letter to manufacturers explaining the situation and asking that the matter be carefully considered.

Information has come to Canadian Grocer that news is being spread among the individual retailers that a certain manufacturer is selling direct to chain stores whose policy has been to sell through the wholesale trade. This the manufacturer denies emphatically. Apparently therefore there are some misapprehensions to be cleared up.

Adopts New Policy In Management of Montreal Grocery

Montreal.—Since the death of the late T. F. Hannan, the grocery store at 751 St. Catherine St., West, Montreal, has been under the management of Mrs. Hannan. J. E. Murray, who for the past few years has been a clerk in Chas. Macklaier's grocery store on St. James St., has joined the staff under Mrs. Hannan, taking the place of A. Pigeon who has opened his own store on the corner of Hibernia Road and Rushbrooke St., Point St. Charles.

With the change in the management of the store comes a change in policy. In the first place a meat department has been opened and fresh vegetables and fruit have for the first time been included in the stock. Another noticeable change is in the window displays and the displays in the store. In speaking of this to a Canadian Grocer representative, Mrs. Hannan said, "I have learned already that good window displays and price tickets on the goods are essential in getting the best results. My husband always had the idea that to fill the window up with goods and put the price on everything would be cheapening the appearance of the store. That may or may be so but to-day, I believe, the absence of price tickets drives away trade and I am going to see that everything bears the price in large figures.

More Window Displays

"We had a finely polished inlaid hard wood floor in our window. It was really a beautiful piece of work but it did not sell goods. I have had a false floor built that rests on the old one with the back about eighteen inches higher than the front. This we fill with fresh vegetables, fruits, meat and canned goods, all ticketed. Already we have noticed an improvement of sales and we hope to continue improving them by better sales windows."

Says Present Conditions Call For a Cash Business

Victoria, B. C.—H. W. Walker, who purchased the E. R. Clowser business at 950 Commercial Drive, Vancouver, is having the whole store remodeled and decorated, adopting the firm style of "Walker's Cash Supply House."

Speaking of the change in business conditions in recent years, Mr. Walker, who spent 25 years in the trade in Victoria said that the present conditions necessitate a cash business. "Years ago, we used to do a family business," Mr. Walker remarked, "and more often than not a credit business. Our bills, though, were always promptly paid there being a certain amount of pride among people that would keep them from becoming debtors to their grocer.

"Now, with the ever changing population of each district, and a seemingly lax view of debt, the risk is so great that the grocer is unjust to himself to give credit. The credit business is pleasant business, and steady business. When the customers are financially sound and morally good there is no more satisfactory way to do business, but when the slump comes the losses are high. Some are willing and desirous of paying their bills—and cannot. Many are unresponsible and make no effort to pay their way. Altogether, the present times force the retailer to do a cash business—as I propose to do."

CHANGE IN LEA AND PERRINS

The Lea and Perrin business in Canada, which has been conducted by Harold Seddon for some years has been taken over by Lea and Perrins Limited, the change taking effect April 1. It is the intention of the company to follow the same methods of distribution that have been in effect and to retain the present brokers. Mr. Seddon has been appointed managing director of the company.

Will Fixing Resale Price be Unlawful?

Bill is Now Before Ontario Legislature Prohibiting Manufacturers, Wholesalers and Retailers From Agreeing Upon a Set or Fixed Price—Views Are Expressed on Both Sides of the Subject

TORONTO.—A bill in relation to the fixing of prices was introduced into the Legislature last week by Hon. W. E. Raney, Attorney-General of Ontario, and was given its first reading. This bill provides that every agreement entered into between manufacturer, wholesaler or retailer, with the object of establishing or maintaining any set or fixed retail prices which may later become a fixed or common price is declared unlawful.

It will make null and void any agreement entered into by any person engaged in trade, commerce or manufacture in Ontario with any other person which has a condition of purchase of any article that such other person—

(a) Shall not sell or lease such article except at or upon or at less than any stated, fixed or common price, or price which may become later fixed or common.

(b) Shall receive or be or become entitled to any bonus, discount, rebate, reduction in price, prize, right or privilege or any concession or reward whatsoever by reason of such other person undertaking to resell or having resold such article at any stated, fixed or common price or which may later become stated, fixed or common.

(c) Shall pay or be subject to or be or become liable for any penalty, increased cost, loss, expense, deduction, disadvantage or disability whatsoever by reason of such other person not undertaking to resell or not having resold such article at any stated, fixed or common price—is declared to be unlawful.

Mr. Roebuck Explains Act

A. W. Roebuck, who conducted the case for the Board of Commerce in the trial of the Board of Commerce versus the Manufacturers and Wholesalers in regards to combines and price maintenance at Hamilton in 1920 and also for the Attorney-General's Department in the case of the Attorney-General of Ontario versus the Canadian Wholesale Grocers' Association and certain manufacturers held in Toronto in 1921, in an interview with a representative of Canadian Grocer, stated that "this bill does not prevent manufacturers from agreeing among themselves upon a price at which their goods should be sold, but it would prevent any agreement between manufacturers and wholesalers and wholesalers and retailers in regards to a fixed price on any article after that article has left the ownership of the manufacturer in the one case and wholesaler in the other."

Mr. Roebuck pointed out that although manufacturers were not prevented from agreeing upon a fixed price among themselves, this bill did not permit them to do so unless it was lawful and at the present time, the law in this regard is not definite as Mr. Justice Orde has not yet given his judgment in the case of the Attorney-General's department versus the Wholesale Grocers' Association which has been standing since a year ago, and upon which this question hinges.

Public Has Right Of Competition

Mr. Roebuck maintains that the public has the right of competition in all articles after manufacturers or wholesalers have parted with the ownership of the same, and that the manufacturers and wholesalers have no right to enter other lines of business, which they are doing when they compel a wholesaler and retailer to make a contract or agreement that they will sell their goods at a stated price or failing to do that, the wholesaler and retailer are penalized to the extent that they will no longer be permitted to sell those goods.

The bill provides for damages and penalties, Mr. Roebuck pointed out. Any person entering such an agreement whether within or without Ontario is liable to any person not a party of it, who is injured thereby, for three-fold the damages suffered, and an action for recovery of such damages may be entered in any court of competent jurisdiction, nothwithstanding that the amount recovered may be within the competency of an inferior court.

Money owed as a result of any such agreements or transactions in consequence thereof is to be forfeited to the Crown.

In regards to a wholesaler or retailer buying goods from a manufacturer situated in another province, and who sells his goods on the price maintenance basis, Mr. Roebuck remarked, that such transactions become unlawful and that the manufacturer could not collect his money in any court in Ontario but that such money would be paid into the court and become the property of the Crown.

Thinks Manufacturers Have Right

W. C. Miller, provincial secretary of the Retail Merchants' Association, in an interview with Canadian Grocer on the bill recently introduced by Hon. W. E. Raney which provides that manufacturers and others will be prohibited from naming a re-sale price on their products, declared that every manufacturer had a perfect right to name a price at which his goods should reach the consumer, providing of course, that the price was not exorbitant. Mr. Miller pointed out that if manufacturers were not permitted to set the re-sale price on their products it would mean that every price cutter would be able to take a well known advertised brand, upon which a manufacturer had spent a great deal of money to build up a big sale through quality and advertising, and use that line as a bait by cutting the price below the wholesale cost. "This would mean that the retailer who was getting a legitimate profit on that line would have to sell at a loss or eliminate that line from his stock entirely," said Mr. Miller. "There is no one better able to judge what is the true value of an article than the manufacturer and by putting a re-sale price on his article he not only eliminates price cutters from using that line as a bait but assists the retailer in getting a fair profit."

Robert Dowson, retail grocer, Toronto, said that in his opinion, manufacturers placing a re-sale price on their goods was fair to the retailer and the consumer. He stated an instance of the price being marked on package teas and said there was practically no price cutting on that line because the manufacturer had marked the price plainly upon it and everyone knew the price. He said that if any retailer was caught cutting that price, he immediately was cut off from getting supplies. This, in Mr. Dowson's opinion, was quite right and both the retailer and the consumer knew the correct price.

Denies Right of Manufacturer

"Manufacturers have no right to say what price I shall sell goods for," stated W. F. Morley, wholesale grocery broker, Toronto, to a representative of Canadian Grocer. "When I buy a line of goods and pay for them, those goods are mine and no person shall dictate to me at what price I shall sell them for. Every market should be wide open and if I can buy an article at a lower price than someone else that is my privilege and the same with selling. Mr. Raney's bill is one of the best pieces of legislature put before the House this session and I am heartily in favor of it passing."

Sell at Price They Like

Interviewing the manager of the grocery department of a large departmental store on the proposed new legislation in Ontario in regard to the fixing of the re-sale price of an article, he told Canadian Grocer that in his department they bought from whom they preferred, and sold at prices they themselves fixed. "No one dictates to us as to what price we must sell at," he remarked. "If you buy

a suit of clothes and choose to sell it again, don't you think you should sell it at whatever price you wish?" he asked. "I think any attempt to fix the re-sale price is on a par with the demands of trade unions who declare that they must have certain wages, irrespective of whether other people starve or not. I don't see why legislation should be necessary in a matter of this kind. If the manufacturer sold direct to the retailer at his own price, and let the retailer sell at whatever he considers a fair profit, it would not be necessary. However, under present existing circumstances, I think such legislation will be a benefit."

A. C. Pyke, secretary of the Canadian Wholesale Grocers' Association had only seen press notices of the proposed legislation, and did not care to express any opinions in regard to the same until he had received a copy of the Bill. However, the Wholesale Grocers' Association believes that the fixing of re-sale prices is necessary in the best interests of both retailers and consumers. They contend that if there was not some attempt made at price maintenance there would be such cutting and slashing of prices that would be disastrous. Members of the association are consequently opposed to any legislation that would eliminate the fixing of re-sale prices, but were not prepared to state just what action would be taken in the way of pressing their opposition.

What is the Manufacturer's Position in Regard to Trade Discounts?

Question of the Right of Manufacturers to Distinguish Between Wholesalers and Retailers Has Been Before the Federal Trade Commission in the United States

THE QUESTION as to whether a manufacturer should have the right to distinguish between wholesalers and retailers in the matter of trade discounts, has been brought prominently to the front in the United States. In view of the legislation re Price Maintenance which the Ontario government is sponsoring, this new problem is one of exceedingly important interest in Canada.

If the rulings of the Federal Trade Commission in its case against The Mennen Company are finally sustained, it is clear that wholesale revision of selling policies will be in order across the line and the practically universal custom of classifying customers as "wholesalers" and "retailers" will go by the board. Incidentally, it is also clear that the provisions of the Clayton Act and the Federal Trade Commission Act will prove much more revolutionary than has hitherto been suspected. The text of the Commission's findings and conclusions in the Mennen case discloses an interpretation of the law that is quite without precedent, according to "Printers' Ink," for neither the Commission nor any court has ever issued such an order before.

Discounts Must be Same

Briefly stated, the ruling is this: That if a manufacturer of branded goods of uniform quality gives any quantity discounts at all, he must extend the same discount to all purchasers of the same quantity, no matter what the trade status of the purchaser may be. The manufacturer of soap, for example, must offer exactly the same set of discounts to all purchasers in quantity—large consumers, such as laundries and hotels, department stores, chain store retailers, co-operative or mutual buying clubs, and old-line jobbers or wholesalers. He can refuse to sell to any of those classes of trade, but if he sells to them at all the price must be the same for a given quantity of goods, providing there is no difference in the quality.

The provision of law upon which the above interpretation is based is that section of the Clayton Act that forbids discriminations in price between customers except on account of differences in the grade, the quantity, or quality of the commodity sold; or such as make only due allowance for difference in the cost of selling or transportation; or are made in good faith to meet competition; or represent the selection of customers in bonafide transactions not in restraint of trade. That last clause, at least, has always been supposed to afford plenty of room for classification of customers as entitled to the "wholesale" or the "retail" discounts. According to the Mennen case, however, it appears that the only "selection of customers" contemplated is the decision as to whether or not they will be permitted to buy the goods direct. If they are allowed to buy direct at all, they must be given the same discounts as anybody else.

Different From Former Idea

"Printers' Ink," adds that it is needless to point out, this is quite at variance with the common understanding of the intention of the law, and it is doubtful if Congress had any such intention when the law was passed. Counsel for The Mennen Company made an exhaustive search of the records of committee hearings in which this section was discussed, and also of the debates in the House and Senate. Many excerpts were presented in the company's brief in the effort to show that it was the intention of Congress to prevent the use of arbitrary price discriminations as a weapon of monopoly; not to provide for absolutely uniform trade discounts, nor to prevent the customary classification of purchasers into convenient groups. This aspect of the matter is not discussed by the Commission, however, which bases its order wholly upon the facts in the case. The precise meaning of the law, and the intention of Congress in framing it, is left to the courts to determine.

The facts upon which the order is based are, briefly, as follows: Since 1917 The Mennen Company has classified its customers in two groups—wholesalers and retailers—and has maintained two sets of discounts. Retail discounts roughly speaking, stopped at 10 per cent., while wholesalers were grantetd discounts beginning at 15 per cent., and, on large quantities, running as high as 17 per cent. There are, however, a number of "mutual" or "co-operative" organizations of retailers, which buy goods in large quantities and distribute them to members in the same manner as the old line wholesalers. These organizations, however, have been classified as "retailers," and have been refused the scale of discounts offered to "wholesalers." This, the Commission holds, is an unfair discrimination against such organizations, tending to restrain competition, and to deprive them of trade. The company is therefore ordered to "cease and desist" from further discrimination in prices based upon classifications of its customers.

TORONTO COUNCIL TRAVELLERS' ASSOCIATION ELECT OFFICERS

Walter H. Hall was elected senior counsellor for Toronto Council, United Commercial Travellers of America, at a recent meeting when the following officers were elected: Fred J. Vemator, junior counsellor; S. L. Moore, past counsellor; Fred C. Oldham, secretary; H. G. Barter, conductor; W. F. Hill, Jr., page, and J. E. Monaghan, sentinel, executive committee—A. E. Belyea, W. J. Sanderson, A. A. Currie and W. F. Hill, Sr.

Past Counsellor E. M. Carroll presented Past Counsellor T. R. Crayton with a past counsellor's jewel, and Counsellor Crayton was elected delegate to the Supreme Council sessions at Columbus in June.

The membership of the organization numbers 105,000 in Canada and the United States, and the local council, which was instituted about two years ago, is growing rapidly.

JAPANESE SALMON INDUSTRY

The Japanese salmon industry is of great interest to Canadians owing to the fact that Japan is now putting up a large pack every year and becoming a formidable competitor in the British salmon market. The waters where the largest quantities of salmon are caught are along the shores of the Northern Saghalien and at the mouth of the Amur River, where it is said that in the year 1913, the last for which reliable statistics have been published, some 47,600 tons of the salmon, raw weight, were caught.

Freight is Part of First Cost of Goods

Freight Charges Must Not be Characterized as Expense—They Should be Added to Each Invoice, Figured Into the Cost of Each Article and Thereby Brought Right Back Into the Business by the Shortest Route

By HENRY JOHNSON, Jr.

THIS STORY is very well told in limited space:

Dear Mr. Johnson:—Some reports of our company are enclosed for digestion. This company was organized in 1899 for five years, re-organized in 1903 for 20 years. Situated out eight to ten miles from town on a country cross roads; have half an acre of ground, a seven roomed dwelling, store building 40 by 40, 1½ stories, warerooms 20 by 40 and 20 by 20: double garage 18 by 20, hen house 12 by 18 all in good repair. Last year we organized an electric light line from our post office town so we have everything lighted with electricity now. We have always paid 6 per cent. on capital stock and left balance in business until 1916 when we bought a share in a co operative wholesale grocery company for $333. Since then we have received $800 in preferred stock drawing 8 per cent. interest from this source. In the last five years we have paid our stockholders 90 per cent. in dividends and still have $13,442.05 in surplus funds. Last year we lost $1,-602.86, due mostly to depreciation in stock values. Our annual report runs from January to January 1st and invoices from January 12 and January 11, so there is a slight discrepancy in the two.

Several interesting things appear in the detailed statements, which I do not copy because of length, also because I feel that this man is pretty well able to care for himself.

Sales in 1920 were 46,205.14 on expenses of $3,037.42. That figures the trifling percentage of 6.57 plus. Sales in 1921 fell off $15,381.37 or just about one-third, due undoubtedly in large measure to shrinking values. Probably the volume actually handled was nearly as large as in the former year. But the expenses of 1921 were practically the same in dollars as in 1920, with the result that the ratio crept up to 9.74 per cent plus.

Depreciation Not Accounted For

There is no account taken of interest on investment. Perhaps that is supposed to be cared for through the dividend account, so I shall pass it. But depreciation should always be figured. Property worth $2,700 in 1920 may not have depreciated in value. It may be worth more now than formerly. Just the same, it is good business to wipe out a little of it for good measure, as I think I can illustrate from these two statements.

For here we find no depreciation taken on fixtures or delivery equipment. Both are subject to considerable, especially the trucks. The inventory figures for the two years show combined fixtures and truck accounts total $3,794, or an annual average of $1,897. Depreciation of only ten per cent. on the combined items would have carried $189.70 into expenses last year and another $189.70 this year—total $379.40. That this would have been conservative is shown by the $7.25 charged to truck repairs last year and $293.30 this year—total, $300.55.

There is no good sense in dodging this account. It will come up anyway. A proper annual depreciation charge will enable us to prepare for its fluctuations and contingencies, and we shall not be caught napping when extra repairs loom up. The proper insertion of this charge, as I have indicated it, would have increased expense ratio in 1920 to 7 per cent. and reduced 1921 to just over 9 per cent. The actual figures would have worked even greater alterations than this, because the correct charge against delivery equipment of all kinds is 20 per cent a year and inside equipment, 10 per cent.

Freight is Not Expense

Here is another man who runs freight into his expense acccount. Why? It is dangerous—extremely dangerous—to do this. Freight is a part of the first cost of the goods. It should be added to each invoice, figured into the cost of each article and thereby brought right back into the business by the shortest route. When this system is followed, there is no guesswork. The price made—if correctly figured—covers invoice and transportation cost. If freight is considered as expense, by what means will you get this outlay back again?

A merchant who runs a general store which leans heavily on groceries in a small town sends me a statement so nicely written in detail that I copy it entire. I do this the more gladly because, like numbers of others, he says he will be glad to "reimburse" me for my trouble, and I want to emphasize the fact that my compensation comes through the publisher of Canadian Grocer and the satisfaction I get out of being of any service to merchants anywhere. So please "forget" the compensation or "reimbursement" end of it. Just send in your problems. I shall be most happy to handle them and glad if I can do any good for you. Here's this man's statement:

Summary For 1921

Cash sales, $22,881.34; credit sales, $50,550.76; total, $73,432.10 Mdse. sold at less than 10 per cent. profit, $5,843.37.

EXPENSES

		%	Approx. on sales
Tax. ins. interest	1545.85		2. +
Freight, express, postage	3114.32		4.24+
Phone, rent, light	784.53		1. +
Advertising donations	1180.82		1.6
Delivery	946.94		1.17
Salaries	4414.30		6. +
Lost Accounts	260.36		.33 +
Interest on investment	1736.30		2.36
Depreciation Fixt. & Mdse.	150.00		18.41 %
Office Supplies	65.00		
Total	$14198.47		19.33%+
Mdse. Bought, 1921	$5629.62		

ASSETS

Stock at inventory	$10575.27	
Store Building	22000.00	
Fixtures	1894.00	
Book Accounts, monthly	8458.74	
Notes due us	1251.83	
Lib. Bonds & Bank Stock	3500.00	
Bank Balance	1051.97	
Cash on hand	206.93	$43,938.74

LIABILITIES

Open Accounts, due 60ds	$5975.12	
Open Accounts due 30ds	3011.84	
Notes payable at Bank	1200.00	10,186.96
Net Worth		$38,751.78

NOTE:—Salaries include wages for proprietor. Mdse. sold at less than 10 per cent. is goods sold less than regular profit. Stock inventory, 1920, was $13.-734.69.

Playing Even Last Year Was Not Bad

If stock last year is added to purchases and stock end of 1921 is deducted, we shall have $59,319.04 as cost of goods sold for $73,432.10 and that will show gross earnings of $14,113.06, or 19 per cent plus on sales. That is $85.41 less than the expenses listed above. This shows margins which total just about 19 per cent .on sales as against expenses of over 19-1/3 per cent. So it seems plain that no profit was made last year.

I cannot say this is conclusive, because I have no figures of net worth a year ago Obviously this man is far from the poor house. If he has failed to make any real money last year, he is in some very good company, for there are lots of others. Also it is hard to criticize the affairs of anybody who shows that he knows so well how to make progress. So what I shall say will be suggestive, merely, except as to one thing; freight.

Here again we have this item in with the expenses. If transportation has been added to cost of merchandise—as it must be in any sound business—it certainly does not belong in expenses. If

(Continued on page 39)

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Watch Cereals in Warm Weather

CEREALS ARE difficult to keep properly in the store during the warm weather. Merchants should from now on watch their stocks very carefully to see that they do not become webby, because once the web appears life soon follows.

A grocer who has spent 58 years in the business and who has made a study of cereals as well as every other line in the grocery business, states that there is life in all cereals, that if there were not they would not be of much food value. He did not think, however, that retailers should lose money on this account and in his opinion it was up to the merchant to see that cereals were properly taken care of in the store to prevent life appearing in the drawers and other containers used.

Every once in a while, he stated, his staff cleaned out thoroughly all bins that were used for cereals. They were brushed with a whisk so that when the new product was dumped in there would be no chance of it being contaminated by old stock that had not been thoroughly cleaned out. This is a precaution that would pay every merchant to take at this time of year and later on during the warm months of the summer season.

* * * *

Freight Reduction

THE SURVIVAL of the Western Canada farmer is dependent on a reduction in present freight rates, according to the statement of the Hon. A. B. Hudson, M.P. of Winnipeg. The Hon. Mr. Hudson in addressing the Toronto Canadian Club this week on the subject of Western Problems, declared that unless freight rates are reduced, the farmer in the West cannot carry on.

He pointed out, in the course of his remarks, that the proportion of grain grown in Western Canada that was consumed in Canada is quite small, and the bulk of the crop has to be sent to Europe. The shortest rail haul in the prairie provinces before it reached a point available for water carriage is from Winnipeg to Fort William, a distance of about 400 miles, but the distance of the rail haul is generally very much longer. Argentine and Australia, the competitors of Western Canada in the European grain markets, have to transport their grain very short distances. In the case of the Argentine the longest distance is about 300 miles, the average distance being a good deal less than that.

The Western Canada farmer is undoubtedly handicapped in the matter of long hauls, and consequently suffers adversely from the higher rates. He is handicapped not only in the way of shipping out his own products but also in respect to the goods which he uses. These goods have to be brought in from the East, from the United States and from Europe, and the Westerner has to pay the freight charges. The question of freight rates is a serious question will inspire the people of the West with some hope and the promise of the Dominion government to shortly appoint a special committee to investigate the freight rate question will inspire the people of the West with some hope of relief from what they find are excessive freight charges and which they claim operate against their property.

* * * *

Will Follow the Markets by Radio?

NEWSPAPERS are all broadcasting news and musical programs these days by wireless telephone sets which they have installed. Amateurs all over the Province have put up "aerials," and it has been reported that some enthusiasts have utilized the old bed spring with which to snatch the messages out of the air.

It will be interesting when trade papers come to the point of entrusting the day's market information to the ether, so that the retailers in Fort Fraser, Peace River Crossing, Prince Albert, Welland and Chicoutimi, or any other place may, by simply putting the head-phones over their ears, be advised of the market trend of cocoanut in Ceylon, or sardines in Sardinia, learn how the rabbit crop in Australia will likely affect the prices of Electric Seal, or how the strike of elephant hunters in South Africa will paralyze the French Ivory trade for next Christmas.

Won't it be interesting, when one is tuning up his little mail-order set, to run through the various wave-lengths used by the various papers? As you pass through the 200 metre length used by the Financial Post a bit of the Wall Street market trickles through, but as you turn through to the 360 meter wave, Druggists' Weekly contributes a bit, till Hardware and Metal, and Dry Goods Review, then Canadian Grocer with its 2,000 meter wave length is finally turned in. It might be something like this:—

Z Z Z Z "Hello, hello, hello. This is the FINANCIAL POST broadcast. The feature of to-day's market is an announcement by" Z Z Z "prominent cosmetic manufacturers that prices on rouges and pencils have been reduced" Z Z Z "and as a Paint Up and Clean Up week has been set by the 'Save the Surface and you save all' committee, we expect" Z Z "many radical changes in women's street wear have been forecast to a Dry Goods Review correspondent and" Z Z "old prunes will soon all be cleaned up," says the Canadian Grocer broadcast.

It is going to be interesting, isn't it?

* * * *

Editorials in Brief

Whatever the daily sales level you are anxious to reach, raise that quota figure and go after the business to meet it.

* * * *

Put a polish on everything in the store that ought to be polished. The spring is a good time to get rid of dullness and dirt and dingy corners in the store.

* * * *

If your store location is not as good as you would like, make the best of it, by increasing your business-getting efforts. Investigate attractive methods of bringing people to your store.

* * * *

Now is the time to commence suggesting housecleaning lines. A window display of polishes, cleansing powders, brooms, etc., brings to the mind of the customer the fact that she is in need of them.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Quebec

Geo. A. Macdonald, sales manager of the Quaker Oats Co., Peterborough, Ont., was in Montreal on Friday of last week.

C. H. Howell, Montreal manager of the Kraft Maclaren Cheese Co., St. Paul St., was in Ottawa and Toronto last week on a business trip.

G. Amoroso, the senior partner of Amoroso & Malagodi Co., Ltd., Montreal, importers of Italian food stuffs and specialties, was in Montreal this week from Hamilton. Mr. Amoroso has sold out his private business in Hamilton which was known as G. Amoroso & Co., and is leaving for Italy in June, where he will attend to the interests of the Montreal firm.

Ontario News

The trade will learn with regret of the recent death of H. Walker, founder of the Guelph Soap Co., Guelph, Ont.

Alderman F. H. Brown, of Port Hope, on the first of this month celebrated fifty years in the grocery business. Mr. Brown has been in business for himself since 1896.

J. H. Rush was re-elected president of the Retail Merchants' Association of Tillsonburg, and H. F. Johnston was elected secretary-treasurer. The regular Wednesday half holiday will be observed from May until September.

Fire at Richards Landing, St. Joseph's Island, Ont., destroyed the post office, the Armstrong general store, the Lipman store and the store of Allen Campbell, together with a major part of the contents of each place. The loss is estimated at $60,000.

Retail mechants along St. Clair Ave., Toronto, at a meeting the other evening endorsed the opposition of the retail merchants throughout the country to the rumored monthly tax on sales. It was proposed to hold a monster carnival in June and also a trip across the lake.

T. J. Guay, manager of J. F. McCarthy's general store at Hastings village, was taken suddenly ill last Saturday evening while at his duties in the store, and expired in a few minutes. He was unmarried and was a veteran of the late war, having served four years overseas.

The retail merchants of Wingham met in a get-together banquet the other evening for the purpose of discussing problems of interest to the retail trade. Addresses were made by Mayor Elliott, Reeve Tippling, ex-Mayor Gurney and many others. The officers elected are as follows:—President, T. King, vice president, Mr. Flannigan, secretary, R. Hamilton, treasurer, W. J. McKibbon, advisory committee, W. Christie, H. A. Walker and E. J. Mitchell.

As a means of discouraging transient traders in St. Thomas, the committee dealing with such matters has recommended to the council that pedlar licenses be raised immediately from $5 to $50.

A new branch of the Retail Merchants' Association has been organized at Transcona, Man., and the following officers elected: president, A. H. Davis; first vice-president, F. J. Lozo; second vice-president, J. Margolius; treasurer, G. R. Shepherd.

Kanadda Biscuit Co. Buy Factory Site in Hamilton, Ont.

The Kanadda Biscuit Co., of Canada, reference to the incorporation of which was made in Canadian Grocer some weeks ago, have purchased property in Hamilton, Ont., at a reported cost of $50,000, on which they will erect their factory. The authorized capital of the company is $1,000,000. Frank Ullman, formerly with other biscuit concerns, and with an experience extending over twenty-five years is the president of the company. The directors and officers of the company are as follows, Frank Ullman, president and sales manager, Toronto; H. O. E. Braden, Hamilton, vice-president; F. C. Harp, grocer, Brantford, director; Robt. E. Stroud, grocer, Tillsonburg, director; George Nash, superintendent, Hamilton, director, and Marie S. Fothergill, stenographer, Hamilton, secretary-treasurer.

IS SECRETARY OF PETERBORO BRANCH OF THE C. M. A.

Homer Meyers of the Peterboro Cereal Co., was elected secretary of the Peterboro branch of the Canadian Manufacturers' Association at the annual meeting the other night. Other officers are president:, J. J. Turner; vice-chairman, James Hamilton; treasurer, W. T. Hall; executive officers, W. R. Breyfogle and W. A. Richardson. Addresses were given at this meeting by S. J. Williams, formerly president of the W. G. R. Co., Kitchener, J. M. McIntosh, secretary of the Ontario Division and H. W. MacDonell, Director of the Industrial Relations Department.

A resolution was passed calling upon the Ontario government to amend the present Ontario Assessment Act, to exempt taxation of dividends, derived from shares in commercial or manufacturing corporations as was the case prior to 1920.

COMPLETES 21 YEARS SERVICE

Toronto.—At the office of the Red Rose Tea Company on Saturday morning last, Robert W. Vout, one of the Ontario traveling salesmen, was honored by being presented with a handsome solid gold watch and chain. The occasion was completion of 21 years service with the firm. A letter of appreciation of the services of Mr. Vout from president T. H. Estabrooks of St. John, N. B., was read, and the presentation made by Charles T. Miller, Toronto manager. The engraving on the watch referred to Mr. Vout's 21 years service and his constant loyalty.

NEW GROCETERIA IN THE DANFORTH DISTRICT TORONTO

Toronto.—A new Groceteria has opened in the Danforth district. This store is operated on the system of entering through a turnstile, picking up a basket, wait on yourself and going out hrough another turnstile. As the customer passes out, the goods are checked, the amount is rung up on the cash register and the goods then placed in one large paper bag. The store goes under the name of Buy-Rite.

An innovation in this store is the fresh meat department. This section is fitted up with a refrigerator system connected with the display counters and the large refrigerator wherein is kept the surplus supply of meats.

The store is finished in white and has an attractive appearance. It is in reali y two stores with a connecting archway between the stores. The store frontage is approximately fifty feet.

This is the first store of which several are expected to be opened in various sections of the city. The company operating the system is a limited liability company and shares are being sold to citizens.

The officers of the company are as follows: President, J. C. Knowles; vice-president, James Scott, secretary-treasurer, W. R. Scott.

NEW GOODS

Evans & Company, Limited, Montreal, have just put a new package of balloons on the market. This package contains 6 dozen five cent balloons of three assortments. There are two dozen of the airship shape, two dozen of the round and two dozen of the squawker balloons.

Letters to the Editor

Transient Traders Act

Editor Canadian Grocer:—

Would you kindly advise me if you can secure such data, what cities under 50,000 population do in regard to the transient traders license? Are there special laws governing cities of that population?

Malcolm J. Allen

Niagara Falls, Ont., For the Grocers' Association of Niagara Falls.

Editor's Note.—By-laws may be passed by the councils of towns, townships, villages and cities having a population of less than 10,000 and by boards of commissioners of police in cities having a population of not less than 10,000.

The Transient Traders Act is as follows:

For licensing, regulating and governing transient traders and other persons whose names have not been entered on the assessment roll in respect of income or business assessment for the then current year; and who offer goods, wares or merchandise for sale by auction, conducted by themselves or by a licensed auctioneer or otherwise, or who offer them for sale in any other manner.

For requiring transient traders and other persons whose names are not entered on the assessment roll or are entered on it for the first time, in respect of income or business assessment, who so offer goods, wares or merchandise for sale, to pay a license fee before commencing the trade.

(a) A by-law passed under paragraphs 6 or 7 shall not apply to the sale of the stock of an insolvent which is being sold or disposed of within the county or district in which he carried on business therewith at the time of the issue of an attachment or of the execution of an assignment.

(b) "Transient Traders" shall include any person commencing business who has not resided continuously in the municipality for at least three months next preceding the time of his commencing such business there.

(c) The fee to be paid for a license under paragraph 7 shall not exceed in a city or town $250., in a village in unorganized territory $200, and in other local municipalities $100.

(d) The sum paid for a license shall be credited to the person paying it on account of taxes thereafter payable by him. 3-4 Geo. V. o. 43. S. 420.

The Retail Merchants Association are endeavoring at the present time to get an amendment to this Act and it is now before the House.

After the words "income or business assessment" in the first and second paragraphs, the R. M. A. want the words "or as owner of real property" added. This is for the reason, that as the law now stands there is nothing to prevent a trader going into a town, renting a window or a portion of a store and placing his goods on sale to the detriment of local merchants. The words "or owner of real property" will prevent this as it means that the goods offered for sale must be the property of the owner or tenant of the store.

Income Tax Based on Net Earnings

Editor, Canadian Grocer:—

I appreciate your advice in last week's issue about making out the Income Tax statement. There are, however, one of two points I am not quite sure about.

I am now taking stock. Is it right and proper to value the goods at replacement cost? Suppose I find four or five thousand dollars loss on the year's business, does my loss go to my credit on the tax account, or do I pay on the gross income from the business? I have seen a statement. There are, however, one or to deduct losses. This does not appear fair to me.

Enquirer.

Editor's Note:—Inventories should always be figured at replacement cost. That is the only way you can get an accurate statement of your business. This also enables you to write off at once any losses you may have through falling markets. If the business shows a loss during the year, it will show in the yearly balance sheet.

The amount of Income Tax you should pay is based on your net earnings and not on the gross earnings of the business. Therefore if the business has not shown a profit, there is no Income Tax to pay.

Charge Goods to Expense Account

Editor, Canadian Grocer:—

I was interested in your article in last week's issue "Making your Income Tax returns." I have been following this plan as outlined very closely, but there has been one point that was not always clear. For instance the item, "Add cost of all goods bought for re-sale." Now suppose that some of these goods bought for re-sale are actually used up about the store, and thus are charged to expense account, i.e. oats for horses, brooms, etc. Should the total of such goods used about the store but were bought originally for re sale, be deducted from the item "Add goods bought for re-sale," before being charged to expense account? For instance we used approximately $400 worth of goods in this way last year and you see it would make a difference in profit according to whether such goods were or were not deducted. My own opinion is now that if the goods were originally charged to the Stock Account, they should be deducted therefrom if they are subsequently used for expense and therefore charged to expense account.

Granby, Que.

W. R. B.

Editor's Note.—All goods bought for re-sale should certainly be charged to the Merchandise Account. Now if some of these goods are taken out of stock to be used around the store, they should be charged to the Expense Account just the same as though it was actual money taken out of the Bank Account to pay some part of the running expenses of the business. It is not necessary to deduct from the Merchandise Account. Goods so charged to the Expense Account, however, should be charged at the regular re-sale price or at least at a price that will cover the invoice cost and selling expenses.

Who Can Solve This?

Editor, Canadian Grocer:—

We have a problem in connection with our business that we would be glad to have advice on.

A large portion of our business is done on the credit plan and we would like to make some of our customers pay up sharper and pay for the extra time we give them.

We tried an extra charge of two per cent. on all bills bought on credit with a rebate of two per cent. if the bill was paid in full inside of thirty days.

This had the effect of making those who could pay cash inclined to wait the thirty days as they got the same price. Some of our customers got mad because we should have any doubts of their prompt settlement and objected to the extra charge.

We have been reading a recent letter in Canadian Grocer from a merchant who says he marks his goods on the idea of two months credit being given and discounts for cash. We can see that this would work well on bills of considerable size, but would it not be inconvenient on small cash purchases, say of five or ten cents or anything less than one dollar. Then if goods are marked at the credit price, if the competition is as strong as it is here, it will show the goods higher than the other merchant who does a cash business, and the opinion would then be that our prices were too high.

We would like to so arrange our business that the credit business customers will pay for the extra cost of bookkeeping, interest, etc., and to encourage the trade of good customers and to discourage those who are always overdue. Any assistance you can give through your valuable paper will be welcome.

A Constant Reader.

Editor's Note.—We will be glad to have merchants' views on this subject.

W. H. Millman, senior member of the firm of W. H. Millman & Sons, Grocery Brokers, Toronto, has returned to the office after a two months trip to Bermuda, New York and other American cities.

WESTERN CANADA NEWS

B. C. Retailers Will Hold Annual Convention in Victoria This Year

R. M. A. Executive Meets and Discusses Many Matters of Importance to the Retailer—Will Seek Legislation Along Several Lines Vital to the Trade in British Columbia

VANCOUVER, B. C., April 8.—It was decided at the session of the executive of British Columbia R. M. A., held in Vancouver recently to hold the annual convention in Victoria in July. The executive will meet again in May.

Still Undecided

G. H. McRobbie, British Columbia's representative on the Dominion Board presented an exhaustive report on the sales tax issue. He referred particularly to the fact that although the association had been successful in two courts, and had also been successful in getting the government to cancel the arrears of the sales tax against confectioners, florists and furriers from May 1920, at the present time the issue as to the interpretation of the word "manufacturer" still remained undecided, and unless the R.M.A's efforts to have the present sales tax amended at the present session of the House were successful, the various lines of business affected would be called upon to pay a sales tax of 3 per cent. on the entire turnover as from April 1, 1922.

Selling to Consumers

Mr. Hougham tabled evidence of different wholesalers in the Province, who were selling to consumers, using these instances to prove a general practice of such dealing.

The meeting went on record as being in favor of a system of retail licenses controlled by the federal government, similar to the licensing system adopted by the Canada Food Board, under which it was illegal for wholesale houses to sell any person without a license. It was recognized that the wholesale houses themselves were frequently called upon to meet conditions in which they were asked to sell parties outside of the regular retail field, and it was thought that they would welcome some such measure of relief.

Other Legislation

Provincial President J. T. Crowder detailed the activities of the organisation with respect to the personal property tax and what measures were proposed for the future.

The government will be asked to extend the provisions of the Trading Stamp Act to apply to manufacturers as well as retailers. At present manufacturers have the right to issue coupons.

The Victoria branch tabled a resolution to request the Provincial Government to pass a provincial Lord's Day Act, giving the right to municipalities to control Sunday trading, subject to a referendum to the people. The opinion of all the branches and trade sections will be sought by the provincial executive and the matter will come up for consideration at the provincial convention.

F. T. McDowell dealt with the subject of Oriental exclusion. The initiative taken by the R. M. A. in calling for the reorganisation of the exclusion league on the basis of representation of organized bodies pledged to a definite programme of education and backed by adequate financial resources was endorsed and the branches throughout the province will be immediately requested to appropriate funds to enable the R. M. A. to make its proper contribution to the finances of the league.

In this connection it will undoubtedly be of interest to note that within the last few weeks one of the largest of the Chinese grocers in Vancouver has moved to new and larger premises, and opened a basement groceteria where the help is white girls.

Western

G. Haworth has succeeded M. R. Ottley in Port Moody.

The business at 2607 Broadway, west, Vancouver, has changed hands. S. Paul has bought out S. Hutchinson.

D. F. Sinclair succeeds Jas. Fletcher in the business conducted at 924 Granville Street, Vancouver.

Palmer and Graves have bought out the business of Tennant Brothers at 7468 Fraser Avenue, South Vancouver.

R. Alexander's business at Birch Island, B. C., will in future be conducted by T. J. McCracken.

W. Waltham has sold out his business at New Westminster, B. C., to C. R. Talpey.

H. M. Butler has moved from 999 Broadway West, Vancouver, to 3,047 Granville St.

Stephenson-Russell Limited, have removed from 57 Victoria Street, to larger quarters at 124 King Street, Winnipeg. They occupy all the building at the latter address which is on the Market Square.

J. A. Thompson, of Thompson & Elliott, wholesale grocers, Vancouver, has left for a business trip to Winnipeg and will return early in April.

H. S. Wickens has joined the sales staff of the H. P. Pennock & Company wholesale commission brokers, Winnipeg, and will be covering the territory from their Saskatoon branch.

H. M. Mann has bought out the business conduceted at 8607 Granville Street, Marpole, by A. Daintree. Mr. Daintree is opening a store at 1,043 28th East, South Vancouver.

The Grocers' Section, Vancouver, B. C., is laying plans for a big social to which all grocers will be invited, and no business will be talked. By such means a closer feeling of mutual sympathy will be engendered among the grocers of the city.

The following grocers have been appointed to the office of directors in the Grocery Section, Vancouver Branch Retail Merchants' Association:—George Carter, J. W. Brogan, of the City Cash Grocery, J. Merilees, W. Allison, J. W. Payne, O. B. Fennell, T. W. Vincent, A. Meston of Meston & Co., J. Patterson.

Birks Crawford & Co., 1101 Dominion Bldg., Vancouver, have changed their name to include one of their principals who has been actively associated with the business for some months. The new name is Birks, Crawford & Lindsay, Ltd. C. B. Lindsay & Co., of London and Liverpool, become in this way publicly associated with G. E. Crawford and G. Arnold Birks in this business.

Albert E. Dingle, 43 years old, manager of the Edmonton branch of the firm of Dingle & Stewart, pased away a few days ago after an illness extending over two years. Mr. Dingle had been a resident of Edmonton for seven years, following his acceptance of the managership of the Edmonton branch of the firm. Previous to that time he lived for many years in Winnipeg. Mr. Dingle was an official of the United Commercial Travelers. He is survived by his wife and seven children.

DEATH OF SASKATOON MGR. OF THE CODVILLE CO.

Kenneth D. Sinclair, manager of The Codville Co., Ltd., Saskatoon, died recently at the General Hospital, Winnipeg. The late Mr. Sinclair was 41 years of age and came to Canada in 1902 from Scotland, entering the employ of The Codville Co., Limited, shortly afterwards. He established the company's Saskatoon branch in 1908 holding the position of manager since that time. Of a quiet, industrious disposition and sterling character he was held in the highest esteem by a large circle of friends and was a prominent figure in the Western Wholesale grocery trade.

James Harkness is Re-elected President of Vancouver Grocers

Grocers' Section Elect Officers—F. W. Walford, Another Grocer at the Coast, Discusses Some Phases of the Sales Tax—T. F. McDowell Talks on Price Maintenance

VANCOUVER, April 10.—At the annual meeting of the Vancouver grocers' section of the Retail Merchants' Association held recently, the officers for the ensuing year were elected.

It is a great tribute to the excellent work done on behalf of the retail grocers by the last year's president, James Harkness, that the retail body returned him to office for the coming year by acclamation. Not only were there no other candidates presented for the office but several of the members spontaneously rose to their feet and the secretary had to take a hand to see that they waited their turn to express their satisfaction with the way the office had been filled during the past turbulent year of merchandising.

Hugh Morrow, of Morrow and Dean, Vancouver, was elected first vice-president, and despite his protestations that he had served his time in years gone by on the executive, A. A. Blain was induced to accept the office of second vice-president. Chas. O. Merritt, of Merritt and Beaton, was re-elected to the office of secretary, and Sam Pritchard was again elected to the office of treasurer.

Many matters of vital importance to the retail grocery trade were discussed at length. The matter of price maintenance was the subject of an able address by T. F. McDowell, a past president and active worker in the association's affairs.

In the president's remarks, a resume was given of the various points that the association has striven for, and the number that had been won.

One particularly interesting matter was brought to the attention of the meeting by F. W. Walford. It has to do with the sales tax, and according to Mr. Walford the retailers in Vancouver have, either through ignorance or intent, been out of pocket many hundreds of dollars in the past months.

"If I buy (I shall use fictitious names) Brown's best coffee from Brown the wholesaler who manufactures it, I must pay a sales tax of three per cent. If I buy it from Jones, the other wholesaler, I can get it at the same price, but only pay 1½ per cent. sales tax. Then when I buy Jones' Jelly Powders, from Jones the wholesaler who makes them, I pay 3 per cent., but if I buy Jones' Jelly Powders from Brown, I only pay half as much tax. As it stands now I am buying from each wholesaler, the goods that the other wholesaler makes. This is a real condition. It is a farce, I admit. These is a joker somewhere. Probably they are all interpreting the law as they see it. In my estimation, though, I am not in purchasing Jones' Jelly Powder from Jones buying from Jones the manufacturer, but Jones the jobber. When checking his goods from his factory to his wholesale warehouse he should charge the one and a half per cent. to his wholesale department, which should absorb it the same as it absorbs the tax on goods from every other manufacturer—not pass the whole tax along to the retailer. There are concerns—manufacturing concerns—in Vancouver who do their own jobbing and they only charge the one and a half on my invoices. I presume they absorb the manufacturing tax. This is a point that would bear investigation, at any rate. At present, the solution seems to be to buy each manufacturing jobber's goods from his competitor."

JAMES HARKNESS
Who has been re-elected President of the Grocers' Section of Vancouver R. M. A.

A great deal of discussion resulted and many views were given on this subject. It was stated at the meeting, that the wholesalers were having a special session the same day.

NEW INDUSTRY AT COAST WILL MAKE STARCH PRODUCTS

New Westminster, B. C.—Incorporation has been granted to the Pacific Starch Products Ltd., a new company capitalized at $100,000 in which a number of B. C. men are interested. The directors include H. V. Jansen, chemical engineer, formerly of the Dominon ;itn Products Ltd., Bayard Abrams, proprietor of the Royal City Laundry, and N. S. Rattray, of the People's Providers, grocers, New Westminster. H. J. Sanders, of Victoria, is president, and Mr. Jansen general manager. The company's head office is in Vancouver, and a New Westminster office has been opened in the Westminster Trust building. It is the intention of the company to enter into the business of manufacturing starch products from potatoes. Their plant will be located on the Fraser River.

This Merchant Says Rolling Store Not A Success In City

Montreal.—Another grocer has experimented and decided that "rolling stores" will not pay in the city. The idea has lost its glamor, at least in Montreal. A few months ago, Jack Wolman, who, with his brother, owns the Villeneuve Provision Store at 140 Villeneuve Street, Montreal, decided that he would buy a motor truck, fit it up as a grocery store and with it canvass the north end of the city, selling groceries to the women at their own homes. It was thought that the public would appreciate the service, but Mr. Wolman thinks different now. Wisely he tried sending out men on a commission basis to solicit orders from door to door before he fitted out the "rolling store."

"It won't work," said Mr. Wolman, to a Canadian Grocer representative after he had tried out his experiment. "Somehow these women like to take the trouble to go out shopping, unless at an odd time there is some small item they are out of at a critical moment. But these critical moments don't come often enough or at the opportune time to pay the up-keep alone of a motor truck such as we had planned. We sent out some of the unemployed men of our city on a commission basis to solicit orders. We gave them a list of articles with as low prices as we quote in our store, and gave them a five per cent. commission. Well, it didn't work, and that is all. I am thankful we found out in time.

"We are, however, going to have our motor truck fitted up with a body like a small store, just the same, and start it out in the country districts early in May. We intend to follow the Lake Shore Road and along the Back River and cover that residential district three times a week with groceries. We will have a regular schedule of time and calls, so that the women may know just when to expect us. This we will properly advertise in the press and then give out time tables by which our route will be covered. After carefully studying conditions, the cost and the opportunity, I feel confident that such a service will prove profitable. The people who move out of the city in the spring and stay in the country till the fall need a regular grocery service, and I hope to fill that need with my grocery store on wheels."

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

MARKETS AT A GLANCE

A GREAT deal of irregularity has been featuring the refined sugar market for the past couple of weeks with prices being quoted considerably less than the official list price to $6.30 Montreal basis which is practically the same level at which sugar has been quoted by wholesalers to the retail trade.

The raw market during the past week has been towards higher prices with actual sales for Cubas at 2½c c. & f. New York for prompt and April shipments, totalling nearly 151,000 bags. There was also sales of two cargos to operators at 2 1-16c c. & f. which figures to 2.40c f.o.b. Cuba. The United Kingdom and Europe bought moderately at the advanced prices of from 12s 10½d to 13c 7½d c. i. f. U. K., the latter quotation figuring about 2.40c f. o. b. Cuba. The grinding of the Cuban crop is progressing. There are now 184 centrals grinding as against 194 last year and 188 in 1920. The 184 centrals produced during the week 203,157 tons making a total production of this season's crop approximately two million tons. The total amount of sugar on the inland of Cuba, comprising both old and new crop sugars, stands at 1,314,122 tons, an increase of nearly 50,000 tons from last week's figure.

Ontario beans continue firm at the moment with quotations strongly held at the higher levels, but there is a possibility for an easier turn as foreign beans have been offered at a lower price than Ontario and we understand shipments of these beans will arrive within the next two or three weeks. Rolled oats are inclined to be easier with quotations in certain quarters reduced.

Primary tea markets show no new developments other than a continuation of the strength and tendencies toward higher levels. In the spot tea market further evidence is noted for higher levels owing to the fact that prices are still below replacement costs. Importers also state that offerings are becoming fewer.

Evaporated apples have advanced sharply during the past few weeks, owing to export inquiry and it is now estimated that stocks are fairly well exhausted. Prunes continue active with the market in a strong position. Raisins show a weakness and as stocks at the Coast are large at this season, there are possibilities for reductions in prices.

New pack lobster is offered, but prices are comparatively high. Canned vegetables continue firm while fruits are moving satisfactorily and a close clean up is expected. Shelled nuts are moving in moderate volume, but the market is quiet.

QUEBEC MARKETS

MONTREAL, April 13.—During the past week sugar has declined to $6.30. Molasses show some weakness with cutting and lower prices quoted on contracts for delivery this season. In canned goods, canned corn and tomatoes are the features, with the likelihood of an early advance in tomatoes. Canned fruits are easy. Spices are more active with stronger primary markets. Evaporated apples have been advanced another half cent and prunes are due to be scarce in the fall. The other lines are steady and unchanged. Cereals are firm but there is some local cutting in price. Package goods are unchanged. Coffee holds a strong position and is likely to go higher. The tea market continues to gain strength and local wholesalers are just waiting for some one to start the advance which promises to be of fair proportions. Package teas have not yet been changed. Montreal potatoes continue to drop in price and new potatoes are also easier. Radishes, lettuce and spinach are lower. Bananas are a little lower and Messina lemons are down. Strawberries are now coming in pints from Louisiana at 25 and 28 cents a pint box.

HIGHER PRICES ON TOMATOES

Montreal.

CANNED GOODS.—There has been no change in canned goods but canned vegetables hold a strong position with light stocks on hand. Tomatoes and corn are particularly strong and local wholesalers are expecting an advance in tomatoes. The holdings of independent canners are well cleaned up, and jobbers are looking for replenishment but as there remains practically only one source of supply, a higher price is asked. Canned fruits run easy and as some have old stocks to unload prices vary.

CANNED VEGETABLES

Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Do., Refugee	2 10	2 15
Cabbage, Simcoe, 2½s	1 80	....
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	8 50
Do., (wine gals.)	9 00	10 00
Sauerkraut, 2½-lb tins	....	1 60
Tomatoes, 1s	1 55	1 60
Do., 2s	....	1 40
Do., 2½s	1 80	1 75
Do., gallons	..	6 25
Parsnips, Simcoe, 2's	1 80	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 50
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s	....	3 25
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	..	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Early June, choice	....	2 05
Do., standard	...	2 00
Fine French, 2-lb.	....	2 80

CANNED FRUITS

Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 60	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz	4 00	4 75
Do., gals, doz.	....	18 50
Cherries, red, pitted, heavy syrup, doz., 1	....	3 20
Do., 2½	....	3 50
Do., 2½	....	3 50
Do., 2	3 20	3 30
Gooseberries, 2s, heavy syrup, doz.	..	2 75
Raspberries 2's	....	3 75
California Peaches—		
1s	...	2 90
2s	....	3 25
2½s	....	4 40
Strawberries, 2's	....	3 30
Peaches, heavy syrup—		
2's	....	2 75
2½'s	....	4 70
Pears, 1s, Keiffer	....	2 30

Do., 2-lb.	2 45	3 10
Yellow cling, halves	....	2 60
Yellow cling, sliced	....	2 60
2's	....	2 80
2½s	....	4 20
Bartlet Pears	....	3 40
Greengage Plums, heavy syrup	2 20	2 60
Lombard plums, heavy syrup, 2-lb.	....	2 40

ROLLED OATS UNCERTAIN

Montreal.

CEREALS.—The cereal market maintains its price almost throughout. Rolled oats are firm, but buying is light just now. Millers report a strong position for rolled oats.

CEREALS—

Rolled oats, bag	3 35	3 50
Oatmeal	....	3 75
Pearl Hominy	....	1 40
Corn meal	2 50	2 80
Graham Flour, 98 lbs.	....	7 65
Buckwheat Flour	....	4 25
Pot Barley	....	4 00
Pearl Barley	....	4 50
Beans, Ont.	....	3 00
Do., Can.	....	3 30
Lima Beans	....	0 06
White beans	....	0 07½
Green peas, dried	0 03	0 05¾
Split Peas	....	0 07¼

COFFEE IN STRONG POSITION

Montreal.

COFFEE.—The coffee market continues to hold its strong position. Local prices are unchanged, but in primary markets prices continue to advance point by point. Local dealers state that the only factor in preventing an advance at present is that the prices last Fall were sufficiently high to allow a margin for an advance in primary cost. This margin has now been wiped out and dealers are working close to first hand quotations. Demand for coffee is fair and steady.

COFFEE—

Mocha	0 50
Java	0 45
Maracaibo	0 40
No. 1 Blind compound	0 35

EVAPORATED APPLES HIGHER

Montreal.

DRIED FRUITS.—The feature of the dried fruit market is another advance of ½ cent on evaporated apples. Local wholesale prices are yet unchanged, but at the evaporators the price has gone up 1½ cents inside of two weeks. A change in the wholesale price may be expected at any time. Currants are steady. The demand for glace fruits is only fair, the bigger movement being to the confectionery trade. The prune market is strong and authoritative reports state that, should the demand for prunes continue only as fair as it has been for the last two or three months, the holdings of the packers at the coast will be entirely cleaned up at least three months before the new crop is available. Under these conditions it is evident that prunes are to be scarce during September and October at least. The market is on the verge of another advance although speculators in New York are cutting prices slightly in order to unload what they are holding. Prices at the coast are not being advanced to take advantage in order that the new crop will not come on the market with a handicap next November.

DRIED FRUITS—

Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)	0 20	0 21
Peaches (fancy)	....	0 26
Do., (choice)	....	0 25
Pears (choice)	....	0 22
Do., fancy	0 27	0 28
Peels—		
Choice	....	0 26
Lemon	....	0 28
Orange	....	0 28
Citron	....	0 44
Raisins (seeded)		
Valencias	0 20	0 21
Sultana, unbleached	....	0 20½
Muscatels, 2 Crown, spot	....	0 17½
Do., 3 Crown, spot	....	0 18
Do., 4 Crown, spot	....	0 18½
Turkish Sultana, 5 Crown	....	0 21
Fancy Seeded (bulk)	0 18	0 19
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.	....	0 24
Do., 16 oz.	....	0 26
California Seedless, in bulk	....	0 28
Cluster, 20 1-lb. pack.	....	7 25
Currants, loose	....	0 13½
Dates, Excelsior (36 10s), pkg.	....	5 00
Fard, 12-lb. boxes	....	3 25
Packages only	0 10	0 20
Dromedary (36-10 oz.)	....	7 75
Loose	0 10	0 12
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2½'s, lb., 7 crown	....	0 40
Do., 2½s, lb.	....	0 43
Do., 2¾s, lb.	....	0 45
Figs, 5 Crown, 10 pounds	0 24	0 26
Do., 12 ounce packages	....	0 25
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), mats.	....	0 09
Do., Turkish, 3 crown, lb.	....	0 22
Do., 5 Crown, lb.	....	0 28
Do., 7 crown, lb.	....	0 30
Prunes (25-lb. boxes)—20-30s	....	0 32
40-50s	....	0 16½
50-60s	....	0 15
60-70s	....	0 14½
70-80s	....	0 14
80-90s	....	0 12½
90-100s	....	0 12

NUT MARKET QUIET

Montreal.

NUTS.—The nut market is quiet with no changes in price. The demand is small except locally from some increase in movement due to the Jewish holiday. Prices on walnuts locally have been easy, but in primary markets a stronger tone is evident.

NUTS—

Almonds, Tarragona, per lb.	....	0 19
Do., shelled	0 46	0 48
Valencia shelled almonds	....	0 44
Pecans, new Jumbo, per lb.	....	0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily,) per lb.	....	0 16
Brazils, shelled	....	0 38
Do., Barcelona	....	0 15½
Peanuts, Jumbo	....	0 15½
Do., shelled, No. 1 Spanish	....	0 10½
Do., salted red	....	0 17
Do., shelled, No. 1 Virginia	....	0 12½
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 34
Fancy splits, per lb.	....	0 29
Pecans, shelled	1 00	1 50
Walnuts Grenoble in shell	....	0 33
Walnuts, Marbot	0 26	0 28
Do., new Naples	....	0 26
Bordeau	0 70	0 73
Do., Chilean, bags, per lb.	....	0 40
Do., Bordeaux, shelled	....	0 72

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

LOWER PRICES FOR MOLASSES

Montreal.

MOLASSES.—Lower prices are expected on molasses for the first of May or as soon as the new shipments can come up the St. Lawrence. One wholesale firm is quoting a contract figure of the new season much lower than the present basis which itself runs easy. The reason given is that molasses must of necessity follow to some extent the trend of the sugar market. The price quoted locally on Barbadoes molasses is from 64 to 68 cents in puncheons and 70 cents for the city delivered. There are a number of different grades offered which to some extent accounts for the variety of prices quoted. There is no change in molasses or corn syrups.

MOLASSES—

Puncheons, Island of Montreal	0 70
Barrels	0 72
Half barrels	0 75
Puncheons, outside of Montreal	0 68
Fancy molasses in tins (ginger bread)	
No. 2, 2 doz. per case	4 20
No. 3, 2 doz.	4 50
5-lb. tins	3 25
10-lb. tins, per case	3 60

CORN SYRUPS—

Barrels, about 700 lbs.	0 05½
Half barrels, about 350 lbs.	0 05¾
Quarter barrels, about 175 lbs.	0 06¼
2 gals., 25-lb. pails, each	2 00
3 gals., 38½-lb. jails, each	2 85
5-lb. tins, per case	4 20
10-lb. tins, per case	4 00
24 2-lb. tins	3 75

WHITE CORN SYRUP—

24 2-lb. tins	4 25
12 5-lb. tins	4 70
6 10-lb. tins	4 50

PACKAGE GOODS UNCHANGED

Montreal

PACKAGE GOODS.—There are no changes this week in package goods lines. Prices are maintained with a fair demand throughout.

PACKAGE GOODS—

Breakfast fod, case 18		3 50
Cocoanut, pound packages, per lb.		0 34
Do., ¼ lb. packages,		0 37
Corn Flakes, 3 doz. case	3 40	3 75
Cornmeal, yellow, 24s.		2 85
Rolled oats, 20's		5 00
Rolled oats, 18's		2 00
Aluminum package, 20s		6 25
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s.		2 55
Hominy, pearl or gran., 2 doz.		3 00
Scotch Health Bran (20 pkgs.), case		3 50
Pancake Flour, case		7 15
Pancake flour, self-raising, doz.		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat 36s, case		6 40
Do., 20s case		6 50
Self-raising flour (3-lb. pkg.) doz.		2 25
Do., (6-lb. pkg.) doz.		4 40
Do., buckwheat flour, per doz.		1 50
Corn starch (prepared)		0 09
Corn starch, 1 lb. pkgs.		0 07½
Potato flour		0 14½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 35
Shredded wheat		4 45
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		0 09¼
Celluloid starch, 45 pkgs., case		3 80
Malt Breakfast Food (36 pkgs.)		9 60
Macaroni		3 75
Spagheti		3 75
Egg noodles, Quaker		2 25
Canadian cheese loaf, lb.		0 30
Swiss cheese loaf		0 42

NEW RICE WILL COST MORE

Montreal.

RICE.—One or two changes in local wholesale prices on rice are noticed which come as a result of recent advances made by millers. The advance amounts to ¼ to ½ cent per pound. But the change is not general. Primary markets maintain their strength and it looks as though higher prices locally may be expected on rice. One local wholesaler states that to replace local stocks would cost 75 cents a bag more.

RICE—

Carolina, extra fancy	0 07½	0 08
Do., fancy)	....	0 06
Honduras, fancy	....	0 06
Rangoon CC, per cwt.	....	5 75
Rangoon, B, per cwt.	....	5 75
Texas rice	....	0 05½
Tapioca, per lb. (seed)	0 07½	0 08½
Do., (pearl)	0 07½	0 08½
Do., (flake)	0 07½	0 08½
Honduras		0 07
Siam		0 14½

REFINED SUGAR REDUCED AGAIN

Montreal

SUGAR.—On Friday last the local refined sugar market dropped to a basis of $6.30 per hundred wholesale which has brought the wholesale trade in line again with the refiners and list prices are maintained. On the other hand the raw market is stronger with the price standing at 2¼ to 2⅜ cents c.i.f., New York. The market has gained a point in the last day or so. The demand for sugar locally is only fair as retailers are only buying for immediate requirements.

SUGAR—	
Granulated sugar, per cwt.	6 90
Do, barrels	6 95
Granulated, gunnies, 6/20	7 10
Do., cases, 20 5-lb. cartons	7 80
Do., gunnies, 10-10	7 20
Do., cases, 50 2-lb. cartons	7 40

SPICES.—The primary markets for spices are more active with rather brisk trade. The feature to be noticed in the market is that peppers, cassia and ginger show an undoubted upward trend. Buying locally is more active and the market as a whole shows more strength than it has for the past six months.

SPICES—		
Allspice	0 18	0 20
Cassia, pure	0 25	0 26
Cassia compound	....	0 18
Cocoanut, 20 lb. pails, per lb.	....	0 22½
Do., sweetened, lb. ,packages	....	0 34
Chickory, (Canadian), lb.	....	0 14
Cinnamon—		
Rolls		0 32
Pure, ground	....	0 25
Cream of Tartar (French pure)	0 44	0 60
Do., American high test	0 65	0 80
Whole cloves	....	0 55
Ginger (Jamaica	....	0 30
Ginger (Cochin)	....	0 27
Mace, Japan	....	0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs whole—		
Do., 64, lb.	....	0 30
Do., 80, lb.	....	0 28
Do., 100, lb.	....	0 25
Do., ground, 1-lb tins	....	0 30
Pepper, black	....	0 24
Do., white	....	0 32
Do., white, compound	....	0 18
Do., cayenne	0 32	0 34
Do., tins, 2's	..	0 36
Do., black, compound	....	0 15
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 50
Turmeric	0 28	0 30

TEA ON EVE OF ADVANCE

Montreal.

TEA.—The markets in tea continue to maintain their strength and gather more. Recent cables from London emphasize this strength. There has been no change in local markets during the last week, but some wholesalers and tea dealers who have been slow to follow up advances have adjusted their prices to cover present replacement costs. Package teas have not yet changed, but may come at a short notice. Local wholesalers are expecting an advance in their prices almost any day. From the condition of the tea market and the light available supplies it is evident that the present strength will be maintained.

TEAS—		
Pekoes	0 38	0 45
Broken Pekoes	0 45	0 60
Broken orange Pekoes	0 50	0 70
Broken orange Pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
Above retail prices range of quotations to the		
Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

STRAWBERRIES EASIER

Montreal.

FRUITS.—There are few changes in the fruit market. Lemons are a little easier but oranges are firm. Bananas are down 25 cents. Strawberries packed in pint boxes are now coming from Louisiana and are quoted at 25 and 28 cents a box, which is a little easier than previous prices. There is a good demand for this out-of-season fruit. Florida grapefruit, locally, is easy, temporarily.

FRUIT—		
Apples, Greenings	10 00	10 50
Spys	12 00	14 00
Baldwins	9 50	10 00
Boxes, 175s, 210s	3 75	4 50
Bananas (as to grade) bunch	6 00	7 00
Lemons, California	6 50	7 00
Lemons, 300s-360s, Messina	4 00	....
Grape Fruit, Porto Rico	....	4 25
Florida, grape fruit	5 75	6 50
Spys	10 00	12 00
Domestic	....	6 00
Russetts	8 00	9 00
California navels	8 00	9 00
Porto Rico Oranges	....	5 00
Seville bitter oranges, 200s	....	4 50
Do., Blood Oranges, half boxes	....	3 75
Malaga grapes, kegs	13 00	15 00
Tokay grapes, per crate	....	4 50
Blue and green grapes, per bas.	0 40	0 50
California Pears, per case	....	7 00
Cranberries, per box	....	9 00
Strawberries, per box, Louisiana	0 25	0 28
Pineapples, per crate 24s	9 50	10 00
Do., 36s	8 50	9 50

ACTIVE VEGETABLE MARKET

Montreal.

VEGETABLES.—The vegetable market is easier in general with still lower prices on Montreal potatoes and a reduction on the new imported potatoes. Lettuce is in better supply with easier prices and radishes are down. Spanish onions have taken another jump upwards with only small available supplies. Cabbages are plentiful and spinach is quoted at $4.50 a barrel. Tomatoes are in big supply with a good demand and prices easy.

VEGETABLES—		
Asparagus, bunch doz.	14 00	15 00
Beets, new doz. doz.	1 50	1 75
Green beans	7 00	7 50
Wax beans	7 00	7 50
Cauliflower, per crate	4 00	4 50
Cabbage, local, per bbl.	2 50	3 00
Cabbage, new, crate	4 00	4 50
Carrots, new per doz.	1 25	1 50
Celery, imported, crate	6 50	7 00
Mushrooms, 3 lb. basket	2 75	3 00
Lettuce, Boston, hamper	7 00	8 00
Parsnips, bag	....	1 50
Peppers, green, per crate	7 00	8 00
Montreal Potatoes	1 15	1 25
New Potatoes (Bermudas) per barrel	18 00	20 00
Do., per lb.	....	0 15
Spanish onions, per crate	13 00	15 00
Egyptian Onions, per 100 lbs.	....	9 50
Australian Onions,	9 50	10 00
Tomatoes, fancy crate.	5 00	5 50
Do., choice.	4 00	4 50
Radishes, per doz. bunches	....	1 00
Spinach, barrel,	4 50	5 50

ONTARIO MARKETS

TORONTO, April 12.—Refiners announce a reduction in the list price of sugar, bringing the price to practically the same basis as wholesalers have been quoting for the past couple of weeks. Stocks of evaporated apples are becoming exhausted with the result that the market is in a strong position with a likelihood for some further advances. Raisins are showing signs for weakness while currants continue firm with prices advanced a shade in some quarters. Importers and wholesalers are again talking of advancing prices on teas claiming that spot prices are still lower than replacement costs. In the primary tea markets there is little change other than a continuation of the strength which has been prevailing for some time. Rolled oats are lower. New pack canned lobster will likely be high. Canned vegetables are maintaining a strong tone while fruits have a firmer undertone with stocks likely to be fairly well cleaned up by the time new packs are available. The bean market looks easier under offerings at a lower price of foreign beans. Fresh fruits and vegetables show few changes.

BEANS LOOK EASIER

Toronto.

BEANS—The bean market appears to have taken an easier turn. At the moment Ontario stock is strongly held as supplies are fairly well cleaned up but owing to foreign beans offered on this market at a lower price than Ontario stock, the market can be considered as having a shade easier tone. Belgium and Roumanian beans are expected on this market in the course of two or three weeks at prices at least 50c per bushel less than present prices on Ontario.

BEANS—		
Ontario hand picked, per bushel	....	....
Do No. 1 lb. pickers, per bushel	4 25	4 40
Cal. Limas, per lb.	0 10½	0 11

NEW PACK LOBSTER HIGH

Toronto

CANNED GOODS—New pack lobster are offered on the market at comparatively high prices. The f. o. b. price on one brand to the wholesale trade is $4.25 for halves which will mean practically $5 to the retail trade. Vegetables show no change but continue with strong tendencies. Fruits are also becoming firmer and it is the general opinion that most stocks will be fairly well cleaned up by the time new packs are available. Silver Stand, Singapore sliced pineapple, No. 1½ tins are offered at $2.75 per doz. Delmonte sliced pineapple, No. 2s, is quoted at $3.60 per doz. Lynn Valley pitted and peeled pie peaches No. 10 tins are quoted at 7.40 per doz. Pump-

kin is higher, Riverside brand being offered at $1.80 per doz. for No. 2½ tins. Clark's beans in Chili sauce are quoted higher at $1.65 for 1½s, and $1.75 for 2s. Clark's corn beef, No. 1s, is offered at a lower price of $2.95 per doz.

CANNED GOODS—

Shrimps	2 90	
Sockeye 1s, doz.	5 60	
Do., ½s, doz.	3 25	
Alaska red, 1s	4 25	
Cohoe 1s, doz.	2 90	
Do., ½s, doz.	1 90	
Pinks, 1s doz.	1 45	
Lobster ½-lb. doz.	4 15	4 25
Do., ¼-lb. tins	2 75	3 00
Whale steak, 1s, flat, doz.	1 75	1 80
Pilchards, 1-lb. talls, doz.	1 75	1 80
Tomatoes, 2½s, doz.	1 70	1 80
Do., Gal. No. 10 tins, doz.	5 95	6 25
Canned Vegetables—		
Peas, standard, doz.	1 75	1 85
Do., Early June	2 15	2 25
Do., Sweet Wrinkle		2 40
Do., Extra Sifted		3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 15
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.		6 60
Canadian corn	1 20	1 50
Pumpkins, 2½s		1 80
Do ,gal., No. 10 tins, doz.	1 50	1 60
Spinach, 2½s doz.		2 95
Pineapples, sliced, 2s doz.	3 40	4 25
Do., shredded, 2s, doz.	4 75	5 25
Do., sliced, 2½s, doz.		4 25
Apples, gal. water pack. dz.		5 50
Do., gal. steam pack. doz.		6 80
Apples, gal., doz.		5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.		3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Blueberries 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00

JAMS—

Black currants, 12 oz. doz.	3 00	3 25
Do., 16 oz. doz.	3 50	3 90
Do., 4s, each	0 85	1 07
Strawberry, 12 oz., doz.		3 05
Do., 16 oz. doz.	3 25	3 60
Do. 4s, tins	0 95	0 98
Raspberry, 12 oz., doz.	2 40	3 05
Do., 16 oz., doz.	3 25	3 60
Do., 4s tins	0 85	0 90
Marmalade—		
12 oz. glas, doz.	2 25	2 45
16 oz., glass, doz.	2 75	2 90
No 4 tins, each	0 58	0 65

ROLLED OATS LOWER

Toronto.

CEREALS—As intimated under this heading in last week's issue, rolled oats are quoted lower. Manufacturers still maintain that rolled oats cannot be milled at the present prices, but notwithstanding this, prices are reduced about 20c per 98 lb. bag. Wholesalers quotations now range from $2.95 to $3.10 per bag. Other cereals are fairly steady at unchanged quotations.

CEREALS—

Barley, pearl, 98s		5 00
Buckwheat flour, 98s		5 50
Barley, pot, 98s		3 75
Barley Flour 98s		6 25
Cornmeal, golden, 98s		2 80
Oatmeal, 98s		4 75
Corn flour, 98s		3 15
Rye flour		3 75
Rolled oats, 90s	2 95	3 10
Rolled wheat, barrel		6 25
Cracked wheat, bag		5 00
Breakfast food, 98s		4 75
Rice flour 100 lbs.		10 00
Flaxseed 98s		7 00
Peas, split, per bag		7 40
Marrowfat Green peas, Ont.	7 75	8 50
Graham flour, 98s		3 75
		3 85
Wheat Kernels		5 25

PACKAGE CEREALS UNCHANGED

Toronto

PACKAGE GOODS—There are no changes in package cereals and starches. The market for these lines continue fairly steady under a consuming demand.

PACKAGE GOODS—

Rolled Oats, 20s, round, case		5 00
Do., 18s, case		2 00
Do., 20s, square case		5 00
Do., Aluminum Prem., 20s		6 15
Corn Flakes 36s, case	3 10	3 75
Porridge Wheat, 36s, reg., case.		6 00
Do., 20s, family, case		6 80
Package peas, per doz.		0 90
Cornstarch, No. 1, lb. carton		0 09
Do., No. 2, lb. cartons		0 07½
Laundry starch		0 07
Do., in 1-lb. cartons		0 07¾
Do., in 6-lb. wood boxes		0 11¼
Do., in 6-lb. tin canisters		0 14½
Celluloid starch, case		4 00
Potato flour, 1-lb.		0 14½
Fine oatmeal, 20s		5 75
Cornmeal, 24s		2 30
Farina, 24s		3 25
Barley, 24s.		2 75
Self-rising Pancake Flour, 24s.		2 70
Buckwheat flour, 24s		2 70
Self-rising pancake flour, 18s		3 85
F. S. Hominy, gran. case		3 00
Do., pearl, case		3 00
Scotch pearl barley case		2 70
Puffed rice pancake flour, 24s.		2 90
Macaroni 30-16 oz. per case	3 40	3 75
Do., 30-8 oz. per case	2 00	2 20

RAISINS SHOW WEAKNESS

Toronto.

DRIED FRUITS—The raisin situation has developed a weakness and for sometime past primary markets have been quiet with prices showing much irregularity. It is now considered that stocks at the Coast are larger than they should be and with production in California this coming season likely to be large, there are indications that prices will need to be lower if the stock is to be moved off. Then again consumption has not been large this season, and it is claimed the reason for this is that prices are higher than the public are willing to pay. Evaporated apples have advanced sharply during the past couple of weeks and stocks are now considered almost exhausted. Another strengthening factor in evaporated apples, is that there has been and is still considerable foreign inquiry. Currants are firm with quotations in some quarters advanced ½c per lb. Prunes continue strong under an active demand.

DRIED FRUITS:

Citron caps, 12-lb. boxes, lb.		0 06
Lemon caps, 12 lb. boxes, lb.		0 29
Orange caps, 12 lb. boxes, lb.		0 31
Mixed containing 4½ lb. lemon per lb.		0 35
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½ lb. orange 3 lb. citron caps, 3 dozen per case, per dozen		4 50
Currants—		
Greek Filliaeras, cases	0 14½	0 15
Do., Patras	0 15	0 15½
Dates—		
Excelsior, pkgs., 3 doz., in case	2 65	2 85
Dromedary, 3 doz. to case		2 50
Fard, per lb.		0 26
Hallowee dates, per lb.		0 12½
Do., Sair		0 07¾
Prunes—		
30-40s, 25s		0 22
40-50s, 25s		0 18
50-60s, 25s	0 15½	0 16½
60-70s, 25s		0 14½
70-80s, 25s		0 13½
80-90s		0 12½
Raisins—		
California, Sultanas, lb.		0 21
Do., 15 oz. pkts.		0 22½
Seeded, 15-oz. packets		0 26
Do., 11-oz. packets		0 21
Seeded, 15-oz. packets	0 20½	
Thompsons, seedless	0 21	0 22
Valencia, Spanish	0 19½	0 20½
Clusters boxes, 20 1-lb		
Smyrna Sultanas		
Muscat 25 lb box		
Evaporated apples	0 19	0 19½
Figs		
Natural bags, 60 lb		0 11¼
Do., bags, 30 lb.		0 11¾
Layer, 4 Crown		0 30
Layer, 7 Crown	0 28	0 36
Pulled, 10 lb. box, per lb.		0 34
Pulled, 1-lb. box, each		0 20
Do., 2-lb. box, each		0 36
Mats	0 09	0 09½
Peaches—		
Choice		0 20
Choice, extra		0 22½
Standard		0 18½
Apricots—		
Choice		0 32
Standard		0 28

HONEY PRICES STEADY

Toronto.

HONEY—This market continues with a fairly steady demand and supplies are gradually cleaning up. There are no changes in quotations.

HONEY—

5-pound tins, per lb.		0 17½
10-lb. tins, per lb.		0 16½
60-lb. tins, per lb.		0 15
Comb, per doz.	5 75	4 50

QUIET NUT MARKET

Toronto

NUTS—The nut market is quiet at the moment but nevertheless primary markets are in a strong position with a possibility for advances later in the season. There are no changes in spot quotations.

NUTS—

Almonds, Tarragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian		0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, strip, lb.		0 22
Do., sweetened, lb.		0 22
Do., shred		20
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 18	0 20
Do., medium		0 12½
Mixed nuts, bags 50 lbs.	0 20	0 25
Pecans		0 27
Shelled —		
Almonds, lb	0 47	0 50
Filberts, lb.	0 28	0 37
Walnuts, Bordeaux, lb.	0 78	0 80
Do., Manchurian, lb.	0 55	0 70
Do., Broken	0 48	0 59
Jordan almonds	0 70	0 75
Peanuts, Spanish, lb.	0 10½	0 11
Pecans, lb.	0 85	0 90
Brazils, lb.		0 60

STRONG TEA MARKETS

Toronto.

TEAS—There are practically no new developments in the tea market other than a continuation of the strength that has prevailed for sometime past. Importers are talking of some further advances and claim there is less tea now being offered. Spot prices are still out of line with replacement costs and the trade can naturally look for prices to reach higher levels.

TEAS—

Pekoe Souchongs	0 38	0 45
Pekoes	0 40	0 58
Broken Pekoes	0 45	0 68
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans		0 67
Do., seconds	0 50	0 55
Hyson thirds	0 32	0 40
Do., points	0 45	0 55
Do., sifted	0 55	0 65

Above prices give range of quotations to the retail trade.

SUGAR PRICES LOWER

Toronto.

SUGAR—In the refined sugar market, great irregularity has been prevailing for several weeks past, but we are now in a position to announce that refiners have issued a new list on the basis of $6.30 Montreal or $6.64 Toronto. This is about the level that wholesalers have been selling sugar although some houses

are offering at even a lower price, around $6.45.

SUGAR—

St. Lawrence, extra gran., cwt.	6 64
Atlantic, extra gran.	6 64
Acadia Sugar Refinery, ex. gran.	6 64
Dom. Sugar Refinery, ex. gran.	6 64
Canada Refinery, gran.	6 64

Differentials: Granulated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20., 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.

NO CHANGE IN SYRUPS

Toronto.

SYRUPS—Quotations are unchanged. The market for syrups and molasses holding steady.

SYRUPS—

Corn Syrup—	
Barrels, about 700 lbs., yellow	0 06½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 50
Cases, 2-lb. tins, yellow 2 doz. in case	3 75
Cases, 5-lb. tins, yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz.	
Sugar Syrup—	
Cases, No. 2 tins 24 to case	4 50
Maple Syrup—	
8 lb. tins, 10 to case, per case	14 50
2½ lb. tins 24 to case, per case	13 25
10 lb. tins, 6 to case, per case	11 50
5 gal. cans	11 00
1½ lb. tins, 24 to case, per case	7 50
5 lb. tins, 12 to case, per case	12 25
1 gal. tins, 6 to case, per case	13 20
Maple sugar, 1 lb. blocks, per lb.	0 18
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 00
No. 3 tins, 2-doz. case	5 20
No. 5 tins, 1-doz. case	4 40
No. 10 tins, ½-doz. case	4 05
Pails—No. 1	1 15
Pails, No. 2	1 70
Molasses, table grade—	
No. 2 tins, 2-doz. case	6 25
No. 3 tins, 2 doz. to case	8 70
No. 5 tins, 1-doz. case	7 20
No. 10 tins, 1-doz. case	6 85
Pails—No. 1	1 60
Pails—No. 2	2 65
Pails—No. 3	6 70
Pails No. 5	3 35

FIRM SPICE MARKET

Toronto.

SPICES—There are no changes in prices but a steady to firm tone prevails. The demand is good but mostly in small lots.

SPICES—

Allspice	0 18	0 21
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 60	0 60
Cayenne	0 35	0 35
Ginger, Cochin		0 30
Do., Jamaica		0 55
Mustard, pure	0 35	0 40
Pastry		0 25
Pickling spices		0 18
Mace		0 65
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.	0 60	0 70
Do., 80s		0 35
Chillies, lb.		0 50
Nutmegs, selects, whole	0 28	0 40
Do., ground		0 35
Mustard seed, whole		0 20
Celery seed, whole		0 40
Coriander seed		0 18
Caraway seed, whole		0 30
Curry Powder		0 35
Cream of Tartar—		
French, pure	0 35	0 40
4-oz. packages, doz.		1 75
2 oz. pkgs., doz.		0 90

The above quotations are for the best quality retail trade.

FANCY TAPIOCA HIGHER

Toronto.

RICES—The rice markets continue in a strong position but there are no changes in quotations to report this week. Tapioca has a firmer tone with quotations on fancy grades advanced ½c per lb., making the price in bag lots 9½c and smaller quantities 10c per lb.

RICE—

Honduras, broken, p lb.	0 05	0 08
Do., fancy	0 09¾	0 10½
Blue Rose, fancy	0 07¼	0 08
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 05
Chinese, XX		
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07
White Sago	0 08	0 08½
Tapioca, per lb.	0 06½	0 07½
Do., fancy	0 09½	0 10

STRAWBERRIES LOWER

Toronto.

FRUITS—Strawberries are now arriving in car lots. Prices are somewhat lower at 23c to 24c for pints. Grapefruit is 50c per case higher bringing the range from $6 to $7 according to size. Navel oranges are steady. The first shipment of Valencia oranges has arrived and quoted at $7 to $8 according to size.

FRUITS—

Oranges, Navels, 100s	6 25	7 50
Do., 126s	6 50	
Do., 150s, 176s 200s	6 75	8 00
Lemons, Messina		4 00
Bananas, per lb.		0 07½
Apples—Barrel.		
Baldwins, No. 1		10 00
Baldwins, No. 2		9 00
Grapes, Malaga, bbls.	15 00	16 00
Apples, B.C., boxed	4 25	4 50
Grapefruit	6 00	7 00
Rhubarb, per doz.	1 00	1 25
Strawberries, per box, pints	0 23	0 24
Pineapple, Porto Ricos, 18s		7 75
Do., 24s, 30s		9 50
Do., 36s		8 50

VEGETABLE PRICES STEADY

Toronto.

VEGETABLES—The potato market shows practically no change with the situation considered easy. Supplies have been arriving a little heavier during the week with quotations on track at $1 to $1.10 per bag, car lots. Dealers quotations to the retail trade remain at around $1.30. New Southern vegetables are now arriving in car lots but prices show little change. New Florida potatoes are quoted at $6.50 per ½ barrel box. California cauliflowers packed 24 to 26 to the crate are quoted at $5 per crate. Iceberg head lettuce is lower at $7 per case. Florida cucumbers in hampers, are quoted at $8.50 per hamper.

VEGETABLES—

Potatoes, Ontario		1 30
Do., Cobblers, seed		1 75
Do., New Florida, ½ bbl. box		6 50
Beets, per bag		1 50
Carrots, per bag	1 25	1 50
Turnips, per bag	0 85	1 00
Parsnips, per bag	1 40	1 75
Onions, Spanish, crate		12 00
Do., sack, 100 lbs.		12 00
Celery, Florida	4 50	5 50
Cauliflower, Cal., Case 24 to 26		5 00
Head lettuce, iceberg case		7 00
Sweet potatoes, per hamper		2 75
Mushrooms, per bkt.		2 50
Shallots, per doz.		1 00
New Carrots, hamper		2 25
New beets, hamper		2 25
New parsley, hamper		2 00
New cabbage, large crate		4 25
White Turnips, hamper		2 25
Radish, per doz.		1 00
Green peppers, per doz.		1 00
Tomatoes, Florida, 6 bkt. crates	4 25	5 00

MANITOBA MARKETS

WINNIPEG, April 12.—Wholesalers and retailers report business having a brighter feeling. Coffee on the primary markets has shown slight advances. Prices on salmon will be higher this year than last year. The dried fruit market, although quiet, is maintaining a firm tone. Light breakfast cereals are showing an improvement in the demand with the approach of warmer weather. There is a good sale of medium priced jams. Sugar continues to be sold at less than refiners' list price. Teas are showing a firmer tone and indications point to higher prices on bulk teas locally. There is a better demand for all lines of fruit and some lines have shown advances. Green vegetables are arriving freely.

COFFEE ADVANCING

Winnipeg.

COFFEE.—Although the coffee market is quiet the tone is firm and prices advanced an eighth to a quarter of a cent. It is estimated that the Santos crop for the coming year will be about seven million bags. On the local market the demand is fairly active but quotations show no change.

COFFEE—

Rio, roasted, best grade, per lb.	0 19½	0 20½
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica, roasted, best grade, lb.	0 28	0 30
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

CANNED SALMON HIGHER

Winnipeg.

CANNED GOODS.—Some packers are offering new packed salmon at a fixed price guaranteed against decline. Prices on new packed sockeye are based on what European buyers are paying for same and are quoted at prices above last year's. Pink salmon will be from 50c. to $1 per case higher than the trade paid for same last year. Opening prices on the new packed lobsters are expected shortly and will be higher. Steadily growing strength prevails in the market for canned tomatoes and further advances have been made. Stocks show evidence of being well cleaned up. There is no change in the canned fruit situation and the demand continues light.

CANNED FISH—

Shrimps, 1s, 4 doz. case, doz.		2 75
Finnan Haddie, 1s, 4 doz. case	8 00	11 00
Do., ½s, 8 doz. case, case		7 25
Herring (Can.) 1s, 4 doz. case, per case	6 50	8 00
Do., imported, ½s, 100 doz. cs.		21 50
Lobsters, ¼s, 8 doz. case, doz.		2 35
Do., ½s, 4 doz. case, doz.		4 00
Oysters, 1s, 4 doz. case, case		8 00
Do., 2s, 8 oz. 2 doz. case, case		7 90
Pilchards, 1s, tall, 4 doz. case, per case		6 90
Do., ½s, flat, 8 doz. case, case		9 00

Salmons—	Per case
Sockeye, 1s, tall, 4 doz. case	20 00
Do., ½s, flt, 8 doz. case	21 00
Red Spring, 1s, tall, 4 doz. case	15 00
Do., ½s, flat, 8 doz. case	16 00
Cohoe, 1s, tall, 4 doz. case	12 00 13 00
Do., ½s, flat, 8 doz. case	13 00 14 00
Pink, 1s, tall, 4 doz. case	6 25
Do., ½s, flat, 8 doz. case	8 00
CANNED FRUITS (Canadian)—	**Per case**
Apples, 6 tins in case	3 20
Blueberries, 2s, 2 doz. case	5 00
Cherries, 2s, 2 doz. case	6 75
Gooseberries, 2s, 2 doz. case	7 50
Lawtonberries, 2s, 2 doz. case	7 00
Peaches, 2s, 2 doz. case	6 60 7 10
Pears, 1s, 4 doz. case	11 50
Plums, Green Gage, H. S. 2s, 2 doz. case	6 00
Plums, Lombard, H. S., 2 doz. case	5 95
Plums, Lombard, L. S., 2s, 2 doz. case	4 65
Raspberries, 2s, 2 doz. case	8 00 8 60
Strawberries, 2s, 2 doz. case	8 00 8 60
CANNED FRUIT (American)—	**Per case**
Apricots, 1s, 4 doz. case	10 60
Peaches, 2½s, 2 doz. case	9 15
Peaches, sliced 1s, 4 doz. case	10 85
Do., Halves, 1s, 4 doz. case	10 75
Do., 2s, 2 doz. case	6 90
Pears, 1s, 4 doz. case	12 75
Pineapple, sliced, 2s, 2 doz. case	7 25
CANNED VEGETABLES—	
Asparagus tips, 1s, tins, 4 doz. case, per doz.	4 40
Beans, Golden Wax, 2s, 2 doz. case, per case	4 75
Beans, Refugee, 2s, 2 doz. case	4 60
Corns, 2s, 2 doz. case	2 95 3 50
Peas, standard, 2s, 2 doz. case	3 75 to 4 00
Peas, Early June, 2s, 2 doz. case	4 50 to 4 65
Sweet Potatoes, 2½s, 2 doz. case	6 50
Pumpkin, 2½s, 2 doz. case	3 90 4 00
Sauer Kraut, 2½s, 2 doz. case	3 90 to 4 00
Spaghetti, 2s, 2 doz. case	4 40
Tomatoes, 2½s, 2 doz. case	4 05 4 35
Spinach, 2½s, 2 doz. case	6 75

DRIED FRUIT STEADY

Winnipeg.

DRIED FRUIT.—Prunes are held firm while apricots are reported scarce wtih very few fancy or choice being obtainable on the local market. Raisins are more plentiful than other dried fruit and there is a good demand for seedless in 5 lb. cartons. Currants are also reported steadily improving.

DRIED FRUITS

Evaporated apples, per lb.	**0 18¾**
Currants, 90-lb., per lb.	0 16
Do., 8 oz. pkgs., 6 doz. case, lb	0 12
Dates, Hallowee, bulk, lb.	0 13
Do., pkgs., 3 doz. case, lb.	0 08¾
Figs, Spanish, per lb.	0 14½
Loganberries, 4 doz. case, pkt.	0 28
Peaches, standard, per lb.	0 17
Do., choice, per lb.	0 18
Do., fancy, per lb.	0 20
Peaches, unpitted, per lb.	0 10
Pears, extra choice, per lb.	0 30
Do., Cal., cartons, per carton	1 30
Prunes—	
30-40s, 25s, per lb.	0 22
40-50s, 25s, per lb.	0 18¾
50-60s, 25s, per lb.	0 18
60-70s, 25s, per lb.	0 15
70-80s, 25s, lb.	0 15
90-100s, 25s, lb.	0 14
In 5-lb. cartons, carton	0 68 0 75
Raisins—Seeded—	
Cal., pkg., 11 oz. per pkg.	0 19½
Do., pkg., 12 oz., fancy, per pkg.	0 16¾
Do., 16 oz., choice, per pkg.	0 19
Do., 12 oz. choice, per pkg.	0 16
Cal. 5-lb. cartons, per carton	1 20
Do., bulk., 25-lb. boxes, per lb.	0 19
Raisins—Seedless—	
Cal., pkg., 11 oz., per lb.	0 19½
Do., bulk, 25-lb. boxes, per lb.	0 22
Do., bulk, 5-lb. cartons, per carton	1 80
Do., Cal. Muscatels, 5 lb. carton, per carton	1 35
Apricots—	
Do. ,Standard, 10s, per lb.	0 28¼
Do., 25s, per lb.	0 25½
Do., choice, 10s, per lb.	0 34
Do., 25s, per lb.	0 32
Do., Fancy, 10s, per lb.	0 36
Do., 25s, per lb.	0 35
Apricots, 5 lb. crts, per crt.	1 65

NO CHANGE IN CER[illegible]

Winnipeg.

CEREALS.—The cereal market is ruling steady. With the approach of warmer weather light breakfast cereals are selling freely at unchanged quotations. Some foreign beans have arrived and are quoted at the same level as Ontario.

PACKAGE CEREALS—	
Rolled Oats, 20s, round cartons	3 75 4 65
Do., 36s, case square pkts.	3 75
Do., 18s, case	2 10
Corn Flakes, 36s, case	3 50 3 80
Cornmeal, 2 doz. case, per case	3 40
Puffed wheat, 4 doz. case, per case	4 40
Puffed Rice, 3 doz. case per case	5 70
Cream of Wheat, 3 doz. case per case	7 50
Grape Nuts, 2 doz. case, per case	3 80
Package Peas, 3 doz. case	3 00
BULK CEREALS—	
Rolled Oats, 80s, per bag	2 50
Do., 40s, per bag	1 32
Do., $2.05 per bag	0 69
Do., 10-18s, per bale	3 35
Do., 16-16s, per bale	3 75
Oatmeal, 98s gran. of stand bag	3 30
Wheat granules, 98s, per bag	4 70
Do., 16-6s, per bale	5 90
Peas, whole green, 100 lb. bag, per bushel	3 85
Peas, split, yellow, 98s, per bag	7 50
Do., split, yellow, 49s, per bag	3 80
Beans, fancy, hand picked, 100 lb. bag per bushel	3 80 4 35
Beans, Lima, 100 lb. bag, per lb.	0 13½ 0 14½
Barley, pot, 98s, per bag	3 10
Do., pot 49s, per bag	1 61
Do., pot 24s, per bag	0 84
Barley, pearl, 98s, per bag	4 20
Do., barley, 49s, per bag	2 15
Do., pearl 24s, per bag	1 10
Cornmeal, 98s, per bag	2 50
Do., 49s, per bag	1 30
Do., 24s, per bag	0 67
Do., 10-lbs., per bale	3 30
Buckwheat, Gritz, 98s, whole, per bag	6 25

FLOUR MARKET SEADY

Winnipeg.

FLOUR.—The flour market is of the same character as has been experienced of late, buying being limitetd largely to small lots for prompt shipment to fill urgent needs.

FLOUR—	
98-lb,. sacks	4 25
Two 49-lb. sacks	4 32½
Four 24-lb. sacks	4 42½

GOOD DEMAND FOR JAMS

Winnipeg.

JAMS.—There is a good movement for medium priced jams as some of the varieties of high class jams are completely sold out.

JAMS—	
Black Currant, 4s, per tin	0 89
Strawberry, 4s per tin	0 89
Raspberry, 4s per tin	0 89
Apricots, 4s, per tin	0 83
Cherry, 4s, per tin	0 83
Peach, 4s, per tin	0 83
Compound (all flavors) 4s tin	0 43

WALNUT OUTLOOK FAVORABLE

Winnipeg.

NUTS.—Reports from California state that the 1922 crop of walnuts will be one of the largest as rains have tended to strengthen the trees and the growers are taking particular care in pruning methods this year, in order to insure a large crop.

NUTS, SHELLED—	
Almonds, per lb.	0 55
Spanish Peanuts, No. 1, lb.	0 13
Pecans, per lb.	0 90
Walnuts, per lb.	0 72
Brazils, per lb.	0 62
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 23½
Walnuts, per lb.	0 23
Almonds, per lb.	0 20¼
Brazils, per lb	0 18
Pecans, per lb.	0 20
Filberts, per lb.	0 16

RICE CONTINUES FIRM

Winnipeg.

RICE.—American rice is firm and active while foreign rice has also a firm tone.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08⅛
Do., 50-lb. sacks, lb.	0 08⅝
Siam, 100-lb. bags, lb.	0 05¾
Do., 50-lb. bags, lb.	0 06
Sago, sack lots, 130 to 150 lbs., per lb.	0 07¾
Sago, in less quantities, lb.	0 08¼
Tapioca, Pearl, per lb.	0 07½

SUGAR UNCHANGED

Winnipeg.

SUGAR.—Wholesalers continue to sell refined sugar at $7.35 to $7.45 per cwt. There is a good demand and the trade is buying in larger quantities.

Extra gran. bags, 100 lbs.	7 35 7 45
Do., gunnies, 5-20 lbs.	7 55 7 65
Do., gunnies, 10-10 lbs.	7 65 7 75
Do., cartons, 20-5 lbs.	7 75 7 85
Do., cartons, 50-2 lb.	7 85 7 95
Yellow, No .1 lt., bags, 100 lbs.	7 15
Do., golden, bags, 100 lbs.	7 05
Powdered sugar, bbls.	7 95
Do., boxes, 50 lbs.	8 15
Do., boxes, 25 lbs.	8 35
Icing, barrels	8 05
Do., boxes, 50 lbs.	8 25
Do., boxes, 25 lbs.	8 45
Soft lumps, boxes, 100 lbs.	8 35
Do., boxes, 50 lbs.	8 55
Do., cases, 20 cartons	9 40
Do., cases 40½ lbs.	10 15
Small lump, boxes, 100 lbs.	8 25
Do., boxes, 50 lbs.	8 35
Do., boxes, 25 lbs.	8 55
Do., cartons, 50 2-lbs.	9 65
Hard lump, boxes. 10 lbs.	8 35
Do., boxes, 50 lbs.	8 50
Do., boxes, 25 lbs.	8 55

CORN SYRUPS STRONG

Winnipeg

SYRUPS.—The corn syrup market is ruling strong and tendencies point to higher prices. Locally sales are showing a decided improvement. The molasses market is ruling firm and buvers are purchasing in moderate quantities at prevailing prices.

CANE SYRUP—	
No. 2s	4 95
No. 5s	5 75
No. 10s	5 30
No. 20s	5 15
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 45
Cases, 20-lb. tins, white, ¼ doz. in case	4 45
Cases, 2-lb. tins, yellow, 2 doz. in case	3 75
Cases, 5-lb. tins yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz. in case	3 95
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 95
MAPLE SYRUP—	
Pure, 2½s, tins, case of 2 doz.	20 50
Pure, 5s, per case of 1 doz.	19 00
Pure, 10s, per case of ½ doz.	17 50
TABLE SYRUP—	
Maple flavor, 2½'s, tins, per case of 2 doz.	10 50
Do., 2s, tins, per case of 1 doz.	10 00
Do., 1s, tins, per case of ½ doz.	9 75
MOLASSES BARBADOES—	
2 lb. tins, 2 doz. case	7 00
5 lb. tins, 1 doz. case	8 00
MOLASSES BLACKSTRAP—	
½s, 4 doz. case, per case	4 35
2s, tins, 3 doz. case	4 20
2½s, tins, 2 doz. case	3 55
5s, tins, 1 doz. case	3 40
10s, tins, ½ doz. case	3 00

STARCH UNCHANGED

Winnipeg

Starch.—There are no new features in the starch market. Buyers are showing a fair amount of interest for small lots

Continued on page 35

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta. April 11.—Canned tomatoes, 2⅜s, advanced to $4.40 and $4.50 and all indications point to higher prices before very long. Shelled walnuts are higher in price and scarce. Royal Excelsior dates which are selling at a very low price at present, will be advanced in the very near future. Clark's corned beef declined 10c. per doz. on ones, and 15c. on twos.

Beans, Ketenashi, per cwt.		6 60
Rolled oats, 80s		2 35
Rice, Siam	6 00	6 50
Japan, No. 1	7 65	8 00
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.		8 40
Sugar, pure cane, gran., cwt.		7 84
Cheese, No. 1, Ont., large	0 22½	0 23
Alberta cheese, twins		0 20
Do., large		0 22
Butter, creamery, lb.	0 36	0 40
Do., dairy, lb.	0 20	0 24
Lard, pure, 3s		11 70
Eggs, new laid, local, case		7 00
Tomatoes, 2½s	4 40	4 50
Pumpkin, 2½s, case	4 20	4 50
Lemons, case		7 75
Corn, 2s, standard case	2 80	3 60
Peas, 2s, standard case	3 95	4 20
New early June peas, case		4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye, ½s		21 55
Strawberries, 2s, Ont. ,case	7 95	10 00
Raspberries, 2s, Ont., case	7 60	9 25
Cherries, 2s, red, pitted		8 50
Peaches, 2s, halves		5 85
Do., 2s, sliced		6 25
Apples, evaporated, lb.		0 18
Do., 25s, lb.		0 18½
Pineapples, Hawaiian, sliced 2's	6 30	7 85
Do., canned, 2s	7 45	7 90
Potatoes, local, ton	20 00	30 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., April 11.—Sugar declined during the week: Cut loaf now quoted at $8.10; granulated, $6.50; and No. 1 yellow, $6.30 per cwt. Granulated cornmeal is lower at $2.75. Butter is higher at 44c. for creamery prints and 42c. for solids.

Rolled oats, bag	3 65
Do., bbls.	8 30
Cornmeal, gran., bags	2 75
Rice, Siam, per cwt	6 60
Tapioca, per 100 lbs.	9 50
Molasses, gal.	0 60
Tomatoes, cans	2 00
Do., bags	6 00
Raisins, Valencia layers	0 24 0 30
Currants, cleaned	0 20
Prunes, 90-100, 25-lb. boxes	0 14
Lemon peel	0 34
Orange peel	0 34
Citron peel	0 46
Walnuts	0 28
Almonds	0 22
Brazils	0 20
Peanuts	0 17
Filberts	0 16
Cocoanuts, bag	6 00
Potatoes, per bbl.	2 25
Onions, per lb.	11 00
Do., crate	5 00
Pork, clear, bbls.	35 00
Pigs, feet, per 20-lb. pail	2 25
Hams, shoulder, per lb.	0 22
Bacon, side, per lb.	0 32
Bacon roll, per lb.	0 62
Lard, pure, in pails, lb.	0 18
Lard, pure, in tubs, lb.	0 17½
Shortening in pails, lb.	0 17
Shortening, in tubs, lb.	0 16½
Butter, creamery, prints	0 44
Butter, creamery, solids	0 42
Oleomargarine	0 23
Cheese, whole, lb.	0 19 0 21
Cheese, twins, lb.	0 21
Eggs, doz.	0 30
Sugar, cut loaf ,cwt.	8 10
Sugar, stan., gran., cwt.	6 50
Do., No. 1 yellow	6 30
Sugar, stan., gran., cwt.	7 10
Lemons, Messina	4 50
Grapefruit, Florida, case	6 50 7 00
Bananas, lb.	0 09
Cornmeal, Gran. bags	3 25
Oranges, per case	8 00 9 00

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S., April 11.—Business in general groceries showed a good movement with no important changes in prices. Eggs advanced to 32c. per doz. while butter is unchanged at 45c. for creamery prints and 42c. for solids. Dairy butter is still off the market.

Flour, No. 1 patents, bbl.		11 00
Cornmeal, bags		2 50
Rolled oats, per bag		3 75
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.		7 70
Sugar, standard, gran.		6 70
Do., No. 1 yellow		6 20
Molasses, gal.		0 62
Cheese, Ont., twins		0 20
Eggs, fresh, doz.		0 32
Lard, compound		0 17
Do., pure, lb.		0 20
American clear pork, bbl.		34 00
Tomatoes, 2½s, stan., doz.		2 00
Hams, aver., 25-35 lbs.		0 26
Do., aver., 18-25 lbs.		0 20
Hams, aver., 12-18 lbs.		0 26
Roll bacon		0 22
Buter, creamery, prints, lb.		0 45
Do., creamery, solids		0 42
Raspberries, 2s Ont., doz.		4 00
Peaches, 2s, standard, doz.		3 32½
Corn, 2s, standard, doz.		1 62½
Peas, standard, doz.		1 97½
Strawberries, 2s, Ont., doz.		4 00
Salmon, Red Spring, flats, cases		
Do., pinks		7 00
Do., Cohoes		14 00
Do., Chums		6 00
Evaporated apples, per lb.		0 18
Dried peaches, per lb.		0 22
Potatoes, Nat., 90-lb. bag		1 35
Corned beef	3 00	3 55
Onions, Spanish, lb.		0 12
Do., American, bag 10 lbs.		13 50
Oranges, per case		8 50
APPLES—		
Spys, No. 1 per bbl.		7 50
Spys, No. 2 per bbl.		6 50

WINNIPEG MARKETS

Continued from page 34

and a steady demand prevails. Prices remain unchanged.

SPICE MARKET STEADY

Winnipeg

SPICE.—Cloves remain steady while peppers are in good demand. Prices, generally, show little change with steady distribution for all lines.

TEAS SHOW STRENGTH

Winnipeg.

TEAS.—Reports from India and Ceylon state that the market is ruling firm. Good qualities are bringing higher prices with medium grades in good demand at steady quotations. Indications point to higher prices locally on bulk teas.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 37	0 40
Do., second quality	0 35	0 36
Pekoe, first quality	0 40	0 42
Do., second quality	0 38	0 40
Broken Pekoe, first quality	0 42	0 48
Broken orange Pekoe, 1st qual.	0 50	0 60
Japan, first quality	0 42	0 60
JAVAS—		
Pekoe Souchongs	0 38	0 40
Pekoe	0 40	0 42
Broken Pekoe	0 42	0 48
Broken Orange Pekoe	0 50	0 60

GRAPEFRUIT HIGHER

Winnipeg.

FRUITS.—A larger demand for grapefruit with smaller shipments have advanced the prices slightly. Larger sizes of Florida are quoted at $8. Oranges are steady in price and are quoted at $8.50 to $10 per case. Small shipments of strawberries are arriving and are quoted at $9 for 24 pints.

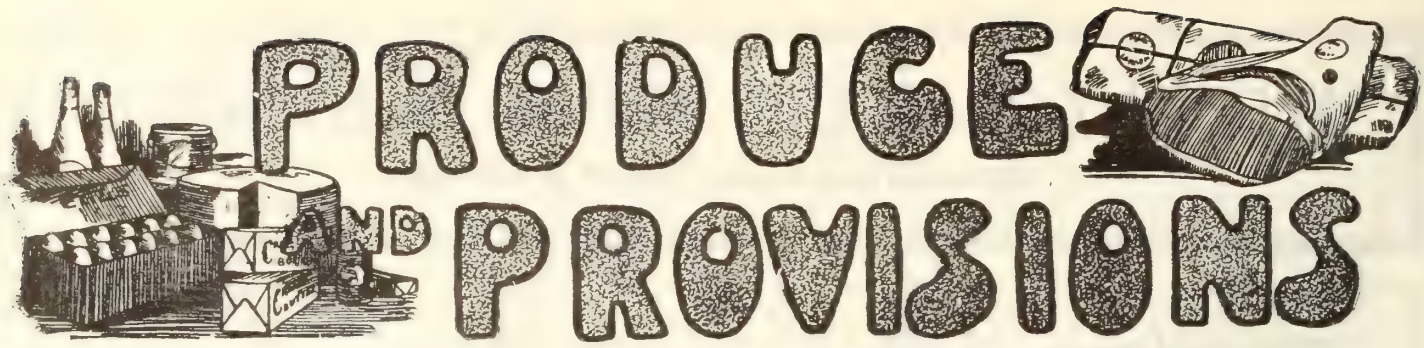
FRUITS—	
Oranges, Fancy, all sizes, per case	10 00
Do., choice, all sizes, per case	8 50
Lemons, Cal., fancy, per case	8 00
Do., Cal., Choice, per case	7 50
Grapefruit, Florida, all sizes, per case	8 00
Bananas, per lb.	0 10
Apples—	
Washington Winesaps, per box	4 00

GREEN VEGETABLES IN DEMAND

Winnipeg

VEGETABLES.—There is a large variety of green vegetables on the market. Radishes are quoted at 65c. per doz. Florida tomatoes are selling freely at $6 per case. Cucumbers are reported scarce and are quoted at $4.50 per doz. New cabbage has declined 1c. and is quoted at 4c. per lb. in case lots.

VEGETABLES	
Cabbage, per lb.	0 02½
Head lettuce, per case	7 50
Head Lettuce, per doz.	2 00
Green Onions, per doz.	0 40
Cucumbers, per doz.	4 50
Tomatoes, per case	6 00
Celery, per case	6 00
Onions, per case Australian	10 00
Do., per case Australian	10 00
Cauliflower, per doz.	3 50



Favored Everywhere But in Canada

Can the Dominion Afford to Allow Oleomargarine to Pass From the Table?—"If it is a Legitimate Article of Commerce, Why Should We Interfere With it at All?" Asks Hon. W. S. Fielding, Minister of Finance

"I AM FOR moderation in everything and prohibition in nothing." The words are ascribed to the Hon. W. Mackenzie King when recently addressing a delegation at Ottawa. They might properly be taken as a statement of the fair claim of those who want oleomargarine and its sale in Canada permitted.

An instructive booklet has been issued by the Canadian Manufacturers and Importers of Oleomargarine entitled, "Why Ban a Good Food." In plain, easily understood language it sets out the food value of the product and the main reasons why it is favored in every country but Canada. In fact it is hard to see why the Dominion stands out in not freely and permanently permitting the sale of oleomargarine against the experience and legislative enactments of Great Britain, United States, France, Italy, Holland, Belgium, Germany, Denmark, Norway, Sweden, Austria, Finland, Czecho Slovakia, Australia, Switzerland. Newfoundland, New Zealand and Poland.

Some Convincing Extracts

Grocers and provision men are a long way past the necessity for themselves being persuaded about the true value of oleomargarine. But they are usually busy men who have little time for detailed study of one aspect of their trade and the expression in words of the faith that is in them is not always a gift of busy men. Therefore it will help to crystallize the argument if a few extracts are made from the booklet. The points that follow are chiefly taken from this source:—

Can the Dominion afford to allow oleomargarine to disappear from the table? The chief argument against it by the dairy interests is in reality the best reason for its continuance. If it has cheapened the cost of living to the vast majority of working families in the cities and towns—and fifty per cent. of the Dominion population to-day is urban—is it not the best possible proof that oleomargarine is a benefit?

As a matter of fact it has not replaced butter. It has supplemented it. What oleomargarine actually has done is to supply the ordinary table and kitchen with a food, highly valuable for its fat content, which for many would have to be obtained in some cruder form if oleomargarine were not obtainable.

Has Performed a Tremendous Service

Oleomargarine came into existence because of a shortage of palatable edible fats and it has thrived because the production of these has never kept pace with the growth of population. Since, because of world scarcity, the supply of palatable fats, is not otherwise sufficient to meet the demand, oleomargarine has performed a service. Over a million pounds per month are now being consumed in Canada.

Sell Under Its Own Name

Every reputable grocer will agree that oleomargarine, (or margarine as it is called in England) should sell under its own name and on its merits. It should not be allowed to trade on the name of any other product. If sold under any other name, the same kind of fraud is committed as if cotton were sold as wool. Frauds of this kind are sometimes perpetrated in connection with tea and other products, yet no one would suggest that the production of cotton be prohibited in order to protect wool.

Some Well Founded Opinions

Dr. Harry E. Barnard, Dairy and Food Commissioner of the State of Indiana, in "Effect of Food Control on the Food Supply," says: "As I look back over nearly 20 years of active control work, I find but few laws that have checked the development of food industries or tended to increase food prices. Among these few, one law in particular stands out as a striking example of vicious legislation, deliberately enacted and enforced against one legitimate industry for the purpose of stimulating another. That law is the oleomargarine law."

Professor W. O. Atwater, Director of the United States Government Agriculture Experiment Station at Washington, says:—"Oleomargarine contains essentially the same ingredients as natural butter from cow's milk. It is perfectly wholesome and healthy and has a high nutritive value."

Dr. H. W. Wiley, the noted pure food authority of the United States Government, in 1900 testified before the Agricultural Committee:—"In all my extensive analysis of butterine or oleomargarine, nothing objectionable or deleterious to health has ever been found, and oleomargarine, as made to-day, is pure, palatable and more nutritious than butter."

What Hon. W. S. Fielding Says

The booklet gives the following extract from a speech in parliament by the Hon. W. S. Fielding, now Minister of Finance in the King Government, when the Oleomargarine Act was under discussion:—

"If it is a legitimate article of commerce, why should we interfere with it at all. The question is: Is this a legitimate article of commerce? The whole world outside of Canada answers that question: Yes, it is a legitimate article of commerce. Every country in the world except Canada recognizes that it is a legitimate article of commerce. One is reminded of the old story of the juryman who complained that he had never seen such stupid men in his life as the other eleven. The opponents of oleomargarine are in just that position. The whole world except Canada says: Oleomargarine is all right, let us buy it, and sell it if we can. But we are going to decide in Canada, against the judgment of the whole world, that it is not a legitimate article of trade, and it seems to me that that is not a position that can be maintained at all. We are

(Continued on page 39)

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, April 12.—The feature of the produce market is the easier market for hogs with lower prices on fresh pork. The demand has been light during Lent and did not show much improvement for Easter. The demand for smoked meats has been good and prices are firm. Cooked meats are unchanged. Butter is lower in price with the first of the new make on the market. The production of eggs shows an increase but the demand is also heavier and dealers are buying for storage purposes. Lard is down half a cent a pound, on account of the easier prices on hogs. Since the ice has broken up in the St. Lawrence and in Lake Champlain, there is a larger offering of fresh lake fish with prices easy. Maple syrup has fallen again in price and a record production for the year is recorded with the close of the run.

BUTTER PRICES LOWER

Montreal.

BUTTER—The butter market weakened during the week after the activity of the previous five or six days. Prices show a decline of 1c and creamery prints are now quoted at 41c. Some of the new make of creamery butter is offered at 42c per lb. but the supply is limited. The prospect of this coming on the market has a weakening tendency, but there may be a reaction early next week. In the meantime there is a fair demand for creamery butter with ample supplies of the old make on hand.

BUTTER—

Solids, creamery, finest		0 40
Prints, creamery		0 41
Newmake		0 42
Second grade creamery	0 32	0 37
Dairy solids	0 27	0 29

CHEESE UNCHANGED

Montreal.

CHEESE—There has been a little more activity in the cheese market during the past week which is attributed to a better demand from English buyers and for export to the U. S. The prospect for this year's make is for an increase over the production of last year. Local wholesale prices are unchanged, but have a firm tone. Mild cheese is quoted at 19c per lb. and old at 24c.

CHEESE—

Old Colored, twins		0 26
Old White		0 25
New Large, per lb.	0 19	0 20
New Twins, per lb.	0 19	0 20
Triplets, per lb.		0 19
Fancy old cheese, per lb.	0 28	0 30
Stilton, per lb.		0 30
Quebec	0 19	0 20

EGG PRICES STEADY

Montreal

EGGS—There is no important change in the condition of the egg market. Supplies have been heavy owing to the steady increase in production and improved conditions on the country roads have brought larger offerings to the market. The consumption continues large and dealers have commenced storage operations which has brought a little stronger tone to the market. Prices rule steady with a shade on imported American eggs. The price now quoted is 32c per doz. for new laid Canadian and 31c for American eggs.

EGGS—

New laid American		0 31
Specials	0 34	0 37

COOKED MEATS UNCHANGED

Montreal.

COOKED MEATS—Price on cooked meat remains unchanged and steady. The demand shows some increase with the warmer weather and the Easter season. No change in price is expected.

COOKED MEATS—

Hams, cooked		0 47
Square pressed		0 52
Smoked shoulders		0 22
Bologna	0 10	0 20
Corned Beef 1's		3 25
Per doz. 2's		5 75
Per doz. 6's		23 50

SMOKED MEATS FIRM

Montreal

SMOKED MEATS—There is no change in prices on smoked meats, but a stronger tone is evidenced in view of the Easter demand. During this week prices have been firming up with a bigger demand from retailers to meet increased requirements. During Lent, stocks have been allowed to run low and buying has received a sudden impetus which has strengthened prices all round. A stronger market with likely an advance may be expected during the early part of next week as a result of the increased demand.

MAPLE SYRUP LOWER

Montreal.

MAPLE SYRUP—The production of maple syrup in Quebec has been unusually large this season. Prices have fallen off and inside of three days last week quotations dropped from $2.00 a gal. to $1.50. Branded and graded lines of maple syrup however, have held firm at the price of $2.00 a gal. The easy market has created a bigger demand however, and producers claim that the whole of the supply will be taken up inside of a few months. One producer reported to Canadian Grocer last week that practically the whole of their available supply is now on order and will be shipped inside of the next few weeks. Maple sugar prices vary from 20c to 30c per lb. according to quality.

DROP IN LARD

Montreal.

LARD—The feature of the lard market has been a decline of ½c during last week. Prices this week have ruled easy with in some cases another decline of ½c The trade for lard has been fair and easier prices have stimulated business to some extent. The present weakness of the hog market indicates an easier future for lard.

LARD—

Tierces, 60 lbs.	0 16½	0 17½
Pails, 20 lbs.	0 17	0 18
Tubs, 20 lbs.	0 17½	0 18½
Bricks	0 19	0 20

LOWER PRICES ON HOGS

Montreal.

FRESH MEATS—Hog prices have dropped during the past week until a basis of $13 for light weights, weighed off cars, and $13.50 for selected bacon hogs. The demand for fresh pork is light and prices run easy. An improved demand for smoked meats is the only firm item in the hog market and prices may be expected to be a little easier next week. rimmed loins of fresh pork are down another cent to 28c and 29c per lb. The beef market shows no change, but holds steady. The demand is only fair despite the Easter season. Offerings are not large, but ample to meet requirements.

Montreal.

FRESH MEATS—

Hogs, live (selected, weighed off cars)	13 00	13 50
Fresh killed	20 00	
Fresh Pork		
Legs of pork (foot on)	0 20	0 21
Loins (trimmed)	0 28	0 29
Trimmed shoulders	0 19	0 21
Untrimmed		0 17
Pork sausage (pure)		0 20

Fresh Beef—

	(Cows)		(Steers)	
Hind quarters	0 15	0 18	0 12	0 16
Front quarters	0 10	0 12	0 05	0 08
Loins	0 23			0 28
Chucks	0 10	0 11	0	0 12

LAKE FISH ARRIVING

Montreal.

FISH—The breaking up of the ice on the St. Lawrence has given fishermen a chance to commence operations in Lake Champlain and at Chateauguay and good supplies of fresh perch and pike are now on the market. Fresh halibut is also in good supply and salmon and sturgeon are expected this week. The oyster season is approaching its end and sales at present are small.

FRESH FISH—

Filets, 20 lb. boxes	0 16
Herring	0 05
Market Cod, fresh	0 06
Steak cod	0 05
Haddock	0 06
Halibut	0 23
Flounders	0 10
Mackerel	0 16

FROZEN FISH—

Haddock	0 06
Halibut	0 18
Chicken halibut	0 16
Market cod	0 06
Steak cod	0 5½ 0 06
Lake Trout	0 14 0 15
Doree	0 06½ 0 07
Qualla Salmon	0 10 0 11
Dressed B. C. Salmon	0 20 0 21
Gaspe Salmon	0 18 0 19
White fish	0 18
Dressed pike	0 07
Mackerel	0 18
Sea Herring, 100 lbs.	0 6½

OYSTERS—

Shell oysters, bbl.	8 00	15 00
Herrings		0 06½
Lake trout		0 14

ONTARIO MARKETS

TORONTO, April 12.—The produce and provision markets during the week show little change and generally are quiet. Butter is firm at the moment but a slightly easier undertone prevails which can also be said in regards to the egg market. Live hog values strengthened under lighter receipts while the cattle market weakened under heavier offerings. Spring lambs are in light supply and generally of a poor character. Smoked meats, lard, shortening and cooked meats are unchanged and little of interest is noted. The fish markets are fairly brisk in anticipation for the Good Friday trade.

BUTTER PRICES FIRM

Toronto.

BUTTER—Although butter prices continue firm at one to two cents higher than a week ago, there is nevertheless a slightly easier undertone. Many dealers have the opinion that prices have about reached the peak and are therefore not overly anxious to stock heavily. American fresh made butter is arriving at slightly lower prices than Ontario fresh made which is another factor to be considered. Quotations for No. 1 creamery stands at 44c to 45c per lb., with under grades around 43c per lb.

BUTTER—

Creamery prints, No. 1	0 44	0 45
Do., No. 2	0 42	0 43

STEADY CHEESE MARKET

Toronto

CHEESE—The market shows little change, remaining steady to firm.

EGGS LOOK EASIER

Toronto

EGGS—At the moment the market rules firm but there appears to be a shade easier undertone. The demand is heavy and is practically taking care of the production. It is felt however, that when the Easter rush is over and production becomes larger that a determined effort will be made by buyers to bring prices down. Quotations at present to the retail trade are unchanged at 31c to 32c per doz.

EGGS—

New laid	0 31	0 32

LARD UNCHANGED

Toronto

LARD—The market is steady with quotations showing no change as compared with a week ago.

LARD—

1-lb. prints	0 19
Tierces, 400 lbs.	0 16½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

NO CHANGE IN SHORTENING

Toronto.

SHORTENING—The market is steady and unchanged.

SHORTENING—

1-lb. prints	0 18
Tierces, 400 lbs.	0 15½

MARGARINE EASY

Toronto

MARGARINE—This market shows little activity and as a result prices are easier in an effort to stimulate consumption. The best grades are bringing 20c to 21c and second grades 18c per lb.

MARGARINE—

Margarine, No. 1	0 20	0 21
Do., No. 2		0 18

COOKED MEATS IN DEMAND

Toronto.

COOKED MEATS—The demand this week has taken a considerable spurt in anticipation for the Easter trade. Market conditions, however, are steady with prices unchanged.

COOKED MEATS—

Boiled hams, lb.	0 45	0 48
Do., square pressed	0 48	0 50
Boiled shoulders		0 38
Head cheese, 6s, lb.		0 10
Choice jellied ox tongue, lb.		0 60
Jellied pork tongue	0 32	0 35
Bologna	0 18	0 15

Above prices subject to daily fluctuations of the market.

SMOKED MEATS UNCHANGED

Toronto.

PROVISIONS—There are no changes in smoked, salt and barrel meats as compared with a week ago.

Hams—		
Small 6 to 12 lbs.	0 33	0 34
Medium, 12 to 20 lbs.	0 33	0 34
Large, 20 to 35 lbs., lb.	0 30	0 31
Heavy, 35 lbs., and upwards		0 26
Backs—		
Boneless, per lb.	0 39	0 40
Rolled, per lb.		0 46
Peameal	0 37	0 41
Bacon—		
Breakfast, ordinary, per lb.	0 28	0 32
Do., special trim	0 38	0 41
Cottage rolls		0 32
Rol, per lb.		0 28
Wiltshire (smoked boneless) lb.		0 30
Do., three-quarter cut		0 33
Do., middle		0 35
Dry Salt Meats—		
Long clear bacon, av. 50 to 70 lbs.		0 19½
Do., av. 80-90 lbs.		0 18
Clear Bellies 15-30 lb.	0 17½	0 19½
Fat backs, 10-12 lbs.	0 17½	0 17½

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—	
Mess pork	33 00
Short cut backs, 200 lbs.	35 00
Picked rolls, bbl., 200 lbs.—	
Lightweight	46 00
Heavy	40 00

Above prices subject to daily fluctuations of the market.

HOG VALUES HIGHER

Toronto.

FRESH MEATS—Lighter receipts of hogs during the week prevented buyers from putting into effect the lower prices which they were endeavoring to do as we went to press a week ago. Buying from outside sources was also keen, which, coupled with the lighter receipts served to advance prices on live hogs 75c per cwt., making the fed and watered basis $13.75. The cattle market was weak under heavy receipts. There was a scarcity of real good calves but there was a considerable quantity of medium grades offered. Spring lambs are arriving slowly and the majority of the offerings were of poor quality.

FRESH MEAT—

Hogs—		
Live, f.o.b. per cwt.		13 00
Live, off cars		13 50
Live fed and watered, cwt.		13 75
Dressed, light, per cwt.	17 00	18 00
Do., heavy, per cwt.	13 00	14 00
Fresh Pork—		
Legs of pork, up to 15 lbs.		0 26
Loins		0 28½
Fresh hams, lb.		0 28½
Tenderloins, lb.		0 52
Picnics, lb.		0 17
Montreal shoulders		0 20
Boston butts, lb.		0 25½
New York shoulders		0 18½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 18	0 20
Ribs, lb.	0 15	0 18
Chucks, lb.	0 06	0 08
Loins, whole, lb.	0 24	0 30
Hips, lb.	0 13	0 15

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb., top quality	0 13	0 15
Do., Medium,	0 09	0 11
Sheep, whole, lb.	0 10	0 15
Do., yearling, lb.	0 28	0 30

Above prices subject to daily fluctuations of the market.

LITTLE CHANGE IN FISH

Toronto.

FISH—Market conditions show practically no change. The demand, however, this week is brisk for the Good Friday trade. Some small shipments of fresh whitefish and trout are arriving but the quantity is very small.

FRESH SEA AND LAKE FISH		
Cod steak, lb.	0 09	0 10
Do., market, lb.		0 08
Oysters, No. 1 tins	3 25	3 70
Do., No. 3 tins	9 25	11 10
Do., No. 5 tins	15 00	18 00
Do., glass jars, doz.	6 00	5 75
Do., shell, per bbl.	13 50	14 00
Smelts, No. 1, per lb.		0 13
FROZEN FISH		
Halibut, medium	0 17	0 18
Do., chicken	0 13	0 14
Flounders	0 11	0 12
Pike round	0 05	0 06
Do., headless and dressed	0 07	0 08
Salmon, Cohoe	0 15	0 16
Do., Red Spring	0 20	0 21
Do., Alaska Qualla	0 11	0 12
Do., Qualla,	0 07	0 08
Brill	0 10	0 11
Sea Herring	0 07½	0 08
White Fish	0 10	0 11
Lake Erie Herrings		0 04½
Lake Herrings		0 08
SMOKED AND SALT FISH		
Haddies, lb.	0 12	0 13
Fillets, lb.	0 14	0 16
Kippers, box	2 25	2 75
Bloaters	2 00	3 00
Ciscoes, lb.		0 17
Salmon snack, lb.		0 20
Digby chicks, 5 to bundle	1 00	1 20
Boneless Digbys, 10 lb. box		1 50
Shred cod, box 24 cart.		2 20
Cod, 1 lb. tablet, box 24s.		3 20
Quail on toast		6 14
Holland Herrings, mixed 10-lb. keg		0 85
Do., milkers, 10 lb. keg		0 95
Shrimps No. 1 can		2 00
Do., No. 6 can		11 50
Labrador Herrings—		
Kegs, 100 lbs.		5 75
Do., barrels, 200 lbs.		11 00

POULTRY RECEIPTS LIGHT

Toronto.

POULTRY—Receipts continue light with the quality poorer. The demand at the moment is likewise fairly light. Quotations are unchanged.

Poultry—

Prices paid by dealers—

	Live.	Dressed.
Turkeys	30-35	40 45
Chickens, spring	23-25	27-32
Roosters	00-18	00-23
Fowl, 4 to 5 lbs.	00-25	00-26
Fowl, over 5 lbs.	00 28	00 28
Fowl, under 4 lbs.	00-14	00-22
Guinea hens, pair	1 25	1 50
Geese		00-20
Ducks, 4 lb. and over	00-32	00 32

Prices quoted to retail trade:		Dressed:
Ducklings	0 32	0 38
Hens, heavy	0 28	0 32
Hens, heavy	0 23	0 32
Do., light	0 20	0 28
Geese		0 25

MANITOBA MARKETS

WINNIPEG, April 12.—The butter market has a firmer tone with quotations higher. The cheese market is quiet under a light demand. There is a good demand for eggs at lower quotations. Lard has shown a decline while shortening remains unchanged. Cooked meats are unchanged in price but a better demand is noted. Hams and bacons remain steady under a fair demand. Hogs continue steady with trading on the cattle market quiet.

BUTTER MARKET FIRMER

Winnipeg.

BUTTER.—The butter market has a firmer tone with quotations generally advanced 2c. per lb. Dealers report a scarcity of the best quality butter and there is not sufficient supplies to meet the demand.

BUTTER—

Creamery, best table grade	0 42	0 44
Margarine	0 22	0 25

NO CHANGE IN CHEESE

Winnipeg.

CHEESE.—The cheese market continues quiet under a light demand. Quotations however are holding steady.

CHEESE—

Stilton cheese, large, lb.	0 24
Ont., large lb.	0 19½
Ont., twins, lb.	0 20
Ont., triplets, lb.	0 20½

LOWER PRICES ON EGGS

Winnipeg.

EGGS.—Eggs are quoted at 25c. for case counts, 26c. for candled and 30c. in cartons. The condition of the roads has been unfavorable in getting in supplies. There is a large demand and eggs are selling freely at the above quotations.

LARD DECLINES

Winnipeg.

LARD.—There has been a decline of 1c. per lb. on lard and best quality on tierce basis is quoted at 16½c. per lb. There are no changes to report in the market for shortening. Quotations are steady at 15c. per lb.

LARD

Pure Lards, No. 1 Quality, per lb. (in tierces, 400 lbs.)	0 16½
Do., wooden pails, 20-lb. pails	3 70
Shortening, tierces of 400 lbs.	0 15
Do., per pail, 20 lbs.	3 40

COOKED MEATS UNCHANGED

Winnipeg

COOKED MEATS.—Cooked meat prices remain unchanged with an improvement in the demand.

COOKED MEATS—

Hams, best quality, skinned 8-14 lbs.	0 46
Do., 13-1 lbs.	0 44
Roast ham, lb.	0 46
Roast shoulders, lb.	0 34
Head cheese, 6-lb. tins, lb.	0 12
Pork tongues, lb.	0 28
Jellied ox tongues, lb.	0 52
Luncheon cooked meats	0 22

HAM AND BACON STEADY

Winnipeg.

PROVISIONS.—There is practically no change in quotations on smoked meats. Ham and bacon are in fair demand.

Hams—

8 to 16 lbs., per lb.	0 37
16 to 20 lbs., per lb.	0 36
Boneless, 8-14 lbs., per lb.	0 41
Skinned, 14-18 lbs., per lb.	0 40
Skinned, 18 to 22 lbs. per lb.	0 40
Bacon, to 10 lbs. per lb.	0 45
Cottage rolls, boneless	0 26
Bellies 6 to 10 lbs., per lb.	0 44

NO CHANGE IN POULTRY

Winnipeg.

POULTRY.—There is no change in the poultry situation. The market continues dull under a light demand.

POULTRY—

Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
D. P. Chickens, 3½ lbs., and under	0 30
Do., 3½ lbs., and over	0 35
D. P. fowl, 3½ lbs. and under	0 22

GOOD DEMAND FOR FISH

Winnipeg.

FISH.—The fish market is active. Good supplies of fresh fish are arriving daily and prices are well maintained.

FISH—

Black cod, lb.	0 12
Brills	0 08
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15½
Salmon, Cohoe, in full boxes, 300 lbs.	0 16
Salmon, Cohoe, in broken cases	0 17
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08
Whitefish, dressed, case lots	0 10
Whitefish, dressed, broken cases	0 10½
Smoked Fish	
Bloaters, Eastern National large tagged, per case	3 50
Haddies, in 30-lb. cases, per lb.	0 12
Kippers, East Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 15
Holland Herring, milkers, 9-lb. pail, pail	0 95
Holland Herring, mixed, 9-lb. pails, pail	0 85

HOG MARKET STEADY

Winnipeg.

FRESH MEATS.—The hog market is ruling fairly steady and selected are quoted at $11.25 per cwt. Trading on the cattle market is slow. Best quality steers are quoted at $6.25 to $6.50 with medium to good grades bringing $5 to $6. Butcher heifers are quoted at $4.50 to $5.50. Veal calves are becoming more plentiful and best grade are quoted from $7 to $9. Lambs of good quality are quoted at $12.50 to $13.

HOGS:—		
Selected, live, cwt.		11 25
Heavier,	7 25	9 25
Light	11 00	11 25
Sows	6 25	7 25
Fresh Pork—		
Legs of pork, lb.	0 22	0 28
Spare ribs		0 18
Loins of pork, lb.	0 28	0 30
Fresh hams, lb.	0 28	0 29
Shoulders	0 16	0 17½
Fresh beef—from steers and heifers—		
Hind quarters	0 12 to	0 17
Front quarters	0 06 to	0 10
Whole carcass, good grade, lb	0 09 to	0 13
Mutton—		
Choice, lb.		0 16
Choice long hinds (leg and loin)		0 27
Lambs—		
Choice, 30-45 lbs.		0 25
Veal—		
Good veal, 40 to 80 lbs, hind quarters		0 25
Choice Stews		0 10

FREIGHT IS PART OF FIRST COST OF GOODS

(Continued from page 23)

it has not been charged to merchandise costs, here is a leak of almost 4¼ per cent, which amounts to $3,114.32, and which would show net profits of over 4 per cent. on sales if that item could be lifted out of expense and put where it belongs. Freight never should have anything to do with expenses. It is not an expense. It is an element in the direct cost of merchandise.

Too Much Credit

I am such a believer in the credit business that maybe I may seem inconsistent when I say that this man seems to do too great a proportion of his business on credit. Evidently over two-thirds is credit. Maybe there is a good reason for this.

The notes due the bank and those due him so nearly balance that I think that paper is customers' notes discounted. So lifting that item out of the accounts, we have debts of 8,986.96 against $10,575.27 of stock, showing over 85 per cent. current indebtedness against current stock. It seems to me that, no matter how this may be figured, it is not good business to own so little equity in your stock. Better clean up and own what you have. That is old fashioned, but sound.

This gentleman says he has spent $4,000 privately which does not appear in the statement. I cannot see that it has been earned. If I have all the figures, I can see that he has less tangible assets than a year ago and understand his anxiety to find the leak.

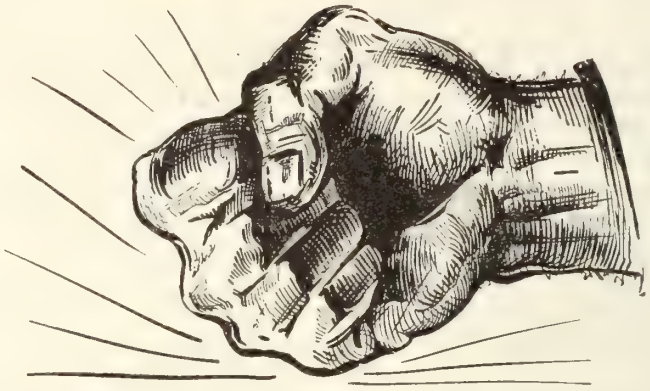
Finally, I think expenses are right, or not excessive, for his locality and class of business. Wages of six per cent. all told are certainly 'way down and other items do not seem too big. Margins probably could be improved. It all hinges on that item of freight. If that can be eliminated from expenses and put where it belongs through the year, all will probably be well.

FAVORITE EVERYWHERE

(Continued from page 36)

told now that oleomargarine has been adulterated. That argument is absolutely fatuous. The sole question is this: Is it a fair article for general trade? That is all. I cannot believe that there is any danger to the dairy industry from the sale of oleomargarine. If you have not sufficient regulations to ensure that the article is properly stamped, and advertised to the public as oleomargarine, then make your regulations stronger.

"There are several factories in Canada, although I have not the pleasure of knowing any one connected with any of these factories and cannot say how they are individually affected; but if men have been induced to put money into factories for the manufacture of oleomargarine and are kept in suspense from year to year, it is certainly not fair to them. It would be far better to prohibit the manufacture and sale of this article at once, and have done with the question."



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Nothing is left undone in the preparation of these choice sea foods from the time they leave the clear cool depths, that would tend to make these wholesome products leaders in their respective lines. Being ready cooked before leaving our factory they are ready to serve on opening the tin. Try a sample order.

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Kippered Herring
Herring in Tomato Sauce
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"Regal" is best for you—and for your customers

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The Winter (with its heavy meals) has gone and the housewife is looking for something "a little different" to tempt the appetites in between seasons. These two Canadian made desserts are just the thing.

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ABRAZO
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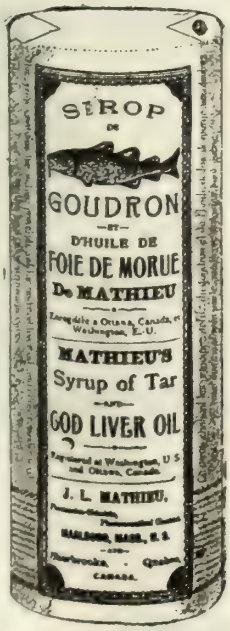

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Send your order early

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of the Old City products find a very large market for the peerless purity of the Old City Jams, equally with Old City Maple Syrup.

They are made **RIGHT**—and that's the only reason why the best retailers sell and recommend them so heartily. Your wholesaler can supply you with all information.

The sap is boiled down in the most modern and sanitary methods known, and that may help to explain the wonderful luscious richness of Old City pure Maple Syrup.

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Absolutely Pure. In Jars or in Bulk.

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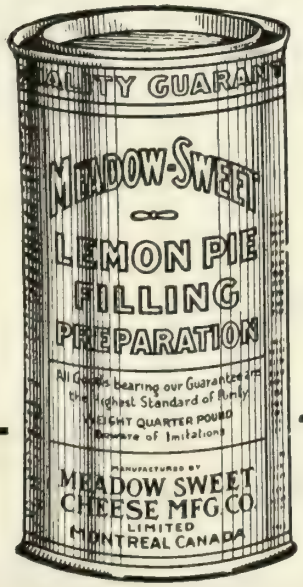

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BUYERS' MARKET GUIDE
Latest Editorial Market News

TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

BROOMS
Every Housekeeper needs a Good New Broom
FOR HOUSECLEANING
There are none better than
JOHN ADAM & SON,
Collingwood, Ont.
Thousands of satisfied users say so

J. & J. Taylor's Safes for Sale
One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.
One J. & J. Taylor Safe, 18 inches deep, two feet 9 inches wide, four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 108, Canadian Grocer.
153 University Ave., Toronto

Say You Saw It In Canadian Grocer, It Will Help To Identify You

NEW PACK LOBSTER LIKELY TO BE HIGH

The new pack of lobsters is showing an indication for fairly high prices. This is attributed to the difficulty fishermen are experiencing in getting sufficient catch. Generally the Spring pack does not reach this market until well into the summer months but owing to the fact that the last season's pack has been practically cleaned up, some packers have sent out some small shipments. The price at which these are offered is comparatively high and unless the catch is considerably increased the price this comnig season will be practically on the same high level as opening prices which run from $4.25 to $5.00 per doz. for halves.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

Say you saw it in
CANADIAN GROCER
it will help to identify you

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank Street

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

BARRELS
For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

SITUATIONS WANTED

GROCER, TEN YEARS' RETAIL GROCERY five years' wholesale, five years' general store; age thirty-five; married, making change soon. Outside work preferred, but must pay good salary. Box 176 Canadian Grocer, 153 University Ave., Toronto, Ont.

MAN OF 30 WITH SEVERAL YEARS' EXperience in fancy retail grocery wants position on road. One year's experience as traveler previous to war. Good education. Best references. Apply Box 190, Canadian Grocer, 153 University Ave., Toronto.

POSITIONS VACANT

SALESMAN WANTED — EXPERIENCED specialty salesman. Good appearance to approach retail grocers. Salary and commission. Territory, Toronto, and Ontario. Apply Box 192, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED FOR GENERAL STORE WITH high class trade, manager who wishes to obtain interest in business. Must have best of references. Apply Box 194. Canadian Grocer, 153 University Ave., Toronto.

FOR SALE

FOR SALE—A SET OF ONKEN YOUNITS, fumed oak window fixtures, suitable for grocery store; only been used a few times! Can make about 500 different window trims; will sell cheap. The Star Grocery, Huntsville, Ontario.

Being Frank About Peanut Butter Promotes Business

Good Sellers make business easy

BAKER'S
Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.

Registered Trade Mark

Made in Canada by

Walter Baker & Co. Limited
Dorchester, Mass. Montreal, Can.
Established 1780

TO RENT

We have space in our office and warehouse building, suitable for any company desirous of establishing a branch office for Maritime Province distributing. Will fit up office space to suit tenant.

EAGAR, COOMBS & COMPANY, LIMITED
183 Hollis Street
HALIFAX, N.S.

Money-Saving Information

"The most useful information contained in any paper I get"—so a Western banker writes in to-day's mail, renewing his subscription for FINANCIAL POST.

"Very often," his letter goes on to say, "I am called on to suggest investments for small amounts, sometimes as low as a few hundreds, and I find your Investors' Inquiry Service a reliable partner to consult. If every investor knew there was such service at his call it would surely lessen the losses of many of these people."

The Investors' Inquiry Service fills just that need. Unless you are perfectly sure of your investments write us before you buy.

It costs FINANCIAL POST subscribers nothing to be sure before placing hard-earned savings in stocks that may never have a chance of paying dividends. Trained service men will give you the benefit of keen analysis based on the facts behind the securities you are considering. This is one of many features enjoyed by our readers.

THE FINANCIAL POST 143 University Avenue, TORONTO, CANADA

Send me for one year (52 issues) The Financial Post. I attached $5.00—commence at once.

This is Real Merchandising

520 Tins Canned Peaches Sold in 3 Days—C. H. Burtt, retail grocer, Fredericton, N.B., decided to push sales of a certain brand of Canned Peaches. He used window and interior displays, advertised this line in his local paper and had the sales staff talk peaches.

85 Cases Pickles Sold by Retailer's Enterprise—Hood & Benallick, grocers, Guelph, Ont., bought 100 cases branded pickles last fall and less than 15 remain. Sales made by personal suggestions, window and inside displays.

600 Tins Canned Soup in 4 Days—George O. Werrett, Simcoe, Ont., put on a soup demonstration and everybody was invited to try the line. After demonstration was over sales staff followed up work done. Have secured splendid repeat business.

$5,000 in Quality Confectionery—E. R. Robertson, St. John, N.B., sold this amount last year. Silent salesmen at front of store, fresh stocks, attractive arrangement and personal suggestion chief methods used.

15 Cases Canned Pineapple Sold Through New Idea—Daniel MacDonnell, Kamloops, B.C., ran across recipe showing use of pineapple in citron preserve. Found it produced good results and recommended it to customers. Sold all the pineapple in stock.

Canada's aggressive retail grocers and their clerks do not simply supply "demands" or "requests" of customers. The above are a few of the thousands of cases we have found among the good dealers, that show how they are constantly **creating demand.** The 36th **Annual Spring and Summer Issue of Canadian Grocer,** May 5, will be brimful of similar experiences gathered through personal interviews by our own representatives from all parts of Canada. This issue long ago became a definite part of the Spring and Summer plans of hundreds of subscribers.

Can a merchant actually **sell** goods as shown above if he doesn't **know** them well? Couldn't an aggressive dealer sell more of your goods if he knew them better and their quality, uses and merits were brought before him constantly?

CANADIAN GROCER is the recognized all-Canadian foodstuff authority. Subscribers pay $4 per year for it and do approximately $120,000,000 turnover every twelve months. It is the one medium that must be on the list of every well-rounded out advertising campaign. How else can you reach clerks in the important grocery stores throughout Canada?

Don't miss the **Annual Spring and Summer Number.** Let us quote you now on insert space, preferred positions, two-page spreads.

Canadian Grocer

Circulation A. B. C. Audited

The only grocery paper in Canada that can make this statement.

Publication Office: 143-153 University Ave., Toronto

Montreal	Winnipeg	Vancouver
Southam Bldg.	Confederation Life Bldg.	Carter-Cotton Bldg.

Which of YOUR customers are going to leave you and deal with the fellow who is opening a new store a few doors off?

The Disappointed Ones!!

Why should there be any? Poor store service, generally. Particularly at the rush hours. Every customer wants prompt service and then feels irritated if she does not get it. You certainly cannot afford to lose customers so why not put in

THAT EXTRA DAYTON SCALE

you have always needed. Do it now and head off competition. Do it now and get a reputation for quick, courteous store service that will be your best advertisement.

Get into the Big Dayton $1000 Prize Contest.

Win one of the forty-one cash prizes.

Write us for descriptive circular.

Dayton Scales do not cost you anything. They are paying for themselves, thousands of them, every twelve months. We sell on easy terms. Send us a postcard to-day for illustrated folder showing Dayton Scales and forms.

INTERNATIONAL BUSINESS MACHINES CO., LTD.

FRANK E. MUTTON—Vice-President and General Manager.
HEAD OFFICE AND FACTORY—300 Campbell Ave., Toronto.

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. Johns, Nfld., St. John, N.B.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

CANADIAN GROCER

The Largest Circulation of any Trade Paper in Canada
Members of The Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI PUBLICATION OFFICE: TORONTO, ONT., APRIL 21, 1922 No. 16

MACDONALD'S

The Biggest Selling
and Most Profitable
Line *in* Canada
Today

The Tobacco with a heart

Prepare for the Rush

THE approach of the fresh fruit season is the signal of the coming rush for Certo. Educate your customers NOW—be prepared.

Your work is simply to get Certo tried once on one batch of fruit. That is all we ask—and it's enough. One trial of Certo means a convert every time—Certo never fails.

What woman is going to continue the old fashioned, risky, hard working methods when

CERTO

REGISTERED TRADE MARK

—Reduces boiling of jam and jelly to **one** minute.

—Retains in jam and jelly the full original color and flavor of the fruit.

—Insures proper texture—no failures.

—Makes 50% more jam or jelly from the same amount of fruit.

Be prepared to introduce Certo to as many of your customers as possible, and as soon as possible.

Certo sales will then take care of themselves. One trial is plenty!

Start now—talk Certo to your customers; be prepared for the first rush—see that you are plentifully stocked. You can't go wrong.

Certo is a year around seller—it makes perfect jam or jelly from fresh fruits, dried fruits, bottled juices, etc.

Douglas Packing Company, Limited, Cobourg, Ont.

Selling Agents: W. G. Patrick & Co., Limited, Toronto and Montreal

Pure Country Milk

With the Cream Left In

You don't have to sell it—just let customers know that you have it . . . . . .

Most of your customers know **Borden's St. Charles**—the rich creamy milk that improves the flavor of cooking, of cereals, of fruits and of many table dishes; and **Borden's** intensive national advertising is constantly telling them that it also cuts the cost of cooking. Frequent St. Charles displays on your counter and in your windows will key up your store with Borden publicity and enable you to cash in on the nation wide popularity and national advertising of this fast seller.

The Borden Co. Limited

Montreal

Do Not Stay on the Shelves

McCormick's Biscuits are constantly on the move, because they are made to a standard of biscuit quality that meets with the approval of the most exacting consumer.

We advertise McCormick's Biscuits *direct to the housewives* throughout Canada—*that* is why your customers say "McCormick's" when they want biscuits. How is *your* stock today?

McCormick Mfg. Co., Limited, London, Can.

Branches at: Montreal, Hamilton, Ottawa, Kingston, Winnipeg, Calgary, Port Arthur, St. John, N. B., Vancouver, Edmonton.

Orders are crowding in. Stock up!

Victory Canned Products are now on customers' tables. Dealers who are pushing Victory products, are receiving handsome orders from housewives who want to "Keep a row of Victory meals on the shelf."

The way that orders are crowding in from dealers is significant of a big selling line far beyond expectations.

Of course, there is a reason.

One meal of Victory convinces the most exacting palate. Then there is the demand for more.

Remember, Victory Canned Meats and Victory Pork and Beans are government inspected at every stage of preparation. Choice meats only are used, and the finest quality of pork and beans. They have the quality that holds trade. Have you stocked up yet? We advise you—get your orders in promptly to your jobber.

Victory

Pork and Beans
Lunch Tongue
Compressed Corned Beef
Corned Beef Luncheon
Beefsteak and Onions
Roast Beef
Cambridge Sausage

NATIONAL CANNED MEATS LIMITED, TORONTO, CANADA

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WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers' Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

When Writing to Advertisers
Kindly Mention this Paper . .

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

Offer Their Principals

A Successful Sales Organization

Exceptional Warehouse Accommodation
For Storage and Unloading

The Service of a Strong, Successful Organization

THE NATIONAL BROKERS

HEAD OFFICE:
WINNIPEG, MAN.

Branches : REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER, MONTREAL
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

RELIANCE WATER-GLASS

In 1 lb. and 2 lb. cans.

Castor Oil, Sewing Machine Oil, Glycerine, Carbolic Acid (10%). In 2 oz. and 4 oz. bottles.

Ink and Mucilage all Sizes.

Reliance Ink Co., Ltd. Winnipeg

Goods well advertised and well displayed are easiest sold. Advertised to ½ million buyers weekly. Codville Co. Ltd.

6

THE MALT OF A 100 SMILES

A SECRET WORTH LEARNING

Warm weather approaches.

Thirsts must be quenched.

After winter's hard struggle Health must be re-built.

People never have to be coaxed to buy CREAM OF MALT.

The oldest established Malt Extract in Canada.

Quality is the supreme test.

Brew your own.

Practise being happy.

Wholesale Distributors:

Perkins, Ince & Co., Groceries, Ltd.
H. P. Eckardt & Co.
Jas. Lumbers, Ltd.
Medland Bros.
Lumsden Bros.
John Garvey & Sons
Randall & Roos
T. Long & Bro., Ltd.
Parsons, Brown & Co. Wholesale Groceries, Ltd.
Eby-Blain, Ltd.
John Sloan & Co., Ltd.
Sloan, Dickson & Bone, Ltd.
McPherson, Glassco Co.
M. Masuret & Co.
J. T. Festing & Sons
Hicks-Groom Co.
T. Kinnear & Co.

Reliable as the Sun. *Get the Best.*

CANADIAN MALT EXTRACT CO.

16 Pearl Street, Toronto, Ont.

Tel. Adelaide 3304.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143

ST. ARNAUD FILS CIE.

GROCERY BROKERS

Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products

ST. NICHOLAS BUILDING, MONTREAL

A. L. TRUDEAU

Manufacturers' Agents

We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.

A. L. TRUDEAU

252 Lemoine Street. MONTREAL.

TIPPET & CO., LIMITED

Importers and Manufacturers' Agents

8 PLACE ROYALE, MONTREAL.

Established 1876

Telephone Main 1581.

When Writing to Advertisers
Kindly Mention this Paper

J. Russell-Murray Co., Limited

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RICE: American, Patna, Siam, Rangoon, MOLASSES, SPICE, JAMAICA GINGER, Granada Nutmegs, Pepper, Cassia, and all Tropical Products.

20 St Nicholas Street — Montreal

ENGLISH GELATINE

FOR ALL TRADES

DEGA BRAND

GELATINE, SHEET
GELATINE, POWDER
GELATINE, THIN LEAF

Samples and Prices on Application.

CHAS. ZIMMERMANN & CO., LIMITED

33 St. Mary-at-Hill, London, E.C.3, Eng. *Cables:* ACIDOLAN, London

FIRST CLASS AGENTS REQUIRED-CORRESPONDENCE INVITED

OAKEY'S

"Wellington" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.I. Eng.

Agents:

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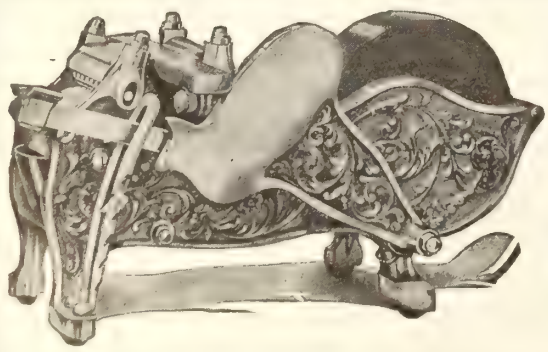

A SEALER that Seals

A Time and Money Saver

Guaranteed for 1 year

Write for descriptive circular

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PETERBORO, ONT.

Walter Woods Limited

WILLOW CLOTHES BASKETS

Hamilton - and - Winnipeg

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ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West, TORONTO.

Merchandise Brokers — Manufacturer Agents
WE COVER CANADA
LOGGIE, SONS & CO.
32 Front St. West TORONTO CANADA

E. N. & W. E. SOPER
Manufacturers' Agents and Commission Brokers
63 SPARKS ST., OTTAWA.
Warehouse and Distributing.
Efficient Sales Staff.
Detail Work.
Service our Specialty.

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

Money-Saving Information

"The most useful information contained in any paper I get"—so a Western banker writes in to-day's mail, renewing his subscription for FINANCIAL POST.

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THE FINANCIAL POST 143 University Avenue, TORONTO, CANADA

Send me for one year (52 issues) The Financial Post. I attached $5.00—commence at once.

Kolacafé

REG'D

Makes delicious coffee

If your Wholesale grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.

INTERLAKE Standard Brands of Toilet Papers

WHITE CROSS · OLD DUTCH

RELIABILITY

When buying Toilet Papers your customers are inclined to accept what you offer. It is a product which is seldom discussed and is always ordered with other articles. Does this not warrant your most careful consideration when buying Toilet Tissues for resale?

INTERLAKE Toilet Papers will ensure you a steady, reliable profit as long as you continue to handle them.

Full roll samples of these brands illustrated will be mailed free upon request.

Note these particulars about our brands:

"INTERLAKE"—700 Sheet Roll—Just Like Linen.
"WHITE CROSS"—8-ounce—White, Soft, Genuine Crepe.
"BLUE BIRD"—6-ounce—Manilla, Soft, Genuine Crepe.
"OLD DUTCH"—11-ounce—Plain, Duplex Manilla Tissue.
"HURON"—4-ounce—Light, Soft, Machine Crepe.

BLUE BIRD · HURON

Interlake Tissue Mills Co.

MERRITTON Limited CANADA

Head Office: 54 University Avenue, Toronto, Canada

Sales Branch: McGill Bldg., Montreal, P. Q.

INTERLAKE

Your Customers Want Good Matches

Examine and Test these Superior Matches by the Side of the Ordinary Kinds.

DEALERS are accustomed to grading merchandise, whether it be canned goods, rice, coffee, candies or tobacco. There is "Fancy" and there is "Standard," but until now, Matches were simply "matches," and you had little choice in the matter.

MATCH USERS want "Quality." They will be delighted with these longer and stronger sticks—these sure lighting, certain pleasing works of art—and works of art these are.

YOU WILL MAKE FRIENDS by featuring

MAPLE LEAF MATCHES

These Good Matches are protected in strong WOODEN shipping cases. Your Jobber will be pleased to supply your wants.

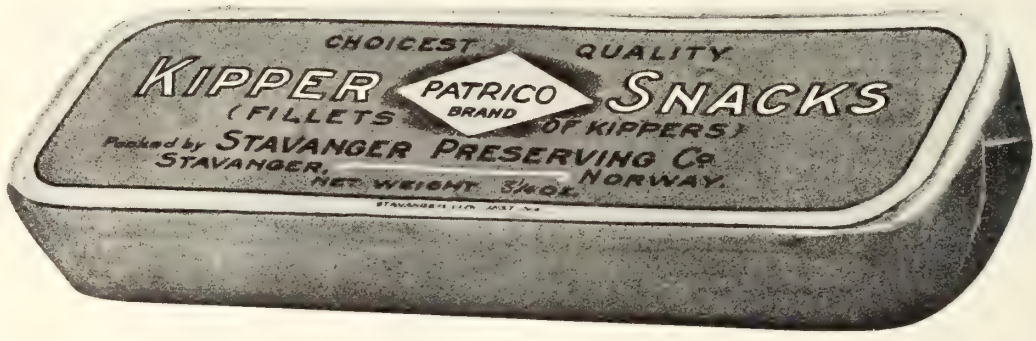
DIFFERENT and BETTER
COST NO MORE

THE CANADIAN MATCH CO. Limited,

TORONTO MONTREAL WINNIPEG

Here's an unusually profitable new line for summer selling . . . . . .

"Kipper Snacks"

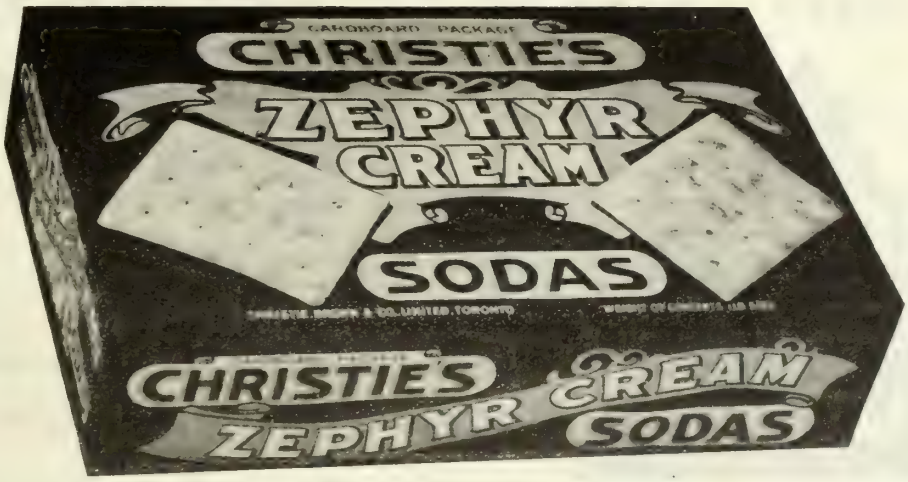


RETAILS AT 10 CENTS

"Kipper Snacks" are packed by the packers of "Crossed Fish Sardines" and their delicious flavor will make them just as popular with your customers as these nationally favored sardines. Try a sample order and build up a counter and window display around a few bottles of H.P. Sauce. Their attractive label lends itself to good display and once your customers taste them you can count on steady profitable repeats.

W. G. PATRICK & CO., LIMITED

HALIFAX MONTREAL TORONTO WINNIPEG



A new popular package for

"ZEPHYR CREAM" SODAS

¶ This package contains 1 lb. 5 oz. of Zephyr Cream Sodas. It has been a successful package in western Canada and the demand in Ontario and Eastern Canada for a package somewhat larger than the regular "B" size has prompted us to offer this package to our friends here.

¶ Many housewives prefer to buy a larger quantity of Sodas than contained in the small packages but hesitate in purchasing a full tin. This new Zephyr cream package fills this demand.

¶ They are of course the same crispy quality line that the Canadian housewife knows so well, and when she asks now for a package of sodas—suggest the larger size. Many housewives will be glad to know they can now buy sodas in this size package, and it also means more profit to the merchant.

¶ You will be surprised how a neat counter display of these attractive packages will stimulate your sales of sodas.

CHRISTIE, BROWN & CO.
LIMITED

TORONTO, CANADA

The Good Quality Never Varies

ROYAL ACADIA SUGAR

"Every Grain Pure Cane" is the real, concise description of Royal Acadia Sugar. Recommend it to all your customers—it will certainly give satisfaction.

Sold in 2 and 5-lb. cartons, 10, 20 and 100-lb. bags, half-barrels and barrels.

Acadia Sugar Refining Co., Limited

MONTREAL, QUE. HALIFAX, N. S.

SHOW CASES

They Will Increase Your Sales

Robert Kirby, Sarnia, reports that this equipment has greatly increased his sales and he will have made a splendid extra profit by the end of the year.

Kleer Vue Display Cases sit on your present counters—give you added display at no other cost. They positively increase sales. Our representative will gladly explain the latest types of show cases, silent salesmen and display systems without cost. Get in touch with us at once.

Kleer Vue PATENTED

All-Glass Display Systems
The Most Effective Display System.

TORONTO PLATE GLASS IMPORTING CO. LIMITED
Modern Show Cases and Display Systems of Every Description.
91 DON ROADWAY, TORONTO.

Turn Demand into Profit

"SALADA"

has again made a tremendous SALES INCREASE

In only 13 weeks the public bought **575,401** lbs. more "SALADA" in 1922 than in 1921

People prefer "SALADA" because it is always so pure and delicious

Also—Maple Leaf Hams and Bacon

Yes, sir!

Gunns' Maple Leaf Pork Sausage sells! It sells quickly because it is well advertised, but more especially because it is made only from the best quality pork and your customers like it. They come back for more.

Customers bringing repeat orders mean many sales for you. Be ready for them. Order your supply of Maple Leaf Pork Sausage now.

Phone Junction 3400

Gunns LIMITED West Toronto

Install the Eureka Refrigerator

in your store and the result will more than satisfy you as to its efficiency. You want a refrigerator that will not only cool your perishable foods but also keep them in good condition. If you put them in the Eureka you can keep your foods in perfect condition for days at a time, and use less ice than the other makes. Eureka Refrigerators are the safest, most reliable, efficient and economical refrigerators made, and are fully patented and guaranteed. Write for free catalogues and prices—and order early.

Eureka Refrigerator Co., Ltd.

Head Offices and Factory:
OWEN SOUND, ONTARIO

Profit by Display—

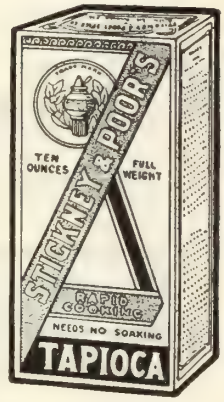
Let your Customers know that you carry

STICKNEY & POOR'S
Rapid Cooking
TAPIOCA

by displaying it prominently in your store. It is the favorite with your customers for making delicious, wholesome desserts.

Packed in FULL POUND Packages that retail at a Popular Price.

Display It Prominently.
Your co-operating servant,
"MUSTARDPOT."



STICKNEY & POOR SPICE COMPANY
1815 Century old - Century honored 1922
HALIFAX
Mustard - Spices - Seasonings

Two 5 Quart Bottles of Home Brew Made From Every Tin of Maple Leaf Pharmaceutical Extract of Malt

The best quality without equal on the Canadian market.

Selling in all parts of Canada

Write for Agencies **Exclusive Territories**
Excellent Profits

Packed in 2½ lb. tins, two dozen to case

Maple Leaf Malt Extract Co.
Registered
61 Canning Street, Montreal

BERTRAND'S
IMPORTED FRENCH
Alimentary Pastes

Macaroni, Vermicelli,
Spaghetti, Alphabets,
Coquilles, Noodles,
etc., etc., etc.

PUT UP IN SEALED POUND PACKETS

Nearly a century of success proves its quality and superiority

Write for Quotations

HENRI JONAS & CO.
MONTREAL

SOLE AGENTS
For Canada and the United States.

Have You Solved the Puzzle?

OF WHERE the missing three or five lbs. go out of every 100 lb. chest of bulk tea?

Perhaps when your margin of profit was larger, it didn't so much matter who got it, but now the profit is smaller, it has become a serious loss.

Red Rose Tea gives you a pound to sell for every pound you buy because it is in a sealed package—no loss of weight; no loss of money.

And a big gain through the steady trade of satisfied customers. If you'll consider these things well you will push Red Rose Tea.

T.H. Estabrooks Co., Limited,

St. John, N.B., Montreal, Toronto, Winnipeg, Calgary.

HIAWATHA

The name "Hiawatha" on a tin of apples means it contains only sound, selected fruit from the great orchards of Nova Scotia. We take special care in packing. This is indicated by the favor Hiawatha Brand gallon apples have met with in the critical Old Country market.

Pure Cider Vinegar

The same careful attention is given the manufacture of our high standard Pure Cider Vinegar. No fruit that has a blemish is used—only clean, sound apples are permitted to go through the cider mill. These two products will be found good money-makers by the Canadian grocery trade.

United Fruit Companies of Nova Scotia

Kentville N. S.

40 YEARS' EXPERIENCE IN BROOM AND WHISK MAKING IS BEHIND THESE SUPERIOR

HIGH GRADE

BROOMS and WHISKS

The superintendent who personally oversees our perfected system of grading corn and all the operations in our factory has had over 40 years' experience making brooms and whisks of the better kind. His watchful eye and painstaking inspection insures that our high standard of quality is uniformly maintained year in and year out. Here are a few of our fast sellers:

STANLEY	BEAVER	CANUCK
5 string, fancy corn, all selected stock, polished handle. The broom worth while.	5 string, good quality house broom, popular weight. Stands up to every test.	4 string, from cheaper stock, well made, and worth the price. Above the average in quality.

Waterloo Broom & Brush Co., Ltd.

Waterloo, Ont. Phone 286

To Be Successful—

Dealers must have stock that guarantees good profits and quick turn-over.

A whole century's success and an ever increasing demand has proved indisputably that people want—

ROBINSON'S "PATENT" BARLEY

—and—

ROBINSON'S "PATENT" GROATS

Are you carrying these profitable lines?

—Write for Prices—

COLMAN-KEEN (Canada) Ltd.

520 King St. West, - TORONTO

"Kiwi"

KEE WEE

The Quality Boot Polish

Is made in 7 varieties of shade. Black, Tan, Brown, Dark Tan and Ox Blood Tan and Patent Leather Polish, to Light Stain Polish.

ONE SIZE ONLY. Latest price list and advertising matter gladly sent to any Dealer upon request.

Are you sharing the increasing sales of this World Famous Polish?

THERE are many good boot polishes on the market—but only one "KIWI." Its great and rapidly-growing reputation is based on that best of all testimony—the glowing praises of the user.

It never varies in the smallest degree and is specially manufactured to suit climatic conditions, hence it can be safely recommended.

With "KIWI" there is a constant and rapid turnover of capital—the only real source of worthwhile profit to a retailer.

Trade price list and terms will be gladly sent to any dealer upon request.

Agents :

Anglo-British Columbia Corporation, Ltd.,
Riggs-Selman Buildings,
Pender Street, Vancouver

G. W. Price & Company,
Lombard Buildings, 70 Lombard St.
Toronto, Ontario.

Kiwi Polish Co., (Pty.) Ltd.

London, Eng.

CANADIAN GROCER

Vol. XXXVI. TORONTO, APRIL 21, 1922 No. 16

Will There be a General Turnover Tax?

Retail Merchants Throughout Canada Have Made Vigorous Opposition to Any Such Plan on the Part of the Government, but Pressure From Certain Interests, it is Said, is Being Urged to Bring About Such a Tax—Some Retailers' Opinions.

THE BUDGET speech of the Finance Minister the Hon. W. S. Fielding will be brought down in in the House shortly, but of course the exact date is mere conjecture. However the announcement that the Finance Minister will not be able to receive any deputations or make any appointments in connection with the tariff after Saturday of this week is taken in some quarters to indicate that the tariff announcement is not far off.

What the government's plans are in the way of new taxation schemes is not known, but the idea of a general turnover tax, that would include retailers has met with general opposition on the part of retail merchants from one end of the country to the other. It is stated that pressure from certain branches of business is urging such a tax, but through a vigorous campaign on the part of the Retail Merchants' Association of Canada, the mind of the retailer in regard to such a tax has been pretty well impressed on the government and the Finance Minister in particular.

Wholesalers also Oppose

Armand Chaput, president of the Canadian Wholesale Grocers' Association, and A. C. Pyke, secretary of the same organization, conferred with Finance Minister Fielding this week in regard to the Budget. However the Wholesale grocers have opposed any such proposal as that of a general turnover tax. This association prefers that the Sales Tax remain as at present, or else that it be changed to a tax affixed to the manufacturer's price alone, and collected only at the source.

The question of securing the best and the most economic method of the application of a sales tax has received very careful thought and attention by the members of the Dominion Executive Council and the Dominion Board of The Retail Merchants' Association of Canada and, as a result of investigation and enquiry, a resolution was unanimously adopted throughout Canada and presented to the Dominion Government.

Recommending that the Sales Tax be collected at the source of supply and in this way the tax would be more economically collected and it would be absorbed in the same manner as all systems of taxation are absorbed, and that the words, "manufacturer" and "wholesaler" be properly defined in the Act so as not to include retail merchants.

To place a tax of one or two per cent. on the sales of all classes of retail merchants, irrespective of the amount of profit they make, it is urged, is absolutely unfair to the retail merchant who is compelled to make a large turnover in order to secure a small profit. To differentiate between the rate of percentage to be applied to each line of retail trade would cause great confusion and its application would be very injurious to general store merchants who carry nearly all classes of merchandise, which bear varying percentage of profit. This is one point that is entirely overlooked by those who advocate a tax on the turnover or sales of all retail merchants.

Loses $200 in Year

"We are certainly opposed to any turnover tax on retailers," remarked L. E. Mills of L. E. Mills and Son, Shannonville, Ont. "It would simply mean failures in business," he continued. "I think as far as the present sales tax is concerned, the country merchant largely bears it, as he is not passing it on to the consumer. As far we ourselves are concerned, we have never added it to the cost of our goods. Last year we paid out over $200 in this way. If an extra tax has to be levied it should be done on the manufactured article and added to the cost of production."

"If such legislation is enacted," stated D. Couper, grocer at Kingston, "I would like to know how a retail grocer could stay in business. The grocers are loaded with expenses now, and this last winter, owing to unemployment, they have had to carry large amounts on their books. Let the sales tax be collected at the source. I think that is the only way."

Liebeck and Heinmiller, general merchants at Chesley, Ont., are opposed to any such tax, declaring the only place to collect such a tax is at the source.

Bernard Leacy and Co., Ltd., Pembroke, Ont. grocers and general merchants, declare that a turnover tax would be very unfair to the retail trade, inasmuch as gross turnover in many instances is large whereas profits are very small. "For instance," James Kelly of this firm stated, "we pay 35c per lb. to our customers in trade for dairy butter and retail it including delivery for 35c. As we treat the purchase as a cash transaction, and the goods sold as cash sales in both cases we would have to pay twice on practically the one turnover."

Israel Brubacher, grocer at Elmira, Ont. in opposing a tax on turnover states that he specializes in eggs, buying from 75 to 100 cases a week from the farmers. He points out that these eggs are handled at a very small margin. Thus any tax on turnover would be very unfair, as in this instance the amount of the turnover runs up fairly large. The percentage paid in cash for eggs is approximately 90 per cent, so there is very little chance of a profit on goods in exchange.

The above expressions of opinions are but a few of hundreds that have been made by grocers and retailers generally throughout the country against any proposal of a turnover tax.

Would Not Affect Peddlers

Retail merchants in Winnipeg and throughout Manitoba, recently made official opposition to this suggested tax.

It is claimed by retail merchants in the West that there is no reason why they should be singled out for the paying of a turnover tax. If the Dominion government intends to adopt a turnover sales tax, it is recommended that it should be collected at the source. Another point emphasized by merchants is that a tax of this kind will not affect the thousands of peddlers and agents who travel from place to place selling goods.

Act Prohibiting the Fixing of Resale Prices Will Not Be Put Through This Session

Will be Referred to a Special Committee That Will Meet at the Close of the Present Session of the Ontario Legislature to Consider the Act

THE ACT known as the Act for the better prevention of certain commercial agreements, that was introduced a few days ago by the Hon. W. E. Raney, Attorney General for Ontario, and which sought to prevent the fixing of the resale price by manufacturers and wholesalers, will not be put through at the present session of the Ontario Legislature. The Attorney General has intimated that this Act will be referred to a special committee who will deal with it. The committee will meet after the present session is concluded when it will hear deputations, and all persons who are interested in the proposed legislation.

R. M. A. Will Fight Measure

The Dominion Board, Retail Merchants' Association of Canada is preparing to fight this anti-combine bill. Discussing the matter with Canadian Grocer, E. M. Trowern, secretary of the board said: "When Attorney General Raney announced that he had introduced legislation to prevent the manufacturers from placing retail prices on their goods to the wholesale and retal trade, we wired the provincial office in Toronto to arrange an appointment with Mr. Raney, when delegates from all parts of Ontario, as well as the officers of the Dominion Board will be present to point out the great injustice a measure of that sort would be to commerce. The retail merchants of this country are strongly opposed to combines which are for the purpose of injuring the public, and if any such exist they should be put out of business immediately. But to put a rule around the neck of every little retail merchant, manufacturer and wholesaler in Ontario, simply because some person not acquainted with commerce may think a combine exists, is both unjust and foolish.

"If the proposed measure is of the character contemplated, it will be opposed with all the force the retail merchants of Ontario and the Dominion Board can bring to bear on it."

Wholesalers Will Oppose

As was stated in last week's Canadian Grocer, the Canadian Wholesale Grocers' Association will also take steps to oppose the passing of a Bill of this kind. A. C. Pyke, secretary of the association, discussing the decision of the government to postpone the second reading of the Act, and the appointment of a special committee to consider the legislation, stated the association will no doubt appoint a committee to lay before the parliamentary committee the position of the wholesale grocers in regard to the Act. "It will not now be put through this session," Mr. Pyke added, "and we will be ready when our opportunity comes to go before the committee and oppose it."

A Good Thing For the Trade

In connection with the interview with W. F. Morley in last week's issue in regard to the proposed legislation against manufacturers fixing the resale price on goods, Mr. Morley points out that he does not say that a manufacturer shall not have the right to do whatever he pleases, but he thought that if legislation were put through as proposed by the Attorney General of Ontario, it would be a good thing for the trade in Canada.

Mr. Morley also referred to the so-called "Gentlemen's Agreements" existing among the trade, but he thought that the majority of these were not worth the paper they were written on. "We have had 'Gentlemen's Agreements' in the past," he said, "but from now on I hope they may be lived up to." He thought that anyone who buys an article should be in a position to do as he liked with it insofar as resale price is concerned.

George G. Jacobs, jam manufacturer at Oakville, Ont., has taken out a permit to build a new jam factory on Randall Street. The amount of the permit is $5,000.

THE LITTLE RED ROOSTER

Said the
little
red rooster
"Gosh all hem-
lock! Things are tough.
Seems that worms are get-
ting scarcer and I cannot
find enough. What's
become of all those fat
ones is a mystery to me;
there were thousands thru
that rainy spell—but now
where can they be?" The old oo
black hen who heard him didn't ooooo
grumble or complain, she had gone ooooooo
through lots of dry spells, she had lived oooooooo
through floods of rain. She flew upon the grindstone and gave her claws a whet, as she said "I've never seen the time there weren't worms to get. She picked a new and undug spot; the earth was hard and firm. The little rooster jeered: "New ground; That's no place for a worm." The old black hen just spread her feet, she dug both fast and free. I must go to the worms," she said, "the worms won't come to me." The rooster vainly spent his day, through habit by the way, where fat round worms had passed in squads, back in the rainy days. When night-fall found him supperless, he growled in accents rough: "I'm hungry as a fowl can be, conditions sure are tough." He turned then to the old black hen and said "it's worse for you, for you're not only hungry but you must be tired too. I rested while I watched for worms, so I feel fairly perk; but how are you without worms too, and after all that work." The old black hen hopped to her perch and drooped her eyes in sleep, and murmured in a drowsy tone: "Young man, hear this and weep.
oooo
oooo
oooo
oooo
"I'm full of worms and happy too, for I've dined both long and well,
The worms are there as always—but I had to dig like....."

Oh, here and there red roosters are still holding sales positions,
They cannot do much business now, because of poor conditions,
But soon as things get right again, they'll sell a hundred firms;
Meanwhile the old black hens are agobbling up the worms.

Kellogg Decision Will Be Appealed

Justice Middleton's Opinion Favors Battle Creek Toasted Corn Flake Co., of London, Ont.—Litigation Started First in 1914—Statement From Defendants That Trade Will Be Protected.

JUDGMENT has at last been handed down in the famous Kellogg corn-flake case between the Battle Creek Toasted Corn Flake Co. of London, Ont., as plaintiffs and the W. K. Kellogg Cereal Co. of Battle Creek and Toronto, as defendants. Justice Middleton has given his decision in favor of the plaintiffs, restraining the defendants from manufacturing and selling in Ontario, cereal products in cartons similar in form, lettering and coloring to the cartons of the plantiff company, the injunction to take effect on May 15.

The London company asked for $100,000 in each of the two cases. Justice Middleton directs that the damages be ascertained by reference before the master.

The decission will be appealed by the defendants.

Remarks of The Judge

In giving his decision the judge gave a resume of the two cases and presented his opinion in part as follows:—

BATTLE CREEK TOASTED CORN FLAKE COMPANY, LIMITED
v.
KELLOGG TOASTED CORN FLAKE COMPANY, W. K. KELLOGG AND THE W. K. KELLOGG CEREAL COMPANY
and
BATTLE CREEK TOASTED CORN FLAKE COMPANY LIMITED
v.
THE W. K. KELLOGG CEREAL COMPANY AND KELLOGG CORN FLAKE COMPANY

Sir George Gibbons, K.C., G. S. Gibbons, Tillie, K. C., and H. S. White, K. C., for the plaintiffs.

Hellmuth, K. C., and T. G. Meredith, K. C., for the defendants.

The writ in the first of these actions was issued on the 25th of June, 1914: the writ in the second action on June 30th, 1919. The first action came to trial at London on June 18, 19 and 20, 1917, when the hearing was adjourned to be resumed at an early date if a settlement was not arrived at. Apparently nothing was done to end the litigation, and further things came to pass which precipitated the bringing of the second action in 1919.

It was ordered that the actions should be tried together, and the trial was resumed at Toronto on May 25, 26, 27 and 28, 1920, when a further judgment was made in the hope and expectation that a settlement would result, but this not having being accomplished, the trial was proceeded with January 4 and 5, 1921, and again on the 18th of March, 1921, when the evidence was closed and argument proceeded on this and the following day, both counsel desiring to supplement the oral argument by written argument.

Originated by Dr. Kellogg

The case is undoubtedly one of importance to the parties, and involving matters of difficulty, but the impression that the evidence made upon me compels me to think that some of the matters elaborately discussed, do not really arise.

J. L. Kellogg of the W. K. Kellogg Cereal Co. of Battle Creek, was in Toronto this week, and when spoken to in regard to contemplated action on the judgment that has been handed down in the Kellog case, refused to discuss the matter but intimated that an appeal will be entered against the judgment and stated that the trade will be protected.

John Harvey Kellogg, a medical man of high repute, established the well-known Battle Creek Sanitarium, mainly for the purpose of rendering aid to dyspeptics. He invented and used certain foods in the course of the treatment of the inmates of this sanitarium, and these foods became widely known and much in demand by dyspeptics throughout the United States.

Dr. Kellogg realised that money might be made of the marketing of these foods, but thought it *infra dig.* to himself take charge of this mercantile business. His brother, W. K. Kellogg was interested with him in his general business projects, and it was arranged that the commercial end of the undertaking should be carried on by the brother, so that professional discipline might not reach the doctor, but the profits of the entire undertaking were distributed 75% to the doctor, and 25% to the visible incarnation of what was really the doctor's business.

$75,000 For Canadian Rights

The situation of Canada as a possible field for exploitation had next to be considered. It was proposed that Mr. Robinson and Dr. Rhoome, who had some knowledge of the Battle Creek business, should organize a scheme for the handling of this project in Canada. In all this, Will K. Kellogg was an active and moving party. The result was a proposition to Dr. Rhoome, bearing date November 24th, 1906, sent by W. K. Kellogg followed by a letter from him on the following day. In consideration of $75,000 Dr. Rhoome and his associates were to have the right to manufacture and sell Sanitas Toasted Corn Flakes and any cereal food that they (i.e., the Battle Creek Co.) might bring out which would come into competition with Corn Flakes in Canada. The Battle Creek Companies were not to manufacture or sell in Canada at any time in the future, a cereal product which would come into competition with Sanitas Toasted Corn Flakes.

The secrets of manufacture were to be divulged; necessary machinery and material was to be furnished.

The Canadian people had obtained a charter, and were carrying on business under the name of the Battle Creek Health Food Company, Limited. The charter was issued by the Province of Ontario on the 8th March, 1905, with the full approval of the Kelloggs to the use and adoption of that name.

On the 10th December, 1906, an agreement which is necessarily the foundation of this action, was executed between Sanitas Nut Food Company Limited and Dr. Kellogg of the one part, and the Battle Creek Health Food Company of the second part. This company was then carrying on its business at London, Ontario. The consideration, $75,000, was stipulated for. The parties of the first part claiming to be absolute owners of and to have the exclusive right to the trade marks, trade names, secret formulae and recipes for the manufacture and sale of the cereal food known as "Sanitas Toasted Corn Flakes" purported to sell to the company these trade marks, trade names, secret formulae and receipes and the sole and absolute and exclusive right to manufacture and sell the product in the Dominion of Canada.

Development in Canada

In all this there was, in the beginning, absolute honesty and good faith on the part of all concerned. The business in Ontario was established and received the kindliest aid and sympathy from the parent company and all associated with it. This was not entirely disinterested, for the purchase price was payable in instalments and unless success had been attained, the price would not have been forthcoming. There was no thought or idea of defrauding or misleading the public. The Canadian concern was treated as the legitimate offspring of the American. Although the goods were put up and marketed in cartons substantially identical with the American, these cartons, save in the case of some few sent by the American Company, indicated the place of origin as London, Ontario, and indicated the Canadian Company as the manufacturer and the vendor. The goods manufactured were manufactured on the original formulae and its improvements. They were identical with the American goods. The desire of the American Company was that the goods should be as they were identical in all respects, so as to maintain the same high standard of manufacturing excellence.

The advertisements published in the American magazines circulated very largely in Canada, had imprinted upon them the statement "Canadian trade supplied by Battle Creek Toasted Corn Flake Company, London, Ontario."

"Sanitas" was found to be a word of ill omen and only induced the dyspeptic to eat the food, so "Kellogg" became the emphasised trade name and the advertisements were framed to induce the healthy to partake. This was a legitimate development and the Canadian company was permitted to share in it.

At the time the first of these suits was instituted, the goods were marketed by the defendants in Canada in cartons quite dissimilar from those used by both plaintiff and defendant up to that time. When the second suit was instituted, the cartons used were practically undistinguishable from the trade standpoint, from those used by the plaintiffs.

The answer to the action is in the first place an attempt to show that the defendants did not acquire the right they thought they acquired, owing to defective title on the part of their grantors, and also to show that the right was merely to market goods in the name "Sanitas Toasted Corn Flakes."

I think this is effectively answered by the evidence establishing acquiescence on the part of the defendant, in all that was done by the plaintiffs.

Compared to Ford Situation

It is then argued that the plaintiffs have no right because the whole transaction was such a fraud upon the public that the plaintiffs cannot invoke the equitable jurisdiction of the Court. In this case I think the principle relied upon has no application. The transaction here is no more fraudulent than the manufacture of Ford motor cars

Continued on page 22

Displays the Greatest Silent Sellers

Good Salesmen May Possess Genius to the Extent of About Two Per Cent., But the Other Ninety-Eight Per Cent. is Made up of Common Sense and Hard Work—Pointers on Drawing Business to the Store

From the experiences of P. A. KENNEDY, a retailer in Brandon, Man.

BEFORE starting in to deal with points pertaining directly to selling methods, I would for just a few moments say a few words about the buying of your stock, the kind of goods to buy and where to buy them. The foundation of every sale is "the buying of the article." There is no truer maxim than the saying "goods that are well bought are half sold."

Let us take a practical illustration: suppose one of you men to be a live grocer on one of the main streets, with a good-sized business. On Saturday morning you go down to one of your best and most reputable wholesale fruit houses and buy fifty barrels of No. 1 apples. On Monday morning you place the apples on display in your store. Having bought them from a reputable house, and deep down in your heart you know that both the quality and the price is right, naturally you are proud of your goods and you become enthusiastic over your buy. What follows?

Quality—Price—Enthusiasm

You give vent to your enthusiasm by telling every customer who enters your store about the fine apples you have for sale, and before the week is closed you find you have disposed of the whole fifty barrels. Now, what sold the goods? First of all, the quality; secondly, the price and thirdly, as a result of the first and second, your enthusiasm. But that is not all. Your scores of customers who bought the apples are sure to be pleased and not only will they come again but they will very likely, directly or indirectly, bring new customers. A quick turnover with a fair profit.

Let us take the other side: suppose you went to a house that you were not so sure of, and when you placed the apples on display Monday morning you found they were not quite up to your expectations. You are not anxious to tell your customers of your buy, you will lack the enthusiasm, and, possibly, after several weeks, in order to get rid of the goods, you will have to almost give them away. Here you have a slower turnover, decreased profits, and, the chances are, dissatisfied customers, or, in other words, loss of business. This same illustration can be applied to any line of goods or business. This brings out my first point on salesmanship.

A Word For Wholesalers

Goods that are well bought are half sold, or, in other words, in order to sell goods you must be enthusiastic and you cannot be enthusiastic when the quality is not there. Still another point in buying. Not only is it essential for you to see that the goods are right but you should convince yourself solidly in your own mind that the house you are buying from is right. Once you have done this, you should confine your account, as far as possible, to that one house, make your account worth while looking after, and you can rest assured that wholesale house will take care of it. If there are any real good buys going, such accounts as yours will get first preference, and more important still, especially in just such times as we are passing through now, if you need financial assistance at any time, that house will give it to you if it is at all possible.

I think I am quite safe in saying that there are very few retail men in this province who at some time or another do not require support from their wholesalers.

This article is the substance of an address delivered by P. A. Kennedy, of Brandon, Man., one of the livest pharmacists in Western Canada, to some two hundred merchants enrolled in the short course on merchandising put on for the retailers of the Province of Manitoba University. The Manitoba Board of the Retail Merchants' Association of Canada is deserving of credit for the part it has played, through this course, in making the retailers of the province better merchandisers.

A Few Facts on Buying

You may say this to me: "What has that got to do with the selling of goods?" It is this, gentlemen, no man can sell goods if he is worrying about a draft which he has to return the next day. This concludes the second, and, I think, very important point that I want to leave with you. Buy your goods where your credit will be best protected. Buy nothing you cannot sell at a profit, either in money or advertising. Buy what your customers want in the quantities they need and at the prices they are willing to pay.

After you have placed the stock in your store, the next problem which confronts the retailer is the successful selling of the goods. This depends almost entirely upon the attractiveness of the store, the convenience it affords, effective advertising, intelligent clerks, prompt deliveries, honest goods, service and innumerable other factors.

Pace-Makers for Salesman

Before passing on to deal with the actual personal selling of the goods, let me say that stock displays are the greatest silent selling force in modern merchandising. They are the pace-makers for the salesman. A large percentage of the sales can be traced directly to attractive store and window displays, price cards, etc. It is, therefore, obvious when I say that your selling force can be either stimulated or retarded 50 per cent. by either attractive or poor shop arrangements. Good shop arrangements are, therefore, most essential to the successful selling of goods.

Dealing with the actual closing of the transactions, I would say at the outset that probably less than 10 per cent. of all retail salesmen are skilled to the trade, the other 90 per cent. are working along in the dark, faithfully perhaps, but blindly. I am speaking in the broad sense, alluding largely to the average sales people found in the retail and departmental store. It is, therefore, essential that you supervise your sales force as you would supervise your stock.

Cleanliness and Courtesy

Skill, loyalty and interest can be aroused, you can fit and train your help to their places, but you must share with them your enthusiasm, your knowledge and your loyalty. Build up your salesmen and they will build up your business. Sales people should be impressed with the fact that patience, tact and a common sense view of the customers' wants are most essential. Courtesy towards your customers is of inestimable value; in fact, courtesy is the main spring of business life.

Do not allow a customer to enter your store without greeting him or her with a pleasant "Good morning, Mr. Brown, or Mrs. Jones" as the case may be. But, above all, do not over-do it. Every salesman should be neat and clean and, as I have just said, he should not only be polite and tactful with his customer, but he should be thoroughly conversant with the department which he represents. Not only should he know where every article is in that department or store but he should, so to speak, "understand his business."

Broadly speaking, 90 per cent. of the buying public have to depend upon the integrity of the salesman as to the actual value and quality of the goods. Let me ask—what does the average layman know about the quality and value of jewelry, teas, drugs, hardware, or, in fact, almost any commodity you might mention.

Honesty The Best Policy

This leads me to the key-stone in the arch of every successful sale—honesty. Honesty is the best policy. Honesty has its assured reward. Fraud is a bubble. Truth is a rock that cannot burst

It is good business to live and let live. You are all familiar with a paragraph which I am going to quote to you, written by that great English writer, Shakespeare, in the Merchant of Venice—"If I can once catch him on the hip I will feed fat the ancient grudge." You know what happened, he got caught himself; and so will every salesman who adopts this method of getting business.

I have spoken in the broad term of the salesman "knowing his business." When he approaches his client the salesman must bear in mind that he must first of all gain the confidence of his prospect. To obtain that confidence, the salesman must in one way or another prove to his client that he is thoroughly conversant as to the quality and value of the particular line of merchandise in question, be it jewelry, dry goods or musical instruments, or any of the larger commodities. Once the confidence is gained, it being taken for granted that you have the line of goods wanted, the sale is very easily closed.

Adaptability and Politeness

Adaptability and politeness are very essential, more particularly with ladies. I once heard of a very successful shoe clerk who in his knowing the likes and dislikes of women generally, was one day selling a lady a pair of shoes. His client had tried on the footwear and one of the shoes seemed to fit a little tighter than the other. The lady remarked "one of my feet must be larger than the other." The wily clerk replied, "No, madam, one of your feet is smaller than the other." I think you see the point I am driving at.

Kindness to children at all times, whether they are accompanied by their parents or not, is good business. Gentlemen never overlook the fact that the kiddies of today are the men and women of tomorrow.

As I said at the outset, deep down in your heart you must know first of all that your goods are right. Naturally, if you have any license to be on the floor as a salesman, you become enthusiastic over your merchandise. Give vent to your enthusiasm in your own natural way and you will find the closing of big deals, not only easy, but a pleasure.

Honest goods and enthusiasm are the two main essentials in closing your first sale. Maintain that quality, give service and the other sales will close themselves. We find particularly noticeable that a large percentage of our new business is a direct result of previous sales which were well and successfully closed.

Closing a Big Deal

Speaking of closing big deals: In August, 1920, when I was president of the Brandon Board of Trade, I went to Eastern Canada on a holiday. Before leaving I made up my mind that I was going to sell a fine big, brick and reinforced concrete warehouse which the city of Brandon had built for a wholesale dry goods firm in 1914, and which,

P. A. KENNEDY

Brandon, Man., pharmacist and former president of the Board of Trade of that city, whose views on "Selling Methods That Bring Results," are not at all theoretical, but are based on actual experience and practice.

so to speak, was a white elephant on the city's hands all these years. I arrived in Toronto and started out full of enthusiasm and a determination that I was going to dispose of that warehouse. I called upon several big jobbing houses and laid before them my proposition, and, although I had received some very nice and pleasant interviews, nevertheless, I was turned down at every call. I kept on going, and finally walked into the office of the general manager of one of Canada's largest farm implement houses. I was very nicely received but was told they had no intention of making further extensions in Western Canada. I pressed hard my claim, and kept on pressing, until finally I knew my hearer was becoming interested. This gave me new life, so I put forth the best argument that was in me, with the result that he called into his office the vice-president of the firm, and in less than six weeks I had closed with that house a deal running close to $140,000. Faith, enthusiasm and determination closed that deal.

Drawing Business to Store

I merely mention these actual experiences of mine to give you what I have found to be the real foundation of the art of selling goods. With confidence, enthusiasm and determination you can accomplish anything. Why was it that the line of battle in Flanders held by our Canadian soldiers was never broken? Simply because they knew they had right on their side and coupled with that confidence was an enthusiasm and determination that struck terror into the heart of every opposing Hun, who no doubt must have known his goods were not up to par.

How to draw business to your store—it might be of interest to you to hear of some of the ways which we have found most successful in our own business. In fact, it is not my intention to talk theory. I have tried, as far as possible, to base the main topics of my address to you upon my own practical experience, and which I have found to work out successfully.

Starting With Limited Capital

When I started in business in Brandon sixteen years ago, I had a very limited capital; in fact, so very limited I do not just know if I am even justified in calling it capital. I was told I should be prepared to lose money for the first six months, but I could not afford to lose money for even the first week, so I made up my mind I was going right out after business. Two days before I opened my store I sent out an invitation of a type-written letter, properly addressed and signed with the pen, to every lady householder in the city, announcing our business policies and the opening of our store on a certain date.

My store was very small but neat and attractive. I backed my letters up with newspaper advertising, and I want to tell you, gentlemen, that not only did I pay expenses but I made money from the day I opened.

We use these letters from time to time whenever we have something extra special to announce, and I can tell you it is the very best kind of advertising.

Opportunity Knocks Once

There is a saying that "Fortune knocks at your door but once." Speaking of selling goods, I would say that the opportune moment for closing your deal comes but once. The successful salesman is always keen to realize when that moment has arrived. Most of you, no doubt, have seen deals spoiled by either showing too much variety or by too much talk after the client has reached the point where he is ready to close. There is no set rule, the temperament of no two people is exactly the same; some people can be led very easily, others have to be driven, then again others have to be given their own way.

The circular letters I have spoken of can be used successfully in every line of advertising, either for announcing a sale of chewing gum, three for 10 cts., or for attracting the largest kind of industries to your city.

Advertising With a Punch

In March, 1920, when I was president of the Brandon Board of Trade, I sent out a circular letter to a number of big prospective firms in Eastern Canada, outlining the advantages which our city had to offer as a distributing point. As a direct result of one of these letters, negotiations were entered into with a big oil company, and the following June we closed a deal for a $300,000 distributing plant which is to-day operating in our city with a staff of approximately one hundred employees. These examples are direct results of advertising, which no man can dispute.

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Calls "Spiff" System a Mischievous One

This Plan Places a Weapon in the Retail Salesman's Hands That He is Very Often Likely to Misuse—Practice is Not At All Common in Canada, and Merchants Are Well Advised to Carefully Consider it Before Putting It In Operation

THE system of giving "spiffs," or special commissions, to retail clerks, is one which has been in use in Canada for many years. Up to the present time the custom has been confined to extra commissions allowed by the retail merchant to his clerk on the sale of goods which, for one reason or another, were difficult to dispose of.

The "spiff" system has of late, however, been extended in many stores in the United States to cover a special commission allowed by manufacturers to clerks in retail stores on the manufacturer's own goods. The ethics or morality of the system was lately discussed in an article in Printers' Ink, in response to a request for an opinion on the subject from an advertising agency. The enquirer was making an investigation for a client and asked a lady clerk how the product was moving. Her reply was: "Pretty fair, but you don't give 'spiffs.' I get at least 5 per cent on nearly all the articles in my department and it is a 'dead' article that does not give 'spiffs'."

Not In Practice In Canada

As far as Canadian Grocer is aware the system of manufacturers giving "spiffs" in this way has not yet been instituted in Canada, but in view of its adoption over the border, it is not unlikely that some enterprising merchant may endeavor to try it here. It is therefore worth while to give some consideration to the advisability of retail merchants permitting its introduction into their stores. The opinion arrived at by the writer of the article referred to above is that on the whole it is an intolerably mischievous plan. While it is used by many reputable concerns, he considers it can only be regarded as a thoroughly vicious system and one that causes untold harm not only to the manufacturer and consumer, but also to the retailer who allows it.

In a Class With "Own Goods Bonus"

Spiffs are in a class with the "own goods bonus," which some of the chain and department stores give their clerks for selling their own special brands. Theoretically, there is a lot to be said in favor of the plan of giving a clerk extra commission for pushing certain goods. It is a merchant's undoubted right to promote the sale of any merchandise he chooses and to use any legitimate method to accomplish his purpose. In actual practice, though, the "spiff" system does not fulfil this theory. It places a weapon in the retail salesman's hands that he is very likely to misuse. Unless he is built in a heroic mould, he is not able to withstand the temptation to use the system unwarrantably.

Evil of "Spiffs"

The trouble with the "spiff" system is that it is an attempt on the part of the retailer to defeat the working of consumer demand. In many cases the clerk who gets extra pay for selling certain things is likely to dissuade a customer from buying a definite brand for which she came into the store. Of course, if the buyer has no choice and if the proferred article is as good as any other the store carries, there is no harm in selling the "spiffed" merchandise. In like manner the "own goods" bonus or the manufacturer's special bonus is unobjectionable, if the customer is allowed free sway in her choice and no attempt is made to substitute on her definitely expressed demand.

But that is just where human nature is weak. If the salesman knows that he personally will make a few cents every time he succeeds in switching a customer over to the article he wants to sell, he is going to seize every opportunity to do so. In many cases, "spiffed" merchandise is undesirable. For some reason it does not sell. That is why a "spiff" is attached to it. Too many salesmen will not show customers anything but these "spiffs." This does an injustice to the store. It gives customers the idea that the stock is inadequate. It may be taken as a fairly safe conclusion that a client who once gets the idea that he has been sold a "spiff" will avoid that store in future. Hence the system is likely to cost the retailer vastly more than he will ever get out of it.

Reverts to "Caveat Emptor" Principle

The trouble with this whole scheme of selling, says the editor of Printers' Ink, is that it causes a reversion to the caveat emptor principle. For a time the retailer steps down from the professional standard of his job and becomes a mere trader. Professionally it is the duty of the merchant to see that the best interests of the customer are always served. Marshall Field taught us the wise selfishness of this course.

The reader may perhaps be able to quote instances where the system has worked well. If so, Canadian Grocer will be pleased to hear of them or to hear opinions of merchants on the advantages or disadvantages of the system generally. As far as can be judged at present, however, the system appears to be of doubtful value, and one that should receive the serious consideration of the merchant in its various aspects before it is put in operation.

DISPLAYS THE GREATEST SILENT SELLERS

Continued from page 21

Newspaper advertising is also excellent but in order to make advertising of any kind pay you must put a "punch" into it. You know what I mean. Make your advertising stand out with a real message in it, either with attractive prices, or something of interest said, which will hold the attention of the reader.

Always be a Booster

My subject is "Selling methods that produce results." Has it ever occurred to you when you are associating with your fellow business men, meeting them with a kindly good fellowship spirit, taking an active interest in the promoting of the welfare of your town or city, that you are actually helping to sell your wares? Ask yourself the question. "Have your fellow business men ever put any business in your way?" If not, then you can rest assured you are not doing your duty to the community in which you are living, or in other words, you are a "saprophite," sapping the life out of the community and putting nothing back in return. On the other hand, if you are associating with your fellow retailers as you should be; if you are helping to build up your city, you can at once recall many instances where valuable trade has been put in your way as a direct result of your local activities.

In conclusion, let me convey this message to you. Not only should you put enthusiasm into your buying, into the attractiveness of your store, into your dealing with your customers and into your advertising, but into the community in which you are making your living. Be a booster at every turn of the road.

KELLOGG DECISION WILL BE APPEALED

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at Ford City in Canada by the Canadian Company, everyone knowing that these are manufactured by a branch company, the parent company being in Detroit.

The contention made is too wide and quite unwarranted by the cases. This being my opinion of the case upon the merits, I think it better not to follow the example of the parties and hold the case for a long period for the purpose of preparing elaborate reasons, but to start the case upon its career, with these findings of the fact, and my opinion as to the legal questions involved. They can be, if necessary, more elaborately discussed upon appeal.

How this Grocer Meets the "Cut" Prices

The Problem Worked Out Its Own Solution in This Instance Because the Advertised Line at the Lower Price Did Not Represent Quality—Public Appreciates Service and Quality

MONTREAL.—Local grocers are loud in their complaint about the price cutting in large departmental and "cut-rate" stores in this city. Every evening the local papers carry at least five big lists of cut prices on staple grocery lines and many re ail grocers have complained of the effect upon their business. It is therefore interesting to hear the story of one local grocer who has no complaint to make and claims he has, as far as his trade is concerned, made himself immune to the inroads of price-cutters.

Features Service

Here is the story as told to a Canadian Grocer representative by Alex. Davidson, proprietor of a grocery store at 4907 Sherbrooke St., Westmount. "At first I was troubled by the advertisements I saw in the paper quoting prices on grocery lines below what they cost me. If I had continued to be troubled, I would have been in a fine fix now for two cut-rate stores have opened near me, and the circular sent out by one of the stores quotes shockingly low prices. I have ceased wondering how they buy at the prices they do. In fact one look at the shelves of one of these stores explained. That however was the least of my troubles. The departmental stores with their C. O. D. system seemed the worst. For a time it looked bad. Customers were telling me how much cheaper they could buy the same brands down town. I could say nothing.

Works Its Own Solution

"Finally I learnt how to fight it, through a discussion I had with one of my customers. She wanted to buy a dozen of a certain brand of assorted soups. She asked the price and I told her $1.90. For some time previous she had been giving me the same order and had assorted the dozen to her liking but this time I was surprised when she told me that she could buy the same soups down town for $1.75. I explained to her that that was just exactly what it cost me and that I was entitled to a little profit at least. I asked her to tell her husband just what profit there was in the line. I was confident that he would understand. However he insisted that she would have to get the order at the departmental store if I could not meet the price. I refused as nicely as I could and she left. I felt then that I had to do something or I would be losing all my trade in the same way.

Customer Comes Back

"A few days later this same woman came into the store and ordered a dozen of the same brand of soup. I feigned surprise and in an off hand way mentioned that she must use a lot of soup. 'Oh no,' she said, 'I haven't had any since I got my order from you last. I did order some that I saw advertised by a departmental store but when they were delivered I found that the assortment was of soups that I would never use. I sent them back.'

"When she told me that, I knew at once what that store had done and told her that I would be only too pleased to quote her the same price on the varieties the other store had sent her. Knowing her choice by experience, I never thought that she might take the soups which of necessity come with every shipment of that particular brand and which every grocer finds hard to move. The outcome was that this customer came back to me and has never since been tempted by the so-called bargains offered by cut-rate stores. Personally I always feel that there is a 'nigger in the wood-pile.'

Appreciate Quality and Service

"I have come to the conclusion that no matter how thrifty a customer is she demands and appreciates service and quality, a thing that is always lacking at these so called bargain counters. I believe in a fair price with a fair profit but always sold with the guarantee of a reputation for the best service and the best quality."

A number of instances of dissatisfaction of customers through dealing at cut-rate stores have come to the attention of Canadian Grocer and in each case the "family grocer" has benefited by the experience of the customer. The grocer who features quality and service wins out in the end, for he holds the confidence of the people.

Solving the Late Order Problem by Telephoning Customers in Advance

A Call to Customers Not Only Gets Orders in Early but Gets Bigger Orders—One Grocer Keeps Telephone List and Believes it Helps Sales

MONTREAL.—Many grocers are weekly faced with the trouble and inconvenience of getting the Saturday order out in time. The attitude of most customers seems to be that their grocer has nothing to do other than prepare their order and deliver it whenever they care to place it. It is evidently thoughtlessness and can be remedied by a little diplomacy on the part of the grocer. The following shows how two grocers in this city have practically eliminated the last minute congestion on Saturday morning.

Calls Customers on Friday

Every Friday morning some one in Henry Russel's store, at 847 St. Catherine St., West, calls a list of customers and suggests in a polite way that they place their order on Friday evening if possible so that the clerks can get it out on the first delivery in the morning and so save the congestion at noon hour. The request is made in such a way that it leaves the impression with the customer that the store is anxious to give particular attention to their order.

Victor Russel assured Canadian Grocer that the scheme is a success in a number of ways. In the first place it gets the orders in earlier but it also provides a means of increasing sales. When the conversation with the customer over the telephone has been opened by speaking of a better service in delivery, the clerk has a good opportunity to speak of special lines. "We have found that it has built up our sales of fresh vegetables, meats and fruit. Another point is that it shows the customers that we take an interest in their order and that means a lot to the business.

Preparing the List

"We have built up a list of customers who have telephones. We started with our old customers and put their names down in a book kept for the purpose. Week by week we add to the list. Every time a new name appears on our order list we put it down in the book and note the telephone number. When Friday noon comes we simply have to go down the list in that book and check off the names as they are called. The results are surprising. In some cases it means making a special note opposite the name in the book. Some customers are punctual in placing their orders and it would be an insult to them to suggest that they place their orders earlier when they are in the habit of having it in early on Friday. When this note appears in the list, the clerk simply calls to mention the fact that we have a particularly nice line that the customer might like for

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CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886.

The Only Weekly Grocery Paper Published in Canada
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Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LTD.
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MONTREAL WINNIPEG VANCOUVER

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Misdirected Judgment

IN HIS judgment on the Kellogg corn flake case, Mr. Justice Middleton unnecessarily refers disparagingly to the product itself. He said that his "analysis of corn flakes would be that it is 49 per cent. advertising, 49 per cent. profit, one per cent. carton and one per cent. flavoring and the food value as a trace merely." It can safely be assumed that he did not analyze it.

Just why he went out of his way to make such a declaration in connection with his decision is difficult to say. The product was not on trial, rather the opinions of the two litigants as to their rights in Canada.

The real foundation of the present corn flake business was the sanitarium of Dr. Kellogg in Battle Creek where he made and served this dish to his patients. These patients found it a wholesome food and as they went out to their homes continued to order it by mail. Thus the business got its start, and is there anyone (with the exception of Mr. Justice Middleton) who will say that it could develop to such proportions if the food value was "but a trace?" Advertising has undoubtedly helped to develop the corn flake business but it was not the foundation of it.

* * *

Will Margarine Be Retained?

WHAT THE government's action will be in the way of extending the act permitting the importation and manufacture of oleomargarine in Canada, is still a matter of supposition, but the whole question is to be discussed shortly in the House.

The only opposition to such an act appears to come from the dairy interests. Retailers who handle the product and the consuming public have certainly lost no opportunity to impress upon the government, the necessity of continuing such an act, thus permitting the manufacture and importation of a product that is clean and wholesome, and in demand by various sections of the community.

Through the efforts of the Retail Merchants' Association of Canada, a memorandum has been placed in the hands of the members of parliament, pointing out a host of reasons why all restrictions on the importation, manufacture and sale of oleomargarine, should be immediately removed. The demand for oleomargarine is steadily increasing, and it is important to note, in any effort to have it retained in Canada, that the Chief Dominion Analyst himself, puts the stamp of approval upon it, by declaring that it contains no harmful ingredient.

The National Council of Women have waited on the government, pointing out that oleomargarine is a food that is pure, nutritious and wholesome, and is a necessity in the poorer homes of the country, where butter is prohibitive.

Thus if the government accedes to the wishes of the dairy interests in this matter, it will do so in the face of insistent opposition on the part of the consuming public and also of the hundreds of retail grocers and other merchants who carry the product.

* * * *

U. S. A. Tariff Bill

THE TARIFF BILL which the United States Government plans to make a permanent measure appears to be aimed directly on all foreign competition and it would seem that the United States is preparing to build such a high tariff wall that all outside competition will become practically impossible. One of the leading features in the bill is the power given the President to increase the rates fifty per cent. if conditions so warrant it, or in other words when circumstances are such that the increased importations make competition too keen. Where Canada is hit the most is in the products of the farm. Under the Fordney bill, rates on grains and livestock were considerably advanced, but in the present proposed bill, the rates are even higher. On wheat the new tariff is 30 cents per bushel of 60 lbs. and on flour 78 cents per hundred pounds, beans, 25 cents per bushel, peas, 10 cents per bushel, split peas, 20 cents per bushel, barley 20 cents per bushel, oats, 15 cents per bushel and rolled oats and similar oat products, 90 cents per one hundred pounds. The proposed duty on butter, oleomargarine and butter substitutes is 8 cents per pound; cheese, valued at less than 30 cents per pound, 5 cents per pound and when valued at 30 cents or over per pound, 25 per cent. ad valorem; poultry, live 3 cents, dressed poultry, 6 cents per pound; and eggs, 8 cents per dozen.

One of the phenomenal increases in duty is in shelled nuts, and although not affecting Canada to any extent it is interesting to the grocery trade. The tariff on shelled walnuts under the new bill is 12 cents per pound, as compared with the present duty of 4 cents, and on shelled almonds, 15 cents, as compared with the present duty of 4 cents per pound. The duty on spices varies from 2 cents to 10 cents per pound, depending upon the variety. These lines are imported into Canada direct from the producing countries and if shipped through the port of New York, they do so in bond so that these increased duties will have little bearing upon the Canadian trade. There are times, however, when nuts and spices are purchased in the New York market, but generally it only occurs when the New York market is lower than the markets in the countries of origin, such as a few months ago in the case of shelled walnuts. In cases of this kind, if the nuts are produced outside of the United States, purchased by New York brokers, and resold to Canadian purchasers, then those nuts would necessarily bear the higher tariff rate.

* * * *

Holding Retail Clerks

THE COMMENTS made recently by a number of grocers about the inability of the grocery trade to command the services of the better class of young salesmen has brought to light a number of facts regarding conditions which tend to drive men out of the grocery business instead of attracting them. A grocer who has seventeen clerks in his employ stated that he could not keep all the positions in his store filled. Clerks were continually coming and going, and as soon as they had been trained into the art of salesmanship they moved into another branch of the retail business. One of the difficulties, the main one, seems to be that the hours of work are longer than in any other retail business.

Many retail grocers are ready to shorten the hours but each waits for his competitors to make a similar move, with the result that the refusal of one to comply with the suggestion spoils the whole program. Concerted action is needed.

Is He Right in Buying the Small Lot?

Grocer Discusses the Question of Quantity Buying— A Splendid Adaptation of Contention That it Never Pays to Carry Goods Beyond Normal Turnover Period

By HENRY JOHNSON, Jr.

HERE IS a man who takes figures and applies them to the analysis of his own daily business.

Dear Mr. Johnson:—Last evening when a Blank Baking Powder salesman was in, two things were called to my attention, first the spread between the price of one pound and ten pound cans, the pounds costing 28c. and the tens costing 16c. Seems to me that is some difference.

Next, your article in issue of January 17th. According to the company's records I use three dozen cans per month. The salesman claims the best way for me to buy the powder is in their big deal quantity—sixteen dozen every six months, with seven, eight and fifteen per cent. off. I claim the deal of six dozen with four per cent. is the best way. I am sending you my figures according to the article and want to know if they are correct and if I am right in buying the small deal.

Figures from large deal of 7-8-15 per cent., makes cost $3.02 per dozen.

1st month sales, 3 doz. at 35c., $12.60, cost $9.06, gross earnings, $3.54.

Repeat that five times for 15 dozen and I have gross earnings which total $17.70. I employ $45.37 capital, so my gross on capital employed is 39 per cent. plus.

On the smaller deal of six dozen at cost of $3.22 for the same five months my figures look this way:

Month sales. 3 doz., $12.60 with gross earnings of $2.94.

I do that five times, showing earnings of $14.70 with $19.30 capital employed, and that shows capital earnings of 76 per cent. plus.

Following your method of reaching net earnings, but assuming an increase of two instead of three per cent. in expenses each month, I figure as follows:

Gross Earnings (all Per Month)	Expenses	Net Earnings
$3.54 1st month.	Deduct	17 per cent.
$3.54 2nd "	"	19 per cent.
$3.54 3rd "	"	21 per cent.
$3.54 4th "	"	23 per cent.
$3.54 5th "	"	25 per cent.
on sales	$12.60, $2.14,	$1.40
" "	12.60, 2.40,	1.14
" "	12.60, 2.64,	.90
" "	12.60, 2.90,	.64
" "	12.60, 3.25,	.29

Capital, $45.37. Net Earnings, $4.37. Shows 9.6 per cent. plus. If we use same figures and add only one per cent. extra to expenses per month, we shall show net of 12.6 per cent.

Small Deal Figures Show up Better

On six dozen cans:

$2.94 1st month.	Deduct	17 per cent.	
$2.94 2nd "	"	19 per cent.	
$2.94 3rd "	"	17 per-cent.	
$2.94 4th "	"	19 per cent.	
$2.94 5th "	"	17 per cent.	
Sales $12.60	Expenses $2.14.	Net	.80.
" 12.60	" 2.40	"	.64.
" 12.60	" 2.14	"	.80.
" 12.60	" 2.40	"	.64.
" 12.60	" 2.14	"	.80.

This shows earnings of $3.68 on capital of $19.30, per 19 per cent. plus.

That is a splendid adaptation of my contention that it never pays for any merchant to carry goods beyond the normal turnover period, no matter what advantage may seem to accrue. It is well also to note that all questions of stock handling, rehandling, storage and wastage expense are omitted from this demonstration.

There are exceptions to all rules and such must not be overlooked. But really the exceptions are few. Also it is better to err on the side of conservative stock carrying always. If any man will use his imagination a little and picture to himself his stock all along the line reduced to a minimum—say cut in two from its present quantity—and the money thereby represented invested in sound bonds with interest coming in automatically, he will be apt to get the right slant on this question.

And, while reduced handling and expense thereby entailed on one item may not cut much ice, a horizontal reduction which results from putting minimum buying into practice throughout the store will work marvels in the expense account.

This correspondent has the right idea and I wrote him to stick to his plan of short buying and rapid turnover with the formation of the habit of drawing out his earnings in money and putting away a surplus each month.

British Columbia Merchant's Story

A merchant in British Columbia writes me that he likes my stuff. He has been in business a dozen years. Made money from the start which he invested in real estate and promptly lost. He kept no books and got into a bad mix-up so that if his jobbers had not been willing to wait they probably would have collected 50 per cent. and another man would have been wiped out. But they helped and to-day this man is rather well out of the hole.

When he realized he had to know where he was heading in, he took night classes in bookkeeping. I wonder just how many grocers would think enough of their future to do that? He did that for two winters, and now he knows what he is doing. Note, further, that when he started he was without any experience and he says he has trade papers to thank for his success.

Feeling "rather disappointed" with results last year, he writes me for advice, for he has only played even. But it is noteworthy that he knows this, whereas many do not know where they stand at any time. One thing he says which I quote:

"I know you will criticise me for not charging the business with rent or interest on capital invested; but go ahead and say what you like. We are a good distance apart!"

I like that. Shows he is a good sport. And the fact that he expects me to make this criticism shows I do not need to make it—he knows it himself already.

He cut 20 per cent. of stock values to cover depreciation. He has some keen competition and it seems to be of the ignorant order, but that is everywhere and evidently this man can handle it O. K.

Immediately I wrote him to cover the main points, some of which are all right now and some are in need of strengthening. At first glance, I figured his average margin on sales as only a little better than 13 per cent., but as I re-figure now, I see he makes just short of 16 per cent., and that is probably near the limit on groceries in his territory. Having in mind groceries exclusively I told him to get all of 16-2/3 per cent. But on the general merchandise plan he should be able to get at least 18 per cent. and perhaps 20 per cent. on the average for all except groceries, and that would enhance his earnings from half to one per cent. along the line. Add that to the 2/3 per cent. and the total enhancement may run from one to nearly two per cent.—from $400 to $800 a year.

Splendid Turnover Shown

He has a splendid turnover, apparently running to nearly eighteen and a half times. Therefore, he has little surplus to care for and bother him. So by pushing profitable lines, by displaying such money-makers and trade-builders as fruits and vegetables which maybe his neighbors do not handle with much skill, by setting his own pace and not waiting to have others show whether "it can be done," I think he can build up his profits considerably. I know perishables are hard to handle many months every year in his region, for the winters are long and very severe, but many grocers in such places as Moose

(Continued on page 35)

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Maritime

D. L. Wear has opened a grocery store in Annapolis Royal, N. S.

Quebec

J. O. Dupuis, of the Montreal Arbitration Company and one of the founders of Dupuis Freres, Ltd., 447 St. Catherine St. East, is at present confined to his home as the result of a stroke of paralysis which overcame him last week. Mr. Dupuis who is seventy-one years of age was in the Bank of Hochelaga on St. James Street when he suffered the stroke. Mr. Dupuis severed his connection with Dupuis Freres, Ltd., departmental store, in 1897 and his brother, J. M. Dupius is now president of the company.

Ontario.

Benson Still for some years a grocer in Belleville, passed away in that city on Saturday last. He was 78 years of age.

Paris, Simcoe and Brantford councils have all decided against daylight saving.

E. J. Hill, Chatham, has sold to the Dominion Stores, Limited. Morris Rosen, Sarnia, has sold to H. Stevenson.

The Board of Health of Chatham, has passed a resolution requesting the bakers of the city to wrap their bread in order to protect it from the dust and other dangerous conditions in its delivery.

H. R. Mackenzie, formerly Canadian manager for Cudahy & Co., and latterly managing director of the Dominion Chocolate Co., has joined the staff of the Harold F. Ritchie & Co., and will handle a territory for the chocolate department.

It is reported that a number of merchants in Guelph, were recently victimized by a clever cheque artist, who it is stated, got away with several hundred dollars. The cheques used were taken from the storeroom of the Ontario reformatory and were not missed until after reports came through of what had happened to several merchants.

Business Changes

John Appelby is now in business with a stock at 268 Coxwell Ave., Toronto.

W. H. Cliffen is now in business in Birch Cliff.

Grills and Evans have commenced business with a store in provisions, etc., at 1448 Gerrard St., east, Toronto.

F. D. Carson is now manager of the U. F. O. store, Simcoe Street, Peterboro, Ont.

J. Coleman has commeneced business at 880 St. Catherines St., Montreal.

R. J. Brown, has joined the staff of Nicholson and Rankin and will cover the city trade in the interests of the firm.

Ontario Retail Grocers to Hold a Convention

Retail grocers throughout Ontario will meet in convention in Toronto at the Prince George Hotel, on May 17 and 18. The program for this convention has not yet been drafted, but many matters of vital interest to the trade will be discussed, and it is expected that the attendance will be very large. At any rate every effort is being put forth to make this convention a big thing for the retail grocer. Further announcements will be given in succeeding issues.

Grocer is Hurled Into the Street When an Explosion Occurs

Montreal.—A Montreeal grocer thought that a coal-oil tank was empty and ordered three plumbers to do some work on it, but it wasn't! The grocer was hurled into the street by the explosion that followed and the three plumbers were knocked down.

J. A. Filion, a grocer of 634 Craig Street, East, Montreal, one day last week was having some work done on a coal-oil tank in the cellar of his store. Mr. Filion at the time was standing beside his counter near the front of the store. When the explosion occurred, in some manner he was so quickly transported to the middle of the street that he cannot now recall how he got there, except that there is a large hole in the front window of the store which looks as though he had passed through it. Further than that he has no recollection of how he reached the middle of Craig Street. The three men working in the cellar were thrown to the ground, but suffered no injuries. Canned goods and broken bottles littered the floor and a fire broke out which was quickly extinguished by the fire department.

The theory is that the sudden displacement of the air by the explosion smashed the front window before the proprietor passed through it, since Mr. Filion received little or no injury from his experience.

E. D. SMITH & SON WIN TWO ACTIONS AGAINST RAILWAYS

E. D. Smith & Son, Ltd., Winona, Ont., have been awarded damages in two suits in connection with fruit shipments. One action against the C. P. R. was settled out of court, the C. P. R. having paid the entire claim of $700. The action was the outcome of the damage done a car of grapes and apples shipped to Winnipeg in December, 1920. Owing to the car being too much heated, when the grapes arrived eleven days later in Winnipeg they were practically cooked. The apples were not much harmed.

A claim was also made against the Hamilton, Grimsby and Beamsville railway for $236. damages to a car of plums, peaches and pears shipped to Montreal, and which arrived in such bad shape that it had to be sold at anything it would bring.

FISHING WITH TRAPS IS WIPING OUT SALMON

Washington.—The salmon supply in Alaskan waters will be completely wiped out within a few years if trap fishing is not prohibited, William Paul an Alaskan fisherman of Indian descent, told the House Merchant Marine and Fisheries Committee the other day. Mr. Paul said that native fishermen in south-eastern Alaska, anxious to have someone present their side of the fisheries question to Congress, had subscribed a fund to send him 4,000 miles on such a mission.

Traps placed at advantageous points catch as many as 75,000 salmon a day, the committee was told. Seine, fishermen, Mr. Paul declared, are unable to make catches that in any way compare with the yield of traps.

He criticized the United States Bureau of Fisheries, which he declared, had "failed to perform its duty at all stages in its supervision of Alaskan fisheries."

NEW GOODS

Cooket—A New Shortening

Lever Bros., Limited, Toronto, are manufacturing a new vegetable shortening under the name of "Cooket," also a number of Cocoanut oil products.

An Electric Extractor

The California Fruit Growers Exchange are placing on the Canadian market an electric extractor for extracting the juice of oranges and lemons. This is chiefly for fountain use, for hotels, etc. The Marsh Grape Juice Co. of Niagara Falls, Ont. have been appointed Canadian distributors.

Earlier Closing Would Make it Easier to Get More Competent Help

Better Class of Salesmen Shun the Grocery Business Because the Hours Are Too Long—Some Montreal Grocers Would Like to See Shorter Hours

MONTREAL.—A number of local retail grocers are once again bringing up the question of shorter working hours for the grocery business, in the hope that their plea may at least awaken wider interest than it has in the past. The help problem in this city has done much to direct attention towards shorter hours and some retailers have expressed the hope that at least in sections of the city some arrangement may be made whereby groups of retail grocers will voluntarily close their doors one hour earlier.

To Solve Help Problem

R. Roderique, proprietor of the Claremont Grocery, 4945 Sherbrooke St., in discussing the question with a Canadian Grocer representative said, "Just so long as it is necessary for grocers to keep their doors open until seven o'clock in the evening, will the grocery trade be faced with the problem of getting and holding efficient help. Either the grocer must pay much higher wages than the other businesses or else be content with help that cannot find work elsewhere. No sooner does a grocer get a clerk trained to his liking than he becomes dissatisfied with the long hours and, being a real salesman, finds work in another branch of the retail business where the hours are not so long. As it is, the store is open until seven o'clock and by the time things are cleaned up for the night it is at least a quarter past seven before the clerk can start for home. It is at least eight o'clock before he has his supper and his evening is practically spoiled, if he wants to go to a theatre. It is little wonder then that it is hard to hold good clerks. At the present time all we can get is the help that cannot find work where the hours are more pleasant. It is not profitable to employ men who work in a grocery store for the sake of a job. That kind are apt to drive business away because their heart is not in their work. It is far cheaper for the grocer to pay more for real salesmen, but the demand for such men is so widespread that the grocery trade cannot attract them, unless almost impossible wages are offered.

Better Type Needed.

"Montreal grocers at least will recognize the fact that there is a dearth of the better type of men available for the grocery business. To my thinking shorter hours, or earlier closing, is necessary. I for one favor six o'clock closing and am willing to put both time and money behind the movement to obtain it. To me, personally, it makes little difference, for I own my business but I can see that I could have a better class of help in my store, who would bring me more business, if it were not for the fact that that class of men shun the grocery business on account of the long hours."

Much Gained and Little Lost

Alex. Davidson, proprietor of a grocery store at 4907 Sherbrooke St., West, Montreal, expressed practically the same ideas in this connection but enlarged on the fact that the proprietor has far more to gain by earlier closing than he could possibly lose. "I have closed my store," said Mr. Davidson to a Canadian Grocer representative, "earlier than the other grocers around me, during the summer months, and have found that I lost little or nothing. If a grocer takes a little time to explain to his customers that he is going to close his store sharp at six for the benefit of his clerks, they will understand and cooperate by making their purchases a little earlier. The reason grocery stores have kept open later than other retail businesses is that every grocer feels that if he takes the initiative some of his trade will go to other stores. If a grocer feels that way about it he does not rate his own service very high."

Some Localities Differ

The problem is a different one in other localities of the city. One retail grocer explained that he serves a number of people who are at work all day, people who go to business and who are unable to make their purchases until after six o'clock. In that locality, the grocer renders a service that makes it necessary for him to keep open shop until after the down-town hour of closing. Still, in the residential districts, there is no reason why people cannot have all their provisions ordered before six and in those districts it remains for the retail grocers to come to an understanding between themselves.

One Grocer Out of Eleven

In one residential district of Montreal there are eleven retail groceries. Ten of the proprietors have expressed their willingness to close their doors at six o'clock provided the others will do likewise but the eleventh absolutely refuses to conform and so they all stay open as long as the law allows. For the improvement of help conditions the practice must be general. The impression that work in the grocery business entails drudgery for long hours every day must be destroyed before grocers can hope to get the best class of salesmen into their employ.

Letters To The Editor

NUMBER OF BANANAS TO THE BUNCH

Editor, Canadian Grocer:—

Can you supply the following information? How many dozen bananas approximately are on stalks of the following sizes: eight hand, ten hand and twelve hand? If there are other sizes not enumerated above, would be thankful for the same information regarding.

Is there a standard rule allowing so many pounds for the stalk itself, that would enable one to arrive at the number of dozen after weighing a bunch? Here bananas are retailed by the dozen, though purchased in bunches by the pound.

I fully appreciate the fact that bananas on some stalks are larger than others, and consequently weigh more even though the stalk itself is no heavier. But I feel other dealers must have had the same trouble with this fruit, and solved it to their satisfaction. You perhaps may be able to give some information that would help.

St. Johns, Newfoundland.

C. P. E.

Editor's Note: On an eight hand bunch of bananas there is approximately nine dozen; on ten hand, eleven to twelve dozen; twelve hand, fourteen to fifteen dozen; and on a nine hand, ten to eleven dozen.

There is no standard for the weight of the stock. The weight varies considerably running from four to eight pounds depending partly upon the size of bunch and also upon the greenness of the stock.

A green bunch of bananas will weigh considerably more than a ripe bunch simply because a certain amount of moisture evaporates in ripening. The shrinkage in ripening averages ten per cent.

If you desire to know the actual count on a bunch of bananas, a simple method is to start at the top of the bunch and as you count each banana put a small chalk mark on it. There will be no chance then of counting the same banana twice.

Editor, Canadian Grocer:—

In the Canadian Grocer some time ago you recited a case where a Judge gave his decision against the legality of operating punch boards, and in your next issue there was further comment on the case. The Chief of Police has recommended against them here but certain aldermen think they are within the law. I would appreciate your sending me copies of the paper, or information re the case.

Yours

GEORGE GIBBON,

Port Arthur.

Legislation Looking to Control of Matches Made and Used in Canada

Proposed Act Provides That All Matches Shall be Packed in Boxes or Cartons Containing Not More Than 500 Matches

OTTAWA, April 17.—Parliament will be called upon shortly to enact legislation looking to improvement in the manufacture, importation, and distribution of matches in Canada. At a conference in Ottawa, a few days ago, of those immediately interested, including manufacturers, wholesale merchants, retail merchants and others, the proposed regulations were carefully studied and approved.

From time to time it has been represented to the Dominion Fire Commissioner that as inferior grades of matches are in use in the Dominion and constitute a serious menace to life and property, the Dominion Government should enact legislation to control the quality of matches manufactured or imported, used in Canada. The matter was brought before the last annual meeting of the Dominion Fire Prevention Association. After consideration, the Association decided to urge the matter upon the attention of the Government. The matter has also been discussed by various other organizations and strong representations have been made to the Government.

Dealing with methods of packing, the proposed act provides that all matches shall be packed in substantial boxes or cartons, containing not more than 500 matches. When more than 300 are packed in any one box, they are to be arranged in approximately two equal portions, the heads of the matches being laid in opposite directions.

Under the new regulations, all boxes, cartons and packages will have plainly marked on the outside, the name of the manufacturer, the country of origin, the brand or trademark under which the matches are manufactured or imported and distributed and the words "Canadian Government Standard, Class A Matches or Canadian Government Standard Class B. Matches."

The standards are so drawn up as to provide the maximum of safety. The regulations were recently laid before a meeting of the Advisory Committee of the Grocers' Section of the Retail Merchants' Association of Canada, who sent them on to the Dominion Committee of the Grocers' Section for their consideration.

This Firm Sends Out a List of Week-End Prices

Montreal.—Goodwins, Limited, Montreal, have adopted a new plan for advertising their grocery department. At the beginning of each week a folder is printed which is called "Week-End Prices on Groceries" and bears the dates of Thursday, Friday and Saturday of the week in question. On the two inside pages of the folder are the prices for all the staple grocery lines, alphabetically arranged. On the back cover of the folder is a blank order form similar to the order forms used by the clerks.

Every order that is sent out by the store and every parcel that is carried from the store contains one of the folders. A. C. Cavanagh, sales manager of the grocery department, told a Canadian Grocer representative that although the plan has only been in effect for two weeks that many of these order forms have been returned by customers bearing requisitions for grocery supplies. These orders are sent out C.O.D. The management of the grocery not only claims success for the advertising from that point of view but states that it has meant bigger sales since the customers take time to study the list of prices and lines suggested, with the result that a bigger order is placed.

Would Enforce Law As It Now Stands In Regard to Oriental

Vancouver, B. C.—T. J. Cahill, manager of the Grandview Grocery, on Commercial Drive, Vancouver, in discussing the Oriental question, as applying to the grocery trade stated that, in his opinion, the laws already on the statutes, and the by-laws already passed by the city would curb the activity of the yellow traders, if enforced.

A Double Standard in Dealing

"There is no doubt a 'double standard' in dealing with this question," said Mr. Cahill. "The same actions that would promptly bring a white trader into the police court, are tolerated in the Chinese. This does not mean that the police are any different from the public. A woman will deal at Chinese stores that do not nearly conform to what she would expect and demand in a white tradesman. She will be served by a dirty, slovenly Oriental who blandly 'no savees' anything she might say except 'yes' or 'no'—if it suits his purpose to be ignorant of English—yet who would be prompt to resent the attendance on her of a white man so attired, and as unkempt. Purchasers will take out their purchases of vegetables wrapped in newspaper, and would brand the white retailer as both stingy and unsanitary who would do the same. She will even accept without question the weighing of her order on the most antiquated scales, but scrutinizes very carefully the weight as shown on the visible computing scales in the white grocer's store.

Harder With the White Man

"For so many years have our ideas in British Columbia of British justice and Canadian fair play impelled us to see that the Chinese coolie, ignorant and pacific, was not molested nor bullied that one gathers the impression today that we lean over backwards in our efforts to be fair with him. The impression obtains that a white man would receive a much stiffer sentence for assaulting a Chinaman than for hitting another white man, no matter what the provocation. Our super-concern for the yellow man's supposed helplessness has at any rate permitted him to thrive mightily both in his obvious business and his less evident but more lucrative activities. In the opinion of the retail merchants it is high time that all laws be made equally applicable to every individual regardless of color—pending such time as restrictive measures may be put into force dealing with any further Oriental immigration."

WESTERN ONTARIO EXPORTERS MEET IN STRATFORD

The fifth meeting of the United Exporters of Western Ontario was held recently in Stratford, when a large number of exporters were in attendance. Addresses were given by F. C. Salter, manager Foreign Departments, Canadian National Express Co., Montreal, and C. H. Ivey of London. The former spoke on conditions in Europe and the Old Land, from an industrial standpoint, and the latter on the subject of "export trade with the West Indies."

The next meeting will be held in April in Guelph.

Western News

A. M. Myers, Western manager of Sainsbury Bros., is on a business trip throughout the West calling on the jobbing trade.

S. M. Screaton of Screaton & Whiteside, manufacturers' agents, Winnipeg, is on a business trip covering the commercial centres of Western Canada.

L. W. Lynn of the Dalton Spice Company, Toronto, has returned to Winnipeg from Vancouver and other Western cities, where he has been on a business trip.

F. A. Squair, who has been a pioneer in the city of North Vancouver, where he has been in business for several years, announced recently that he had sold his business to S. Norman.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

MARKETS AT A GLANCE

REFINED sugar made a further decline of 15c per hundred during the week, bringing the Montreal basis to $6.15.

Little activity occurred in the raw sugar market during the week, the greater portion of buying being done by operators and as option prices showed some improvement speculative buying was more pronounced, and several lots of May shipment sugars sold at 2½c c. & f. New York spot prices showed a decline from last week, the Federal Sugar Refining Co. disposed of one cargo of about 19,000 bags at 2¼c c. & f. which figures to 3.86c duty paid.

In Cuba there has been a large movement of the crop and the 185 Centrals now operating produced thus far this season 2,181,200 tons. The production for the week under review was 194,244 tons. The amount of new sugars on the plantations now stand at 341,316 tons, an increase of 5,000 tons over the previous week. It is estimated that the total amount of sugars on the Island at the present time is 1,327,389 tons.

The primary tea markets show little change as compared with a week ago. The London auctions are closed until April 28. In Colombo the quality has fallen off, but prices rule very firm even for the poorer qualities. In England there is a movement on foot to have the duty of 2d. on Java teas removed. At present there is a reduction of 2d in favor of British grown teas, which, in effect, is an additional duty on teas from Java and China. The decrease in the 1921 production of teas in India, Ceylon, Java and Sumatra is estimated at 122,500,000 lbs. In the spot market, tendencies continue with an upward trend and as quotations to the retail trade are still out of line with replacement, some further advances can be expected in the near future.

Cereals are holding fairly steady but there appears to be some weakness and irregularity in prices on rolled oats. In package cereals there is a reduction in quotations on two brands of corn flakes.

Coffees continue to show strength in primary markets, but there is little change in spot conditions.

Canned pineapple is still scarce and prices look higher. New canned lobsters are offered but owing to the short pack, prices are considerably higher than last season's pack. All canned vegetables and fruits are showing a good spring movement and it is generally considered that supplies will be well cleaned up and the new packs will come on practically a bare market.

A seasonable quietness prevails in the market for nuts, but primary markets show no indication for improvement; stocks are low and prices are firmly held.

Rices and spices continue in a firm position, quotations show no change but are firmly maintained.

QUEBEC MARKETS

MONTREAL, April 19—The grocery market is this week in a chaotic condition with price cutting on every side, touching almost every line and locally taking the strength out of lines that have had every confidence of the buyers for the past few months. Sugar is again reduced. Canned goods are beyond any certain quotations and travellers are in some instances making their own prices. Soaps are in the cut and show a decline of forty and forty-five cents a case. Spices, however, have a firm and steady tone. Molasses is down and will likely go lower after the first of the new shipments arrive. Cutting has also affected cereals and although the millers report a firm market for rolled oats, wholesalers are quoting lower prices. Probably the anxiety to unload before the warm weather is responsible for this change. Rice is firm and practically free from the cutting. Fresh fruits are steady except for a lower price on strawberries and a larger supply. Potatoes are easy in price with large offerings.

CEREAL MARKET QUIET

Montreal.

CEREALS.—There is no change in the cereal market. Prices are firm but the demand is limited at this season and dealers are only buying for immediate requirements. Buckwheat flour is practically finished for the season and stocks on hand are low. Although millers claim a firm market for rolled oats and prices are said to be below the cost of milling, cutting among the wholesale trade is prevalent and various prices are noted.

CEREALS—		
Rolled oats, bag	3 85	3 50
Oatmeal		3 75
Pearl Hominy		1 40
Corn meal	2 50	2 80
Graham Flour, 98 lbs.		7 65
Buckwheat Flour		4 25
Pot Barley		4 00
Pearl Barley		4 50
Beans, Ont.		3 50
Do., Can.		3 30
Lima Beans		0 06
White beans		0 07½
Green peas, dried	0 03	0 05¾
Split Peas		0 07¼

COFFEE FIRM

Montreal.

COFFEE.—The coffee market continues firm with a strong tone and a fair movement. While there is no advance in price, as yet, there is no reason to believe that prices will not be any easier during the next two months.

COFFEE—	
Mocha	0 50
Java	0 45
Maracaibo	0 40
No. 1 Blind compound	0 35

EVAPORATED APPLES HIGHER

Montreal

DRIED FRUITS.—Prunes continue to feature the dried fruit market. Prices at the coast are strong and show a slight advance but New York continues to cut and there is no actual advance in local quotations. Statistics show that avail-

able supplies of prunes will not meet the demand during the summer months and then a shortage is due with an unavoidable advance in prices. Evaporated apples are nominally high in price but are almost exhausted and what are left are practically held by one organization. The price has been advanced another half cent this week. Currants and raisins are quiet without any change.

DRIED FRUITS—		
Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)	0 20	0 21
Peaches (fancy)		0 28
Do., (choice)		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon		0 28
Orange		0 28
Citron		0 44
Raisins (seeded)		
Valencias	0 20	0 21
Sultana, unbleached		0 20½
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown		0 21
Fancy Seeded (bulk)	0 18	0 19
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.		0 24
Do., 16 oz.		0 26
California Seedless, in bulk		0 23
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, Excelsior (36 10s), pkg.		5 60
Fard, 12-lb. boxes		8 25
Packages only	0 10	0 20
Dromedary (36-10 oz.)		7 75
Loose	0 10	0 12
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼'s, lb., 7 crown		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, 5 Crown, 10 pounds	0 24	0 26
Do., 12 ounce packages		0 25
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), mats.		0 09
Do., Turkish, 3 crown, lb.		0 22
Do., 5 Crown, lb.		0 28
Do., 7 crown, lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 32
40-50s		0 18½
50-60s		0 15
60-70s		0 14½
70-80s		0 14
80-90s		0 13½
90-100s		0 12

CANNED GOODS UPSET

Montreal.

CANNED GOODS.—Although the market of canned vegetables is firm with no reason for a decline, local prices are being cut. Canned tomatoes and corn are reduced 10c. per doz. It is hard to say how long this condition will last. Prices are cut in many cases below the initial cost. Canned fruits and jams come under the cut also and prices quoted are merely nominal.

CANNED VEGETABLES		
Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Do., Refugee	2 10	2 15
Cabbage, Simcoe, 2½s	1 80	
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)		1 45
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 55	1 60
Do., 2s		1 40
Do., 2½s	1 80	1 75
Do., gallons		6 25
Parsnips, Simcoe, 2's	1 80	
Pumpkins 2½s (doz.)	1 50	1 65
Do., gallons (doz.)		4 50
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s		3 25
Do., Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80

CANNED FRUITS		
Apricots, 2½-lb. tins		4 25
Apples, 2½s, doz.	1 60	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz	4 00	4 05
Do., gals, doz.		15 50
Cherries, red, pitted, heavy syrup, doz., 1		3 20
Do., 2½		3 50
Do., 2½		3 50
Do., 2	3 20	3 80
Gooseberries, 2s, heavy syrup, doz.		2 75
Raspberries 2's		3 75
California Peaches—		
1s		2 90
2s		3 25
2½s		4 40
Strawberries, 2's		3 80
Peaches, heavy syrup—		
2's		2 75
2½'s		4 20
Pears, 1s, Keiffer		2 50
Do., 2-lb.	2 45	3 10
Yellow cling, halves		2 60
Yellow cling, sliced		2 60
2's		2 80
2½s		4 20
Bartlet Pears		3 40
Greengage Plums, heavy syrup	2 20	2 60
Lombard plums, heavy syrup, 2-lb.		2 40

TEA GAINS MORE STRENGTH

Montreal.

TEA.—There is no change in the local tea market but primary quotations continue to gain strength. It is conceded that present prices locally are not in line with replacement costs and it is only natural to expect that another advance in tea is due.

TEAS—		
Pekoes	0 38	0 45
Broken Pekoes	0 45	0 60
Broken orange Pekoes	0 50	0 70
Broken orange Pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
Above retail prices range of quotations to the		
Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

RICE MARKET STEADY

Montreal.

RICE.—Rice market continues strong but there are no changes in local prices. It seems that there are sufficient stocks held locally, which were bought below present values to carry the trade and since the movement is slow, prices have not yet been advanced to the extent which primary markets warrant. Reports from the rice belt show the farmers' stocks have been pretty well cleaned up and that the millers show no anxiety to sell. The tone of the market is steady at the moment.

RICE—		
Carolina, extra fancy	0 07½	0 08
Do., fancy)		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Rangoon, B, per cwt.		5 75
Texas rice		0 05½
Tapioca, per lb. (seed)	0 07½	0 08½
Do., (pearl)	0 07½	0 08½
Do., (flake)	0 07½	0 08½
Honduras		0 07
Siam		0 14½

PACKAGE GOODS CUT

Montreal

PACKAGE GOODS.—While there are no changes officially in package goods, the statement of one of the local wholesalers summed up the present position. "There has been so much cutting in Montreal during the past two weeks that this week we have decided to teach some of the price-cutters a lesson by slashing the prices to a degree which it is impossible for them to follow. We are losing money but it may help to stop a practice which brings nobody good and creates uneasiness in the grocery market." This week local prices on most of the branded lines are away out of proportion with the quotations made by the manufacturers and are no indication of the true condition of the market.

PACKAGE GOODS—		
Breakfast fod, case 18		3 50
Cocoanut, pound packages, per lb.		0 34
Do., ¼ lb. packages,		0 37
Corn Flakes, 3 doz. case 3 40	3 55	3 75
Cornmeal, yellow, 24s.		2 85
Rolled oats, 20's		5 00
Rolled oats, 18's		2 00
Aluminum package, 20s		6 25
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s.		2 55
Hominy, pearl or gran., 2 doz.		3 00
Scotch Health Bran (20 pkgs.), case		3 50
Pancake Flour, case		7 15
Pancake flour, self-raising, doz.		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat 36s, case		6 40
Do., 20s case		6 50
Self-raising flour (8-lb. pkg.) doz.		2 25
Do., (6-lb. pkg.) doz.		4 40
Do., buckwheat flour, per doz.		1 50
Corn starch (prepared)		0 00
Corn starch, 1 lb. pkgs.		0 07½
Potato flour		0 14½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 35
Shredded wheat		4 45
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		0 09¼
Celluloid starch, 45 pkgs., case		3 50
Malt Breakfast Food (36 pkgs.)		9 60
Macaroni		3 75
Spagheti		3 75
Egg noodles, Quaker		2 25
Canadian cheese loaf, lb.		0 30
Swiss cheese loaf		0 42

NUT MARKET QUIET

Montreal.

NUTS.—The nut market is quiet with no feature. Walnuts have been firming up but as there is only a limited demand, local prices are unchanged. Shelled peanuts have reacted after the slump and are quoted a little higher. Brazils are comparatitvely low in price and are in big demand; very little is left locally to go into storage.

NUTS—		
Almonds, Tarragona, per lb.		0 19
Do., shelled	0 46	0 48
Valencia shelled almonds		0 44
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily,) per lb.		0 16
Brazils, shelled		0 38
Do., Barcelona		0 15½
Peanuts, Jumbo		0 15½
Do., shelled, No. 1 Spanish		0 10½
Do., salted red		0 17
Do., shelled, No. 1 Virginia		0 12½
Peanuts (salted)—		
Fancy wholes, per lb.		0 34
Fancy splits, per lb.		0 29
Pecans, shelled	1 00	1 50
Walnuts Grenoble in shell		0 33
Walnuts, Marbot	0 26	0 28
Do., new Naples		0 26
Bordeau	0 70	0 73
Do., Chilean, bags, per lb.		0 40
Do., Bordeaux, shelled		0 72

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

CLOVES STRONGER

Montreal.

SPICES.—The spice market is inactive but much interest is directed towards the tariff question in the United States. The fact that present duties are

likely to be doubled in the new tariff will have some bearing upon the market in Canada. As Canada buys some of her spices through the United States the higher cost of importation will be reflected in the price quoted in Canada. After the Easter week the trade is quiet and no changes in price are noted. The foreign markets on cloves have stiffened sharply and buying is a little more active.

SPICES—

Allspice	0 18	0 20
Cassia, pure	0 25	0 26
Cassia compound	....	0 18
Cocoanut, 20 lb. pails, per lb.	....	0 22½
Do., sweetened, lb. packages	....	0 34
Chicory, (Canadian, lb.	....	0 14
Cinnamon—		
Rolls	....	0 32
Pure, ground	....	0 35
Cream of Tartar (French pure)	0 44	0 60
Do., American high test	0 65	0 80
Whole cloves	....	0 55
Ginger (Jamaica	....	0 30
Ginger (Cochin)	....	0 27
Mace, Japan	....	0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs whole—		
Do., 64, lb.	....	0 30
Do., 80, lb.	....	0 28
Do., 100, lb.	....	0 25
Do., ground, 1-lb tins	....	0 30
Pepper, black	....	0 24
Do., white	....	0 32
Do., white, compound	....	0 18
Do., cayenne	0 32	0 34
Do., tins, 2's	..	0 36
Do., black, compound	....	0 15
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 50
Turmeric	0 28	0 30

MOLASSES PRICES EASIER

Montreal.

MOLASSES.—A much easier tone is evident in the molasses market with some reductions on spot stocks. One wholesaler has brought the price down to 65c. outside the city and 68c. delivered while another wholesaler is quoting as low as 64c. in the city. The prices for the summer will likely be still lower and the opening of navigation has necessitated the moving of old stocks to make room for the fresh supplies which are expected in May. This has had a weakening influence on the market. The market may be expected to follow the trend of the sugar market. There is no change in corn syrups.

MOLASSES—

Puncheons, Island of Montreal	....	0 68
Barrels	....	0 70
Half barrels	....	0 71
Puncheons, outside of Montreal	....	0 65
Fancy molasses in tins (ginger bread)		
No. 2, 2 doz. per case	....	4 20
No. 3, 2 doz.	....	4 60
5-lb. tins	....	3 95
10-lb. tins, per case	....	3 80

CORN SYRUPS—

Barrels, about 700 lbs.	....	0 05½
Half barrels, about 350 lbs.	....	0 05¾
Quarter barrels, about 175 lbs.	....	0 06¼
2 gals., 25-lb. pails, each	....	2 00
3 gals., 38½-lb. pails, each	....	2 85
5-lb. tins, per case	....	4 20
10-lb. tins, per case	....	4 00
24 2-lb. tins	....	3 75

WHITE CORN SYRUP—

24 2-lb. tins	....	4 85
12 5-lb. tins	....	4 70
6 10-lb. tins	....	4 50

ANOTHER DROP IN SUGAR

Montreal.

SUGAR.—Another drop came in refined sugar towards the latter part of last week. The week previous a drop of 30c. was made officially after two weeks of cutting but this drop did not bring quotations in line, and another drop of 15c. followed which has brought more stability in wholesalers' quotations, but still some cutting is reported. Some retailers are selling sugar at ten pounds for sixty-one cents.

SUGAR—

Granulated sugar, per cwt	6 15
Do., barrels	6 20
Granulated, gunnies, 5-20	6 35
Do., cases, 20 5-lb. cartons	6 55
Do., gunnies, 10-10	6 45
Do., cases, 50 2-lb. cartons	6 65

LOWER PRICES ON POTATOES

Montreal.

VEGETABLES.—The feature of the vegetable market is the lower prices on potatoes. The supply seems to be getting larger and dealers are anxious to unload. New potatoes from the south are arriving in larger quantities and prices are also easier. Onions continue high and tomatoes are easier in price with large offerings and a good demand. The variety of new vegetables on the market is large but the market is open this year as it has not been for some years back.

VEGETABLES—

Asparagus, bunch doz.	14 00	15 00
Beets, new doz. doz.	1 50	1 75
Green beans	7 00	7 50
Wax beans	7 00	7 50
Cauliflower, per crate	4 00	4 50
Cabbage, local, per bbl.	2 50	3 00
Cabbage, new, crate	4 00	4 50
Carrots, new per doz.	1 25	1 50
Celery, imported, crate	6 50	7 00
Mushrooms, 3 lb. basket	2 75	3 00
Lettuce, Boston, hamper	7 00	8 00
Parsnips, bag	....	1 50
Peppers, green, per crate	7 00	8 00
Montreal Potatoes	1 15	1 25
New Potatoes (Bermudas) per barrel	18 00	20 00
Do., per lb.	....	0 15
Spanish onions, per crate	13 00	15 00
Egyptian Onions, per 100 lbs.	....	9 50

PLENTY OF STRAWBERRIES

Montreal.

FRUITS.—The low prices on strawberries is the feature of the fruit market. The supply is large and the low prices have created an unusual demand for this time of the year. Oranges are firm in price with a fair movement. Lemons are unchanged. Apples continue high in price.

FRUIT—

Apples, Greenings	10 00	10 50
Spys	12 00	14 00
Baldwins	9 50	10 00
Boxes, 175s, 210s	3 75	4 50
Bananas (as to grade) bunch	6 00	7 00
Lemons, California	6 50	7 00
Lemons, 300s-360s, Messina	4 00	....
Grape Fruit, Porto Rico	....	4 25
Florida, grape fruit	5 75	6 50
Spys	10 00	12 00
Domestic	....	6 00
Russetts	8 00	9 00
California navels	8 00	9 00
Porto Rico Oranges	....	5 00
Seville bitter oranges, 200s	....	4 50
Do., Blood Oranges, half boxes	....	3 75
Malaga grapes, kegs	13 00	15 00
Tokay grapes, per crate	....	4 50
Blue and green grapes, per bas.	0 40	0 50
California Pears, per case	....	7 00
Cranberries, per box	....	9 50
Strawberries, per box, Louisiana	0 22	0 25
Pineapples, per crate 24s	9 50	10 00
Do., 36s	8 50	9 50
Pigs' feet, per 20-lb. pail	....	2 25
Hams, shoulder, per lb.	....	0 22
Bacon, side, per lb.	....	0 32
Bacon roll, per lb.	....	0 62
Lard, pure, in pails, lb.	....	0 17½
Lard, pure, in tubs, lb.	....	0 17
Shortening, in pails, lb.	....	0 16½
Shortening, in tubs, lb.	....	6 10
Butter, creamery, prints	....	0 44
Butter, creamery, solids	....	0 42
Oleomargarine	....	0 28
Cheese, whole, lb.	0 19	0 21
Cheese, twins, lb.	....	0 21
Eggs, doz.	....	0 30
Sugar, cut loaf, cwt.	....	7 85
Sugar, stan., gran., cwt.	....	6 25
Do., No. 1 yellow	....	6 05
Sugar, stan., gran., cwt.	....	10
Lemons, Messina	....	4 50
Grapefruit, Florida, case	....	8 00
Bananas, lb.	0 08	0 09
Cornmeal, Gran. bags	....	3 25
Oranges, per case	3 00	9 00

ONTARIO MARKETS

TORONTO, April 19—The sugar situation continues to be a feature in the market for general grocery commodities. Refiners announce another reduction of fifteen cents per hundred but wholesalers' prices continue irregular and list prices seem to be entirely ignored, the prices quoted being considerably lower than list prices. Two brands of corn flakes are reduced, also one brand of mustard, stove polish and brass polish. Canned vegetables and fruits are showing a good spring movement and it is expected that the new packs will come on to a bare market. Raisins are easier with spot prices slightly lower. Prunes continue in active demand, but the New York markets appear to have developed an easier tone although Coast conditions continue firm and unchanged. Local prices on teas are unchanged but there is likely to be some advances in the near future in view of the strong position in primary markets. The potato market is easy with prices on track slightly lower. Tomatoes are easier in price while fresh fruits show little change in quotations.

BEANS UNCHANGED

Toronto.

BEANS—The market for Ontario continues steady with quotations unchanged. The offerings of foreign beans, however, have given the situation an easier undertone as it is said that these beans can be laid down here at a lower price than Ontario varieties.

BEANS—

Ontario hand picked, per bushel	....	....
Do., No. 1 lb. pickers, per bushel	4 25	4 40
Cal. Limas, per lb.	0 10½	0 11

CANNED GOODS ACTIVE

Toronto

CANNED GOODS.—There is an active spring demand for canned vege-

tables and fruits and it is now generally conceded that the market will be fairly bare of supplies when the new packs arrive. Canadian packs of the finer grades of peas are fairly well cleaned up, the majority of wholesalers having no peas to offer other than standard grades. Canned fruits are also more firmly held with pineapple the feature due to the light pack and scarcity of supplies. Clark's sliced smoked beef, No. ½ tins, is reduced to $3.45 per doz. and No. 1 tins to $5 per doz. No. ½, in glass is reduced to $3.90 per doz. and No. 1 in glass $5.90 per doz. Cascade salmon ones, is offered at $1.50 per doz. and one brand of Cohoe ½s at $1.45 per doz.

CANNED GOODS—

Shrimps		2 90
Sockeye 1s, doz.		5 60
Do., ½s, doz.		3 25
Alaska red, 1s		4 25
Cohoe 1s, doz.		2 90
Do., ½s, doz.		1 45
Pinks, 1s, doz.		1 50
Lobster ½-lb. doz.	4 15	4 25
Do., ¼-lb. tins	2 75	3 00
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	1 80
Tomatoes, 2½s, doz.	1 70	1 80
Do., Gal. No. 10 tins, doz.	5 95	6 25
Canned Vegetables—		
Peas, standard, doz.	1 75	1 85
Do., Early June	2 15	2 25
Do., Sweet Wrinkle		2 40
Do., Extra Sifted		3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 15
Asparagus tips, doz.	4 85	5 00
Do., butts, doz.		6 60
Canadian corn	1 20	1 50
Pumpkins, 2½s		1 80
Do., gal., No. 10 tins, doz.	1 50	1 60
Spinach, 2½s doz.		2 95
Pineapples, sliced, 2s doz.	3 40	4 25
Do., shredded, 2s, doz.	4 75	5 25
Do., sliced, 2½s, doz.		4 25
Apples, gal. water pack. dz.		5 50
Do., gal. steam pack. doz.		6 60
Apples, gal., doz.		5 50
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.		3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Blueberries 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00

JAMS—

Black currants, 12 oz. doz.	3 00	3 25
Do., 16 oz. doz.	3 50	3 90
Do., 4s, each	0 85	1 07
Strawberry, 12 oz., doz.		3 05
Do., 16 oz. doz.	3 25	3 60
Do. 4s, tins	0 95	0 98
Raspberry, 12 oz., doz.	2 40	3 05
Do., 16 oz., doz.	3 25	3 60
Do., 4s tins	0 85	0 90
Marmalade—		
12 oz. glas, doz.	2 25	2 45
16 oz., glass, doz.	2 75	2 90
No 4 tins, each	0 58	0 65

HONEY QUIET

Toronto

HONEY.—There is little activity in the market for honey. The demand is slackening and supplies are pretty well cleaned up from first hands.

HONEY—

5-pound tins, per lb.		0 17½
10-lb. tins, per lb.		0 15½
60-lb. tins, per lb.		0 13
Comb, per doz	5 75	4 50

RAISINS EASIER

Toronto.

DRIED FRUITS—There appears to be some uneasiness in prunes on the New York market with buying generally of a conservative character which has created an easier feeling. Prices in New York are lower than at the Coast, the market at the latter point showing practically no change, continuing strong. In the local situation, there is no change and the demand for prunes continues active with prices firmly maintained. The raisin market continues to show signs of weakening, with some of the local wholesalers quoting at about a one cent reduction.

DRIED FRUITS:

Citron caps, 12-lb. boxes, lb.		0 06
Lemon caps, 12 lb. boxes, lb.		0 29
Orange caps, 12 lb. boxes, lb.		0 31
Mixed containing 4½ lb. lemon per lb.		0 35
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½ lb. orange 3 lb. citron caps, 3 dozen per case, per dozen		4 50
Currants—		
Greek Filliatras, cases	0 14½	0 15
Do., Patras	0 15	0 15½
Dates—		
Excelsior, pkgs., 3 doz., in case	2 65	2 85
Dromedary, 3 doz. to case		7 50
Fard, per lb.		0 26
Hallowee dates, per lb.		0 12½
Do., Sair		0 07¾
Prunes—		
30-40s, 25s		0 22
40-50s, 25s		0 18
50-60s, 25s	0 15½	0 16½
60-70s, 25s		0 14½
70-80s, 25s		0 14
80-90s		0 12½
Raisins—		
California, Sultanas, lb.		0 22
Do., 15 oz. pkts.		0 20
Seedless, 15-oz. pkts.		0 25
Do., 11-oz. pkts.,	0 17½	0 19½
Seedless, 15-oz. pkts.		0 25
Thompsons, seedless, bulk		0 21
Valencia, Spanish	0 19½	0 20½
Clusters, boxes, 20 1-lb. pkg.		6 65
Smyrna Sultanas		0 23½
Muscat, 25 lb. box		0 19
Evaporated apples	0 19	0 19½
Figs—		
Natural bags, 60 lb.		0 11¼
Do., bags, 30 lb.		0 11¾
Layer, 4 Crown		0 30
Layer, 7 Crown	0 28	0 35
Pulled, 10 lb. box, per lb.		0 34
Pulled, 1-lb. box, each		0 20
Do., 2-lb. box, each		0 36
Mats	0 09	0 09½
Peaches—		
Choice		0 20
Choice, extra		0 22½
Standard		0 18½
Apricots—		
Choice		0 32
Standard		0 28

NO CHANGE IN CEREALS

Toronto.

CEREALS.—The market is steady under a quiet demand for immediate requirements. Quotations are unchanged.

CEREALS—

Barley, pearl, 98s		5 00
Buckwheat flour, 98s		5 50
Barley, pot, 98s		3 75
Barley Flour, 98s		6 25
Cornmeal, golden, 98s		2 80
Oatmeal, 98s		4 75
Corn flour, 98s		3 15
Rye flour		3 75
Rolled oats, 90s	2 95	3 10
Rolled wheat, barrel		6 25
Cracked wheat, bag		5 00
Breakfast food, 98s		4 75
Rice flour, 100 lbs.		10 00
Flaxseed, 98s		7 00
Peas, split, per bag		7 40
Marrowfat Green peas, Ont.	7 75	8 50
Graham flour, 98s		3 75
Whole Wheat Flour		8 85
Wheat Kernels		5 25

CORN FLAKES REDUCED

Toronto.

PACKAGE GOODS.—A reduction is announced on Kelloggs Waxtite and Kelloggs (London make) cornflakes. The former now being quoted at $3.40 per case and the latter at $3.50, a reduction of 15c and 25c. Other package cereals remain unchanged.

PACKAGE GOODS—

Rolled Oats, 20s, round, case		5 00
Do., 18s, case		2 00
Do., 20s, square case		5 00
Do., Aluminum Prem., 20s		6 15
Corn Flakes 36s, case	3 10	3 50
Porridge Wheat, 36s, reg., case.		6 00
Do., 20s, family, case		6 80
Package peas, per doz.		0 90
Cornstarch, No. 1, lb. carton		0 09
Do., No. 2, lb. cartons		0 07½
Laundry starch		0 07
Do., in 1-lb. cartons		0 07¾
Do., in 6-lb. wood boxes		0 11¼
Do., in 6-lb. tin canisters		0 14½
Celluloid starch, case		4 00
Potato flour, 1-lb.		0 14½
Fine oatmeal, 20s		5 75
Cornmeal, 24s		2 80
Farina, 24s		3 25
Barley, 24s.		2 75
Self-rising Pancake Flour, 24s.		2 70
Buckwheat flour, 24s		2 70
Self-rising pancake flour, 18s		3 85
F. S. Hominy, gran. case		3 00
Do., pearl, case		3 00
Scotch pearl barley case		2 70
Puffed rice pancake flour, 24s		2 90
Macaroni 30-16 oz. per case	3 40	3 75
Do., 30-8 oz. per case	2 00	2 20

LITTLE ACTIVITY IN NUTS

Toronto.

NUTS.— The nut situation shows no change as compared with the report in previous issues. Buying is only moderate but prices are firmly maintained.

NUTS—

Almonds, Tarragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian		0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sac k	6 00	7 50
Do., unsweetened, strip, lb.		0 22
Do., sweetened, lb.		0 22
Do., shred		20
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 18	0 20
Do., medium		0 12½
Mixed nuts, bags 50 lbs.	0 20	0 25
Pecans		0 27
Shelled —		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 28	0 37
Walnuts, Bordeaux, lb.	0 78	0 80
Do., Manchurian, lb.	0 55	0 70
Do., Broken	0 48	0 59
Jordan almonds	0 70	0 75
Peanuts, Spanish, lb.	0 10½	0 11
Pecans, lb.	0 85	0 90
Brazils, lb.		0 60

HIGHER TEAS IN SIGHT

Toronto.

TEAS.—The primary markets have been quiet owing to the Easter holidays and the London auctions will remain closed until April 28. In Colombo the quality has fallen off, due to the seasonal change, but prices rule very firm even for the poorer qualities. A movement is on foot in England to have the discriminating duty of 2d per lb. against Java teas removed. At present there is a reduction of 2d in favor of British grown teas, which, in effect, is an additional duty on teas from Java and China. It is estimated that the decrease in production of tea in India, Ceylon and China and Sumatra for the year 1921 is 122,500,000 lbs. as compared with the year 1920. There is little change in quotations on spot, but wholesalers and importers claim that their prices are still below replacement values and consequently the trade can expect some advances in the near future.

TEAS—

Pekoe Souchongs	0 38	0 45
Pekoes	0 40	0 58
Broken Pekoes	0 45	0 68
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans		0 67
Do., seconds	0 50	0 55
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

Above prices give range of quotations to the retail trade.

SUGAR PRICES LOWER

Toronto.

SUGAR.—Refiners announce another reduction in their list prices on refined sugar. This reduction amounts to 15c making the Montreal basis $6.15 which figures $6.49 Toronto. There still appears to be considerable price cutting among the wholesale trade and list prices seem to be entirely ignored. Wholesalers' prices to the retail trade are generally around $6.25 to $6.35.

SUGAR—	
St. Lawrence, extra gran., cwt.	6 49
Atlantic, extra gran.	6 49
Acadia Sugar Refinery, ex. gran.	6 49
Dom. Sugar Refinery, ex. gran.	6 49
Canada Refinery, gran.	6 49

Differentials: Granulated, advance over bags 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20., 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.

NO CHANGE IN SYRUPS

Toronto.

SYRUPS.—There are no changes in quotations on syrups and molasses. The market holds fairly steady.

SPICE PRICES FIRM

Toronto.

SPICES.—There is little change in the market for spices, the maret is steady to firm with prices firmly maintained.

PINEAPPLES LOWER

Toronto.

FRUITS.—The demand for fresh fruits during the past week has been particularly active but with the exception of pineapples, prices are practically unchanged. Pineapples are arriving in large quantities and prices are down from 50c to $1 per case. Spanish late Valencia oranges are arriving and offered at $7.50 per case for sizes 300s and 360s.

FRUITS—		
Oranges, Navels, 100s	6 25	7 50
Do., 126s	6 50	....
Do., 150s, 176s 200s	6 75	8 00
Do., Valencias	7 00	7 50
Lemons, Messina	....	4 00
Bananas, per lb.	....	0 07½
Apples—Barrel.		
Baldwins, No. 1	....	10 00
Baldwins, No. 2	....	9 00
Apples, B.C., boxed	4 25	4 50
Grapefruit	6 00	7 00
Rhubarb, per doz.	1 00	1 25
Strawberries, per box, pints	0 18	0 20
Pineapple, Porto Ricos, 18s	....	7 75
Do., 24s, 30s	8 50	9 00
Do., 36s	....	7 50

RICE HAS FIRM TONE

Toronto

RICES.—There are no changes in the local conditions in the rice market. Quotations, however, are firmly held in view of the strong position of primary markets.

TOMATOES LOWER

Toronto.

VEGETABLES.—The potato market is easy with prices on track, car lots, ranging from 90c to $1.10 per bag with dealers quoting to the retail trade $1.15 to $1.30 per bag. Texas silverskin onions are quoted at $6.50 per case with yellows at $6. Florida tomatoes are slightly lower at $3.75 to $4.75 per six basket crate.

VEGETABLES—		
Potatoes, Ontario	1 15	1 30
Do., Cobblers, seed	....	1 75
Do., New Florida, ½ bbl. box	....	6 50
Beets, per bag	....	1 50
Carrots, per bag	1 25	1 50
Turnips, per bag	0 85	1 00
Parsnips, per bag	1 40	1 75
Onions, Texas, case	6 00	6 50
Do., sack, 100 lbs.	....	12 00
Celery, Florida	5 50	6 00
Cauliflower, Cal., Case 24 to 26	....	5 00
Head Lettuce, iceberg case	....	6 50
Sweet potatoes, per hamper	....	2 75
Mushrooms, per bkt.	....	2 50
Shallots, per doz.	....	1 00
New Carrots, hamper	....	2 25
New Beets, hamper	....	2 25
New parsley, hamper	....	2 00
New cabbage, large crate	....	4 25
White Turnips, hamper	....	2 25
Radish, per doz.	....	1 00
Green peppers, per doz.	....	1 00
Tomatoes, Florida, 6 bkt. crates	3 75	4 75
Egg Plant, per doz.	....	4 00
Cucumbers, per doz.	....	3 25
Do., Florida Hamper	....	7 50

SOME PRICE CHANGES

Toronto

MISCELLANEOUS.—Zebra polish is reduced to 80c per doz. Brasso small size is lower at $1.35 per doz. and large at $2.25 per doz. Keen's mustard is reduced as follows: 1-8s, $1.02 per lb.; ¼s, 96c per lb. and ½s, 94c per lb. Round clothes pins are reduced to $1.40 per five gross box. Shell brand castile soap is quoted at $6.40 per box of 100 cakes and $5.75 per case of 20 2-lb. bars. Ridgeway's Old Country Five O'clock tea is advanced 5c per lb., making the new price 70c.

MANITOBA MARKETS

WINNIPEG, April 19—Reports from the primary coffee markets state that Rios and Santos coffee have advanced and milds are advancing in sympathy. New packed lobsters have arrived on the market and are quoted at higher prices. Canned tomatoes are ruling firm. There is a steady demand for canned fruits. Dried apricots and peaches are practically cleaned up and the local market is bare. Raisins are ruling firm. Rolled oats are slightly easier. There is an active demand for corn-flakes and the lighter breakfast foods. Beans are higher and indications are that prices will be maintained. Jams which are offered at snap prices are finding ready sales. The almond market in Spain has been strengthened due to the report of damage by frost to the crop. Southern and Oriental rice markets are ruling firm. The spice market is ruling steady with some lines higher.

COFFEE MARKET ADVANCING

Winnipeg.

COFFEE.—Reports from primary markets state that coffee in the past six weeks has advanced 3c. per lb. on Rios and Santos and milds are advancing in sympathy. Locally there is an improvement in the demand but quotations show no change.

COFFEE—		
Rio, roasted, best grade, per lb.	0 19½	0 20½
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica, roasted, best grade, lb.	0 28	0 30
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

NEW PRICES ON LOBSTERS

Winnipeg.

CANNED GOODS.—New prices have been named on the winter pack of lobsters. Quarters are quoted at $2.85 per doz. and halves at $4.95. Due to rough weather on the Atlantic Coast the winter pack is very light. Indications point to the 1922 summer pack lobsters, to be slightly under the above quotations. Canned tomatoes are ruling firm and some lots which have been offered would cost the retailer about $4.15 per case. The same condition prevails on corn and peas. There is a steady demand for canned fruits with no change in quotations.

CANNED FISH—		
Shrimps, 1s, 4 doz. case, doz.	....	2 75
Finnan Haddie, 1s, 4 doz. case	8 00	11 00
Do., ½s, 8 doz. case, case	....	7 25
Herring (Can.) 1s, 4 doz. case, per case	6 50	8 00
Lobsters, ¼s, 8 doz. case, doz.	....	2 85
Do., ½s, 4 doz. case, doz.	....	1 95
Oysters, 1s, 4 doz. case, case	....	8 40
Do., 8 oz. 2 doz. case, case	....	7 50
Pilchards, 1s, tall, 4 doz. case, per case	....	6 25
Do., ½s, flat, 8 doz. case, case	....	9 00
Salmons—		Per case
Sockeye, 1s, tall, 4 doz. case	....	20 00
Do., ½s, flat, 8 doz. case	....	21 00
Red Spring, 1s, tall, 4 doz. case	....	15 00
Do., ½s, flat, 8 doz. case	....	16 00
Cohoe, 1s, tall, 4 doz. case	11 50	13 00
Do., ½s, flat 8 doz. case	13 00	14 00
Pink, 1s, tall, 4 doz. case	6 00	6 50
Do., ½s, flat, 8 doz. case	....	8 00
CANNED FRUITS (Canadian)—		Per case
Apples, 6 tins in case	....	3 20
Blueberries, 2s, 2 doz. case	....	5 75
Cherries, 2s, 2 doz. case	....	6 70
Gooseberries 2s 2 doz case	....	8 00
Lawtonberries, 2s, 2 doz. case	....	7 10
Peaches, 2s, 2 doz. case	6 60	11 50
Pears, 1s, 4 doz. case	....	6 00
Plums, Green Gage, H. S. 2s, 2 doz. case	....	5 95
Plums, Lombard, H. S., 2 doz. case	....	4 65
Plums, Lombard, L. S., 2s, 2 doz. case	8 00	8 60
Raspberries, 2s, 2 doz. case	8 00	8 60
Strawberries, 2s, 2 doz. case		
CANNED FRUIT (American)—		Per case
Apricots, 1s, 4 doz. case	....	10 60
Peaches, 2½s, 2 doz. case	....	9 15
Peaches, sliced 1s, 4 doz. case	....	10 85
Do., Halves, 1s, 4 doz. case	....	10 75
Do., 2s, 2 doz. case	....	6 50
Pears, 1s, 4 doz. case	....	13 25
Pineapple, sliced, 2s, 2 doz. case	....	7 00
CANNED VEGETABLES—		
Asparagus tips, 1s, tins, 4 doz. case, per doz.	....	4 40
Beans, Golden Wax, 2s, 2 doz. case, per case	....	4 75
Beans, Refugee, 2s, 2 doz. case	....	4 75
Corns, 2s, 2 doz. case	2 95	3 50
Peas, standard, 2s, 2 doz. case	3 85	4 10
Peas, Early June, 2s, 2 doz. case	4 50	to 4 65
Sweet Potatoes, 2½s, 2 doz. case	....	7 00
Pumpkin, 2½s, 2 doz. case	3 90	4 00
Sauer Kraut, 2½s, 2 doz. case	3 80	3 90
Tomatoes, 2½s, 2 doz. case	4 05	4 35
Spinach, 2½s, 2 doz. case	....	6 75

DRIED FRUITS FIRM

Winnipeg.

DRIED FRUITS.—There had been a slight easing in the primary markets on prunes. This may be temporary as in-

dications point to prunes maintaining their present prices. Apricots are cleaned up in California and spot stocks locally are light. Peaches are in the same position with the market ruling firm and comparatively small stocks locally. Raisins are firm. The Raisin Association announce that they are entirely sold out of all desirable lines and are now devoting their attention to help the wholesaler get rid of present stocks with the view of having the market cleaned up before the new crop arrives. Currants are showing a firmer tone and are in good demand. Import quotations are about 3c. per lb. higher.

DRIED FRUITS

Evaporated apples, per lb.		**0 18¾**
Currants, 90-lb. per lb.	0 16	0 17
Do., 8 oz. pkgs., 6 doz. case, pkg.		0 12
Dates, Hallowee, bulk, lb.		0 14
Do., pkgs., 3 doz. case, lb.		0 09
Figs, Spanish, per lb.		0 14
Loganberries, 8 oz. 4 doz. case, pkt.		0 27¼
Peaches, standard, per lb.		0 18
Do., choice, per lb.		0 19½
Do., fancy, per lb.		0 23
Do., Cal., in cartons, per carton	1 10	1 20
Pears, extra choice, per lb.		**0 30**
Do., Cal., cartons, per carton		**1 30**
Prunes—		
30-40s, 25s, per lb.		0 24
40-50s, 25s, per lb.		0 20
50-60s, 25s, per lb.		0 17½
60-70s, 25s, per lb.		0 16
70-80s, 25s, per lb.		0 14½
80-90s, 25s		0 14½
90-100s, 25s, lb.		0 14
In 5-lb. cartons, carton	0 78	0 80
Raisins—Seeded—		
Cal., pkgs., 16 oz., fancy, per pkg.		0 21½
Do., pkg., 12 oz. fancy, per pkg.		0 17½
Do., 16 oz., choice, per pkg.		0 21
Do., 12 oz. choice, per pkg.		**0 16**
Cal. 5-lb. cartons, per carton		**1 20**
Do., bulk., 25-lb. boxes, per lb.		**0 19**
Raisins—Seedless—		
Cal., pkg., 11 oz. per pkg.		0 20
Do., bulk, 25-lb. boxes, per lb.		0 21
Do., bulk, 5-lb. cartons, per carton		1 15
Do., Cal. Muscatels, 5 lb. carton, per carton		1 15
Apricots—		
Do., standard, 10s, per lb.		0 32
Do., standard, 25s, per lb.		0 30
Do., Choice, 10s, per lb.		0 36
Do., 25s, per lb.		0 34
Do., Fancy, 10s, per lb.		0 40
Do., 25s, per lb.		0 42
Apricots, 5 lb. cartons, per carton		1 65

ROLLED OATS EASIER

Winnipeg.

CEREALS.—The rolled oats market is slightly easier. A fair demand is noticed at the present time. Wholesalers and retailers report that the demand for cornflakes and other lines of light breakfast foods is showing an improvement. Barley is easier. Beans are higher and indications are that present prices will be fully maintained. Peas whole and split show no change.

PACKAGE CEREALS—

Rolled Oats, 20s, round cartons	**3 75**	**4 65**
Do., 36s, case square pkts.		3 75
Do., 18s, case		2 10
Corn Flakes, 36s, case	3 50	3 80
Cornmeal, 2 doz. case, per case		**3 40**
Puffed wheat, 4 doz. case, per case		4 40
Puffed Rice, 3 doz. case per case		5 70
Cream of Wheat, 3 doz. case per case		**7 50**
Grape Nuts, 2 doz. case, per case		3 80
Package Peas, 3 doz. case		3 00

BULK CEREALS—

Rolled Oats, 80s, per bag	2 45
Do., 40s, per bag	0 30
Do., 20s, per bag	0 65
Do., 10-8s, per bale	0 30
Oatmeal, 98s gran. of stand bag	3 30
Wheat granules, 98s, per bag	4 70
Do., 16-6s, per bale	5 90
Peas, whole green, 100 lb. bag, per bushel	3 85
Peas, split, yellow, 98s, per bag	7 50
Do., split, yellow, 49s, per bag	3 80
Beans, fancy, hand picked, 100 lb. bag	
per bushel	4 05 4 40
Beans, Lima, 100 lb. bag, per lb.	0 13½ 0 14½
Barley, pot, 98s, per bag	3 35
Do., pot, 49s, per bag	1 73
Do., pot, 24s, per bag	0 90
Barley, pearl, 98s, per bag	4 60
Do., barley, 49s, per bag	2 35
Do., pearl, 24s, per bag	1 22
Cornmeal, 98s, per bag	2 60
Do., 49s, per bag	1 40
Do., 24s, per bag	0 70
Do., 10-lbs. per bale	3 35
Buckwheat, Gritz, 98s, whole, per bag	6 25

FOUR MARKET STEADY

Winnipeg.

FLOUR.—There is no change in the flour market. Buying continues in small quantities to meet the necessary requirements and quotations show no change.

FLOUR—

98-lb. sacks	4 25
Two 49-lb. sacks	4 32½
Four 24-lb. sacks	4 42½

JAMS IN DEMAND

Winnipeg.

JAMS.—Blended jams have reached a low level and some manufacturers are curtailing sales at the low prices. Jams which are offered at snap prices are finding ready buyers which indicates that there is a good demand at lower prices.

JAMS—

Black Currant, 4s, per tin	0 89
Strawberry, 4s per tin	**0 89**
Raspberry, 4s per tin	**0 89**
Apricots, 4s, per tin	**0 83**
Cherry, 4s, per tin	0 83
Peach, 4s, per tin	0 83
Compound (all flavors) 4s tin	0 46

FIRMER TONE TO ALMONDS

Winnipeg.

NUTS.—Reports from France and Spain state that the almond market has been strengthened due to damage by frost on the coming crop. French walnuts are ruling slightly easier. Spanish shelled peanuts are also lower.

RICE CONTINUES STRONG

Winnipeg.

RICE.—Reports from southern markets as well as Oriental state that rice is firmer. Recent word from the Coast report higher prices on Patnas, Siam and the Chinese types. These lines show an increase of 50c. to 75c. per cwt.

RICE—

No. 1 Japan, 100-lb. sacks, lb.	**0 08⅛**
Do., 50-lb. sacks, lb.	0 08⅝
Siam, 100-lb. bags, lb.	0 05¾
Do., 50-lb. bags, lb.	0 06
Sago, sack lots, 130 to 150 lbs., per lb.	0 07¾
Sago, in less quantities, lb.	0 08¼
Tapioca, Pearl, per lb.	0 07½

NO CHANGE IN SUGAR

Winnipeg.

SUGAR.—Canadian prices on refined sugar remain unchanged.

Extra gran. bags, 100 lbs.	7 35	7 45
Do., gunnies, 5-20 lbs.	7 55	7 65
Do., gunnies, 10-10 lbs.	7 65	7 75
Do., cartons, 20-50 lbs.	7 75	7 85
Do., cartons, 50½ lbs.	7 85	7 95
Yellow, No. 1, lt., bags, 100 lbs.		7 15

MAPLE SYRUP—

Pure 2½'s tins, case of 2 doz.	20 50
Pure, 5s, per case of 1 doz.	10 00
Pure, 10s, per case, of ½ doz.	17 50

TABLE SYRUP—

Maple flavor, 2½'s, tins, per case of 2 doz.	**8 00**
Do., 2s, tins, per case of 1 doz.	8 00
Do., 1s, tins, per case of ½ doz.	7 80

MOLASSES BARBADOES—

2 lb. tins, 2 doz. case	7 00
3 lb. tins, 2 doz. case	9 85
5 lb. tins, 1 doz. case	8 00
10 lb. tins, ½ doz. case	7 75

MOLASSES BLACKSTRAP—

½s, 4 doz. case, per case	4 35
2s, tins, 3 doz. case	4 20
2½s, tins, 2 doz. case	3 55
5s, tins, 1 doz. case	3 40
10s, tins, ½ doz. case	3 00

GOOD DEMAND FOR SYRUPS

Winnipeg.

SYRUPS.—The market is barely firm and corn syrup is in good demand. There is no change in cane syrups but the tendencies will likely be downward. The molasses market is ruling steady with upward tendencies.

NO CHANGE IN STARCH

Winnipeg

STARCH.—The demand for starch is fair, buyers purchasing supplies with immediate delivery at the prevailing quotations.

STARCH—

Corn starch, 1-lb. pkg., per lb.	0 08
Do., No. 1 quality, 1-lb. pkgs.	0 09½
Gloss, 1-lb. pkg., per lb.	0 09¾
Celluloid, 1-lb. pkg., per case	4 00

PEPPERS HIGHER

Winnipeg.

PEPPERS.—Peppers are reported higher with cloves and Jamaica ginger slightly easier. Mace and nutmegs are scarce and firmer. Olives are firmer on reports of shortage of the visible supply.

TEAS SHOW STRENGTH

Winnipeg.

TEAS.—The primary markets on Ceylon and Indian teas continues steady and firm. Spot stocks are low and are considerably reduced with heavy buying. There is a good demand for all lines at the unchanged quotations.

INDIA AND CEYLON—

Pekoe Souchongs, first quality	0 38	0 40
Do., second quality	0 35	0 36
Pekoe, first quality	0 40	0 42
Do., second quality	0 38	0 40
Broken Pekoe, first quality	0 42	0 43
Broken orange Pekoe, 1st qual.	0 50	0 60
Japan, first quality	0 42	0 60

JAVAS—

Pekoe Souchongs	0 38	0 40
Pekoe	0 40	0 42
Broken Pekoe	0 42	0 43
Broken Orange Pekoe	0 50	0 60

STRAWBERRIES LOWER

Winnipeg.

FRUITS. — Louisiana strawberries continue to arrive in good quantities and prices are a little easier at $6 for 24 pint boxes. Cocoanuts are slightly easier and are quoted at $1.25 per doz. or $9 per sack. California navel oranges are firm at unchanged quotations. Messina lemons are arriving and are quoted at $7 per case. Washington winesap apples are in good demand at $4 per box.

LETTUCE HIGHER

Winnipeg.

VEGETABLES.—Lettuce is in good supply and has advanced to $8 per case. Florida tomatoes are in good demand at $6 per case. Local leaf lettuce and radishes are arriving in good quantities and meeting with a ready demand. Cucumbers continue scarce and high.

VEGETABLES

Cabbage, per lb.	0 02½
Head lettuce, per case	8 00
Head Lettuce, per doz.	2 00
Green Onions, per doz.	**0 40**
Cucumbers, per doz.	4 50
Tomatoes, per case	6 00
Celery, per case	6 00
Onions, per case Australian	10 00

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., April 18.—Sugar declined 20c., now quoted at $7.64. Kelloggs London cornflakes declined 25c. per case. Catelli macaroni advanced 15c. per case on the 8 oz. package and 30c. on the 16 oz. package. Lard dropped one cent per pound, threes, now quoted at $11.10 per case. Raisins are rather quiet with prices a little easier. Libby's sauer kraut, 2½s, are quoted at $4.35, with available supplies running very low and an advance in local wholesale prices may be expected in the near future.

Beans, Kotenashi, per cwt.		6 60
Rolled oats, 80s		2 35
Rice, Siam	6 00	6 50
Japan, No. 1	7 65	8 00
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.		8 40
Sugar, pure cane, gran., cwts.		7 64
Cheese, No. 1, Ont., large	0 22½	0 23
Alberta cheese, twins		0 20
Do., large		0 22
Butter, creamery, lb.	0 36	0 40
Do., dairy, lb.	0 20	0 24
Lard, pure, 3s		11 10
Eggs, new laid, local, case		7 00
Tomatoes, 2½s	4 40	4 50
Pumpkin, 2½s, case	4 20	4 50
Lemons, case		7 75
Corn, 2s, standard case	2 80	3 60
Peas, 2s, standard case	3 95	4 20
New early June peas, case		4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye, ½s		21 55
Strawberries, 2s, Ont. ,case	7 95	10 00
Raspberries, 2s, Ont., case	7 60	9 25
Cherries, 2s, red, pitted		8 50
Peaches, 2s, halves		5 85
Do., 2s, sliced		6 25
Apples, evaporated, lb.		0 18
Do., 25s, lb.		0 18½
Pineapples, Hawaiian, sliced 2's	6 80	7 85
Do., canned, 2s	7 45	7 90
Potatoes, local, ton	20 00	20 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., April 18.—Sugar declined 25c. per hundred, standard granulated now quoted at $6.25. Clear pork lower at $34.50 per barrel. Lard is easier at 17½c. per lb. in pails and shortening is also reduced to 16½c. per lb. in pails. Oranges are quoted at $8 to $9 and bananas at 8c. to 9c. per lb. Onions are slightly lower at 10c. per lb.

Rolled oats, bag	3 65
Do., bbls.	8 30
Cornmeal, gran., bags	2 75
Rice, Siam, per cwt	6 60
Tapioca, per 100 lbs.	9 50
Molasses, gal.	0 60
Tomatoes, cans	2 00
Do., bags	6 00
Raisins, Valencia layers	0 24 0 30
Currants, cleaned	0 20
Prunes, 90-100, 25-lb. boxes	0 14
Lemon peel	0 34
Orange peel	0 34
Citron peel	0 46
Walnuts	0 28
Almonds	0 22
Brazils	0 20
Peanuts	0 17
Filberts	0 16
Cocoanuts, bag	6 00
Potatoes, per bbl.	2 25
Onions per lb.	10 00
Do., crate	5 00
Pork, clear, bbls.	34 50

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S., April 18.—Merchants report business for the Easter season as being very good. There are practically no changes in general grocery commodities but butter shows a decrease of 2c. per lb., making creamery prints 43c. and solids 40c. per lb. Eggs are unchanged at 32c. per doz.

Flour, No. 1 patents, bbl.	11 00
Cornmeal, bags	2 50
Rolled oats, per bag	3 75
Rice, Siam, per 100 lbs.	9 10
Tapioca, 100 lbs.	7 70
Sugar, standard, gran.	6 70
Do., No. 1 yellow	6 20
Molasses, gal.	0 62
Cheese, Ont., twins	0 20
Eggs, fresh, doz.	0 32
Lard, compound	0 17
Do., pure, lb.	0 20
American clear pork, bbl.	34 00
Tomatoes, 2½s., stan., doz.	2 00
Hams, aver., 25-35 lbs.	0 28
Do., aver., 18-25 lbs.	0 30
Hams, aver., 12-18 lbs.	0 26
Roll bacon	0 22
Butter, creamery,, prints, lb.	0 43
Do., creamery, solids	0 40
Raspberries, 2s Ont., doz.	4 00
Peaches, 2s, standard, doz.	0 82½
Corn, 2s, standard, doz.	1 62½
Peas, standard, doz.	1 97½
Strawberries, 2s, Ont., doz.	4 00
Salmon, Red Spring, flats, cases	
Do., pinks	7 00
Do., Cohoes	14 00
Do., Chums	8 00
Evaporated apples, per lb.	0 18
Dried peaches, per lb.	0 22
Potatoes, Nat., 90-lb. bag.	1 35
Corned beef	3 00
Onions, Spanish, lb.	0 12
Do., American, bag 10 lbs.	13 50
Oranges, per case	8 50
APPLES—	
Spys, No. 1 per bbl.	7 50
Spys, No. 2 per bbl.	6 50
Cauliflower, per doz.	3 50

IS HE RIGHT IN BUYING THE SMALL LOT?

Continued from page 25

Jaw, Regina, Swift Current and Calgary —where the thermometer certainly gets down in winter—make conspicuous successes in this department.

Other suggestions are:

Reduction in wages expense. True, this amounted all told, inclusive of proprietor's "drawing account," to just short of 8.4 per cent. and so is not excessive for most localities; but these are times of curtailment and the locality of this business is not high priced generally, so I believe the level should be set for seven per cent., including the boss—and I feel it can be substantially attained. That would mean about $600 extra earnings on present ratio of business. I suggested a cut of his own salary to $125 per month as a beginning. The greater purchasing power of today's dollar will help all this.

Losses from bad debts are twice what they should be. That should be stopped —and it can be by good management. A merchant must learn to say no and mean it. No anxiety to increase business will justify credit laxity.

We all must remember that recent times have beene stressful—if not actually distressful—and that the man who got through without serious loss must congratulate himself, but now is the time to pick up the tangled threads and resume on a solid basis.

Man Himself Basically Sound

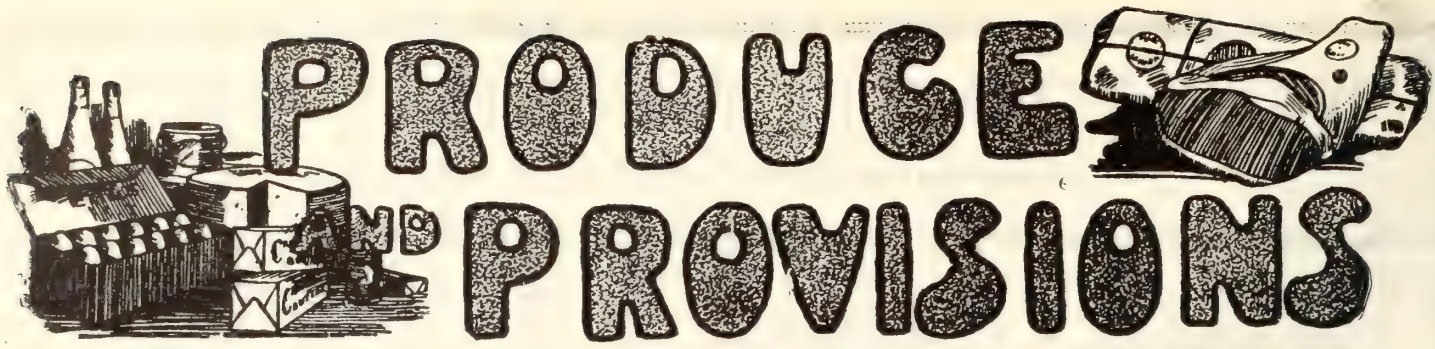
In conclusion I wrote him thus:

"I think that, considered altogether, you are on about the right track. Experience is a dear teacher but a very efficient one and you seem to have been through all the grades of her school. Also you seem to have profited thereby. It is a splendid sign that you have faced unflinchingly the 20 per cent. depreciation in stock and I am inclined to think you have followed the market downward with all declines. That is good business. It teaches a man to know the worst from the start, and it should be a good deal of comfort to you to know that many a good merchant lost money during the past year, so that to have played even is a good showing."

Perhaps a good closing thought is the following: that, having learned that market values must always rule on the down-grade, a man will see that they rule also on the up-turn. He will take his advances as well as his declines—always and immediately when they are due.

"It's a poor rule that does not work both ways."

Grocery stock was burned when fire visted the store of Joseph Choquette at 28-34 Craig Street, Montreal. The amount of damage to stock in the basement is unknown, but considerable stock was ruined.



Proposed Legislation Will Regulate Sale and Inspection of Root Vegetables

Measure Will Provide for Certain Grade Requirements, Marking of Potatoes and Onions, Containers, Etc.—Grocers Favor Proposal to Sell Root Vegetables by Weight

OTTAWA, April 11. (Special.) — One important piece of legislation to be dealt with during the present session of Parliament, and which will be carefully watched by retail grocers throughout the Dominion, is the proposed Act to Regulate the Sale and Inspection of Root Vegetables.

This measure introduces grade requirements, and provides for the marking of potatoes and onions, the branding of same, deals with the right of inspectors to examine, and imposes penalties for offences.

Bag Must Be Marked

Dealing with the marking of potatoes, the Act provides that where they are sold by the bag to the public, the bag must be marked in a plain and indelible manner, with a suitable tag, before it is taken from the premises where it is packed. This section was discussed at a recent meeting of the Advisory Committee of the Grocers' Section of the Retail Merchants' Association of Canada, and it was their opinion that this would be a protection to the retail grocer, but would likely increase the cost of potatoes to the consumer. The committee wished to know if when a grocer dumps the potatoes into a bin, when he sells a bag full, must he tag it with his own name and therefore become responsible. The information secured from the department of agriculture was that if he rebagged the potatoes he would have to place his own name on the tag.

Designates Size of Potatoes

Section 2 (b) of the proposed Act provides "that no person shall sell or offer for sale any potatoes upon which are marked any designation of grade representing such potatoes to be of Canada B quality unless they consist of reasonably mature stock of similar varietal characteristics, which are practically free from dirt or other foreign matter, frost injury and soft rot, and which are free from serious damage caused by sunburn, cuts, scab, blight, dry rot or other disease, insects or mechanical or other means.

These potatoes are not to be less than one and one half inches in diameter.

Reading this section, the grocer will naturally ask: "Can potatoes be imported into Canada of any grade or size?" The answer is yes, as the above requirements will only apply to Canadian grown stock.

Would Be Merchant's Loss

Discussing the right of an inspector to examine a carload of potatoes, at the meeting of the Advisory Committee of the Grocers' section, it was pointed out that if a retail merchant bought a carload of potatoes in, say, New Brunswick, and it arrived in the month of October or November and an inspector had occasion to inspect that car, he might hold it up on the tracks for three or four days. A frost might come in the meantime and the potatoes would be frozen. This would be entirely the merchant's loss, and the potatoes may have been quite sound when the inspector first held them up. This point was brought to the attention of the department, which replied that only one case of this kind had occurred in fifteen years.

Vegetables By Weight

Dealing with onions, provision is made for marking them when sold in crates.

The question was raised by the grocers whether or not it would be necessary when putting up a gallon or half a gallon to observe this rule. The department replied in the negative.

The committee went on record as being in agreement with section 16, which provides for the sale of all potatoes, onions, artichokes, beets, carrots, parsnips and turnips, by weight. They even go further and suggest that "or any fraction of weight," should be added.

IMPORTS FROM JAMAICA

A report from Kingston, Jamaica, states that in the past nine months, as compared with the corresponding period of the year previous, Canadian imports of Jamaican hides and skins and spices doubled; imports of cocoanut, raw cocoa and coffee trebled; grapefruit quadrupled, and vegetable oils increased by fourteen times their previous bulk. Shipments of raw sugar from this colony increased. These figures cover the first period during which the Canada-West Indies trade agreement of 1920 was operative.

OLEOMARGARINE IN UNITED STATES

THE FOLLOWING table shows the importance of the oleomargarine industry in the United States:

Production—	1916 lbs.	1917 lbs.	1918 lbs.	1919 lbs.	1920 lbs.
MARGARINE (Uncolored):					
Animal oil, only..	15,479,588	7,562,741	3,306,671	3,391,206	4,444,924
Vegetable oil, only	1,941,932	21,803,482	88,861,472	132,906,154	186,569,182
Mixed animal and vegetable oil	177,264,474	254,440,884	255,196,572	214,759,089	165,178,136
MARGARINE (Colored):					
Animal oil, only..	559,130	136,889	1,002,864	1,165,363	141,167
Vegetable oil, only	.....	725	112,494	9,792,694	4,969,828
Mixed animal and vegetable oil	7,198,937	6,958,211	7,056,442	9,302,681	9,426,812
Total	202,444,061	290,902,932	355,536,515	371,317,187	370,730,049

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, April 19—The feature of the produce market is the lower prices on butter with a weak market developing. This change is merely reactionary and may be expected to change as soon as the movement shows an improvement. Eggs are firm in price but lower quotations may be expected before the close of the month. Hogs have strengthened with an advance. There is no change in smoked or cured meats but the demand is good and shows a better movement than a year ago. Lard prices are steady. The cheese market is dull and weak in sympathy with butter but wholesale prices are not changed. The fish market is quiet but some improvement may be expected now that Easter season is over. The only feature is the arrival of lake and river fish which offers a variety for the retail fish dealer. Brook trout are on the market but prices are high, the season having opened earlier than usual this year.

BUTTER PRICES LOWER

Montreal.

BUTTER—The feature of the butter market has been a weaker feeling with prices quoted from three to four cents lower than last week on account of a bigger production and only a fair demand. Sales of select creamery butter were made at 37c at the beginning of the week with a tendency toward still lower prices.

Montreal.

Solids, creamery, finest		0 36
Prints, creamery		0 37
Newmake		0 38
Second grade creamery	0 34	0 35
Dairy solids	0 25	0 27

CHEESE MARKET QUIET

Montreal.

CHEESE—The cheese market shows weakness in sympathy with butter while the demand for domestic and export trade is quiet and the new make is increasing in quantity. It is expected however that the interest in cheese will develop as the season progresses and a firmer tone will be evident with a better movement for export.

CHEESE—

Old Colored, twins		0 26
Old White		0 25
New Large, per lb.	0 19	0 20
New Twins, per lb.	0 19	0 20
Triplets, per lb.		0 19
Fancy old cheese, per lb.	0 28	0 30
Stilton, per lb.		0 30
Quebec	0 19	0 20

EGGS LIKELY TO GO LOWER

Montreal.

EGGS—In spite of the large supplies of fresh eggs arriving on the market prices are holding steady with a firm tone due to the big demand for consumption and the quantities that are now going into storage. The demand during the holiday season was particularly heavy but prices have not advanced. There is a feeling in the market that within the week lower prices will be quoted on eggs since the consumption usually is lessened after the Easter holidays. Export markets also show a weaker tone and there is little hope of any movement in that direction.

EGGS—

New laid American		0 31
Specials	0 34	0 37

COOKED MEATS UNCHANGED

Montreal.

COOKED MEATS—Cooked meat prices remain firm and unchanged with some improvement in the demand.

COOKED MEATS—

Hams, cooked		0 47
Square pressed		0 52
Smoked shoulders		0 22
Bologna	0 10	0 20
Corned Beef 1's		3 25
Per doz. 2's		5 75
Per doz. 6's		23 50

LARD PRICES STABLE

Montreal.

LARD—The lard market stands firm with a steady feeling evident in the trade. Buying has shown some improvement but is only for immediate requirements.

LARD—

Tierces, 60 lbs.	0 16½	0 17½
Pails, 20 lbs.	0 17	0 18
Tubs, 20 lbs.	0 17½	0 18½
Bricks	0 19	0 20

SMOKED MEATS ACTIVE

Montreal.

SMOKED MEATS—The smoked meat market is decidedly more active. The Easter holiday brought a big volume of business which some dealers claim to be in excess of last year. Prices however, are unchanged but firm. The consumption in general is larger than last year on account of the lower prices.

BACON—

Breakfast, best	0 40	0 50
Smoked breakfast	0 30	0 40
Cottage rolls		0 32
Picnic hams		0 22
Wiltshire	0 27	0 30

MEDIUM SMOKED HAMS—

Weight, 814, long cut	0 30	0 34
Do., 14-20	0 29	0 32
Do., 20-25	0 28	0 29
Do., 25-30	0 25	0 27
Over 36 lbs.		0 25

ADVANCE IN HOG PRICES

Montreal.

FRESH MEATS—The Easter season brought a stronger tone to hogs with an advance of 25c per cwt. on select light weights, making the price $14.50 per cwt. weighed off cars. The bigger demand for smoked, cured and fresh pork has strengthened the hog situation and while the offerings are just fair the present firm position may be expected to hold. There is no change in the market for beef. The supply of beef cattle, while not large, is ample to meet requirements and the close of Lent brought little change as far as prices are concerned.

FRESH MEATS—

Hogs, live (selected, weighed off cars)	14 00	14 25
Fresh killed	20 00	
Fresh Pork—		
Legs of pork (foot on)	0 20	0 21
Loins (trimmed)	0 28	0 29
Trimmed shoulders	0 19	0 21
Untrimmed		0 17
Pork sausage (pure)		0 20

Fresh Beef—

	(Cows)		(Steers)	
Hind quarters	0 15	0 18	0 12	0 16
Front quarters	0 10	0 12	0 05	0 08
Loins	0 23			0 28
Chucks	0 10	0 11	0	0 12

BROOK TROUT OFFERED

Montreal.

FISH—With the close of the Lenten season the demand for fish has a quiet tone and prices are fairly steady. The new arrivals of fresh lake fish on the market have to some extent brightened the demand on account of the change. Brook trout is the feature this week but prices are high. Other prices are steady and unchanged.

FRESH FISH—

Filets, 20 lb. boxes		0 16
Herring		0 08
Market Cod, fresh		0 06
Steak cod		0 08
Haddock		0 08
Halibut		0 23
Flounders		0 10
Mackerel		0 16
FROZEN FISH—		
Haddock		0 06
Halibut		0 18
Chicken halibut		0 16
Market cod	0 05	0 05¼
Steak cod	0 5½	0 06
Lake Trout	0 14	0 15
Doree	0 06½	0 07
Qualla Salmon	0 10	0 11
Dressed B. C. Salmon	0 20	0 21
Gaspe Salmon	0 18	0 19
White fish		0 18
Dressed pike		0 07
Mackerel		0 18
Sea Herring, 100 lbs.		0 6½
OYSTERS—		
Shell oysters, bbl.	8 00	15 00
Herrings		0 06½
Lake trout		0 14

SOLVING THE LATE ORDER PROBLEM

(Continued from page 23)

Sunday. We have no system in the store that I like better."

Notice To Customers

Another Montreal provisioner, J. Levesque, proprietor of Levesque's Market, 388 Victoria Ave., has another idea in order to get orders in early. A large sign across one of the walls reads—"We clerks are posting this hoping that customers will work in co-operation with us for their own benefit as well as ours. Please place your orders as early as possible. Our deliveries are 8 a.m., 10 a.m., 12 a.m., 3 p.m. and 5 p.m. Thanking you, signed, The Clerks." Another sign on the opposite wall reads, "Thanking you in advance for whatever service you will render by ordering as early as possible, signed, The Clerks." These polite suggestions help this store to get their deliveries out on time and so increase their service to their customers.

ONTARIO MARKETS

TORONTO, April 19—The hog market is more or less unsettled, conditions changing almost daily depending upon receipts. Butter and cheese have an easier tone and a break in these markets is expected within the next week or ten days. Eggs are an uncertain element at the present time, as production is not yet considered to be at the peak. Storage operations have commenced in earnest and any surplus of eggs are going into storage. Lard is holding steady but shortening has an easy undertone. In some quarters quotations on cooked hams are lower while others are inclined to hold prices, claiming that hams will be scarce later in the season and are therefore putting into storage any surplus hams. Smoked meats are steady. Fish and poultry are unchanged.

BUTTER MARKET EASIER

Toronto.

BUTTER.—There is an easier feeling in the butter market with dealers' quotations to the retail trade reduced one cent per pound, making No. 1 creamery prints 43c to 44c with second grades around 42c per lb. The Ontario make is slowly increasing and many of the cheese factories which are equipped for the making of butter are expected to continue to make butter rather than cheese for some time. This factor no doubt will hasten the break which is being looked for almost daily. Dealers are not buying heavily, purchasing according to requirements.

BUTTER—

Creamery prints, No. 1	0 43	44
Do., No. 2		0 42

CHEESE MARKET QUIET

Toronto

CHEESE.—The market continues with a quiet tone although the feeling is inclined to be easy. Dealers' quotations are unchanged.

CHEESE—

Large, new (fodder)	0 18	0 18½
Do., Sept		0 20
Do., June	0 26	0 26
Stilton, new	0 24	0 25

Twins, 1c higher than large cheese and triplets 1½ cents higher than large.

UNCERTAINTY IN EGGS

Toronto

EGGS.—There has been a heavy consumption of eggs during the past week but as production is not yet at the peak there is rather an uncertain tone to the market. Storage operations have commenced in earnest and probably the next two weeks will see a heavy movement into storage. At the present time nothing definite can be forecast as from now on, or at least until storage operations cease, the condition of the market will depend mostly upon production. Quotations remained unchanged at 31c to 32c per doz.

EGGS—

New laid	0 31	0 32
Cartons		0 35

LARD PRICES STEADY

Toronto

LARD.—The market is holding fairly steady with quotations unchanged.

LARD—

1-lb. prints	0 19
Tierces, 400 lbs.	0 16½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

SHORTENING EASY

Toronto.

SHORTENING.—Although quotations show little change as compared with a week ago, the market has an easy tone. In some quarters quotations on the tierce basis are reduced ½c per lb. while others are unchanged. One-pound prints are quoted 18c and on the tierce basis 15c to 15½ per lb.

SHORTENING—

1-lb. prints	0 18
Tierces, 400 lbs.	0 15

NO CHANGE IN MARGARINE

Toronto

MARGARINE.—This market continues quiet with no changes either in quotations or market conditions to report.

MARGARINE—

Margarine, No. 1	0 20	0 21
Do., No. 2		0 18

COOKED HAMS SLIGHTLY LOWER

Toronto.

COOKED MEATS.—Sentiment in cooked meats is rather mixed at the moment. Some packers are inclined to shade prices on cooked hams while others are not overly anxious to reduce prices claiming that hams will be scarce later on when the summer demand is on, and any surplus of hams is going into storage for that purpose. Quotations on ordinary round trimmed boiled hams range from 44c to 48c and on square pressed, 47c to 50c per lb.

COOKED MEATS—

Boiled ham, lb.	0 44	0 48
Do., square pressed	0 47	0 50
Boiled shoulders		0 38
Head cheese, 6s, lb.		0 10
Choice jellied ox tongue, lb.		0 60
Jellied pork tongue	0 32	0 35
Bologna	0 13	0 15

Above prices subject to daily fluctuations of the market.

CURED MEATS STEADIER

Toronto.

PROVISIONS.—Consumptive demand for smoked bacon and hams for the Easter trade was quite heavy and at the moment the market has a steadier tone, quotations show no change.

Hams—		
Small 6 to 12 lbs.	0 33	0 34
Medium, 12 to 20 lbs.	0 33	0 34
Large, 20 to 35 lbs., lb.	0 30	0 31
Heavy, 35 lbs., and upwards		0 26
Backs—		
Boneless, per lb.	0 39	0 40
Rolled, per lb.		0 46
Peameal	0 37	0 41
Bacon—		
Breakfast, ordinary, per lb.	0 28	0 32
Do., special trim	0 38	0 41
Cottage rolls		0 32
Rol, per lb.		0 28
Wiltshire (smoked boneless) lb.		0 30
Do., three-quarter cut		0 28
Do., middle		0 35
Dry Salt Meats—		
Long clear bacon, av. 50 to 70 lbs.		0 19½
Do., av. 80-90 lbs.		0 18
Clear Bellies 15-30 lb.	0 17½	0 19½
Fat backs, 10-12 lbs.	0 17½	0 17½

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—

Mess pork	33 00
Short cut backs, 200 lbs.	35 00
Picked rolls, bbl., 200 lbs.—	
Lightweight	46 00
Heavy	40 00

Above prices subject to daily fluctuations of the market.

HOGS UNSETTLED

Toronto.

FRESH MEATS.—The hog market continues with an unsettled tone. As we went to press last week the market had a firmer feeling owing to light receipts but later in the week, prices again dropped under heavier shipments. The condition of the market appears to depend upon receipts; if more hogs arrive than can be readily absorbed the big packers are able to put into effect lower prices but on the other hand any curtailment in shipments, values go up. As we go to press the market is easy at $13.50 to $13.75 on the fed and watered basis. The big percentage of calves arriving continue to be of poor quality and consequently values in this section of the market were lower. Cattle and lambs held firm during the week.

FRESH MEAT—

Hogs—		
Live, f. o. b.	12 75	13 00
Live, off cars	13 25	13 50
Live, fed and watered, cwt.	13 50	13 75
Dressed, light, per cwt.	17 00	18 00
Do., heavy, per cwt.	12 00	14 00
Fresh Pork—		
Legs of pork, up to 15 lbs.		0 28
Loins		0 29½
Fresh hams, lb.		0 23½
Tenderloins, lb.		0 52
Picnics, lb.		0 17
Montreal shoulders		0 20
Boston butts, lb.		0 25½
New York shoulders		0 18½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 18	0 20
Ribs, lb.	0 15	0 18
Chucks, lb.	0 06	0 08
Loins, whole, lb.	0 24	0 30
Hips, lb.	0 13	0 15

Cow beef quotations about 2 cents per lb below above quotations.

Calves, lb., top quality	0 13	0 15
Do., Medium,	0 09	0 11
Sheep, whole, lb.	0 10	0 15
Do., yearling, lb.	0 28	0 30

Above prices subject to daily fluctuations of the market.

STEADY POULTRY MARKET

Toronto.

POULTRY.—This market continues quiet and as receipts of fresh poultry are light the greater part of the demand is being filled from storage supplies. Quotations are holding steady and unchanged.

Poultry—

Prices paid by dealers—

	Live.	Dressed.
Turkeys	30-35	40 45
Chickens, spring	23-25	27-32
Roosters	00-18	00-23
Fowl, 4 to 5 lbs.	00-25	00-26
Fowl, over 5 lbs.	00 28	00 28
Fowl, under 4 lbs.	00-14	00-22
Guinea hens, pair	1 25	1 50
Geese		00-20
Ducks, 4 lb. and over	00-32	00 32
Prices quoted to retail trade:		Dressed:
Ducklings	0 32	0 38
Hens, heavy	0 28	0 32
Hens, heavy	0 28	0 32
Do., light	0 20	0 28
Geese		0 25

NO CHANGE IN FISH

Toronto.

FISH.—Shipments of fresh lake fish show little improvement, continuing in small volume. The market is fairly steady with no changes in quotations.

FRESH SEA AND LAKE FISH		
Cod steak, lb.	0 09	0 10
Do., market, lb.	..	0 08
Oysters, No. 1 tins	3 25	3 70
Do., No. 2 tins	9 25	11 10
Do., No. 5 tins	15 00	18 00
Do., glass jars, doz.	5 00	5 75
Do., shell, per bbl.	13 50	14 00
Smelts, No. 1, per lb.	....	0 13
FROZEN FISH		
Halibut, medium	0 17	0 18
Do., chicken	0 13	0 14
Flounders	0 11	0 12
Pike round	0 05	0 06
Do., headless and dressed	0 07	0 08
Salmon, Cohoe	0 15	0 16
Do., Red Spring	0 20	0 21
Do., Alaska Qualla	0 11	0 12
Do., Qualla,	0 07	0 08
Brill	0 10	0 11
Sea Herring	0 07½	0 08
White Fish	0 10	0 11
Lake Erie Herrings	....	0 04½
Lake Herrings	....	0 08
SMOKED AND SALT FISH		
Haddies, lb.	0 12	0 13
Fillets, lb.	0 14	0 16
Kippers, box	2 25	2 75
Bloaters	2 00	2 00
Ciscoes, lb.	....	0 17
Salmon snack, lb.	....	0 20
Digby chicks, 6 to bundle	1 00	1 20
Boneless Digbys, 10 lb. box	....	1 50
Shred cod, box 24 cart.	....	2 20
Cod, 1 lb. tablet, box 24s.	....	3 20
Quail on toast [illegible]	....	0 14
Holland Herrings, mixed 10-lb. keg	....	0 85
Do., milkers, 10 lb. keg	....	0 95
Shrimps No. 1 can	....	2 00
Do., No. 6 can	....	11 50
Labrador Herrings—		
Kegs, 100 lbs.	....	6 75
Do., barrels, 200 lbs.	....	11 00

MANITOBA MARKETS

WINNIPEG, April 19—The produce market is strong in almost all lines with many advances. Butter is the feature with an advance of 2 cents per lb. Eggs are also strong under an advance. The hog market continues firm. Lard is steady with a fair demand but no change in price. The poultry market continues quiet. Fresh salmon is arriving but shipments are small. Halibut is also in good demand.

BUTTER PRICES ADVANCE

Winnipeg.

BUTTER.—The market continues firm with quotations to the retail trade advanced 2c per lb. Best grades of creamery are quoted at 44c to 46c per lb. with the under grades at 40c to 42c per lb.

BUTTER—		
Creamery, best table grade	0 44	0 46
Margarine	0 22	0 23

STEADY CHEESE MARKET

Winnipeg.

CHEESE.—The market situation is holding steady although the movement is fairly quiet. Quotations are unchanged.

CHEESE—	
Stilton cheese, large, lb.	0 24
Ont., large lb.	0 19½
Ont., twins, lb.	0 20
Ont., triplets, lb.	0 20½

EGG PRICES ADVANCE

Winnipeg.

EGGS.—The feature of the egg market is the firmer tone that has developed, due to the bad conditions of the roads making receipts very light. Case counts are quoted at 26c, candled at 27c and cartons at 30c per doz.

HOG MARKET STEADY

Winnipeg.

FRESH MEATS.—The hog market has shown an advance and live selected hogs are quoted at $12.50. The cattle market is active and with the limited offerings ready sales have been made. Good steers are quoted at $5.50 to $6.50. Few heifers are offered at prices from $5 to $6. There is very little demand for sheep and lambs as the few that are arriving are of poor quality.

HOGS:—		
Selected, live, cwt.	....	12 50
Heavier	8 50	10 50
Light	11 50	12 00
Sows	6 50	8 50
Fresh Pork—		
Legs of pork, lb.	0 21	0 25
Spare ribs	....	0 15
Loins of pork, lb.	0 26	0 28
Fresh hams, lb.	0 23	0 27
Shoulders	0 14½	0 16
Fresh beef—from steers and heifers—		
Hind quarters	0 12 to 0 17	
Front quarters	0 06 to 0 10	
Whole carcass, good grade, lb	0 09 to 0 13	
Mutton—		
Choice, lb.		0 16
Choice long hinds (leg and loin)		0 22
Choice Stews		0 12
Lambs—		
Choice, 30-45 lbs.		0 25
Veal—		
Good veal, 40 to 80 lbs, hind quarters		0 25

LARD PRICES STEADY

Winnipeg.

LARD.—The market has a steadier tone but there are no changes in quotations. Shortening is in fair demand with no change in price.

LARD—	
Pure Lards, No. 1 Quality, per lb. (in tierces, 400 lbs.)	0 16½
Do., wooden pails, 20-lb. pails	3 70
Shortening, tierces of 400 lbs.	0 15
Do., per pail, 20 lbs.	3 40

COOKED MEATS STEADY

Winnipeg.

COOKED MEATS.—The market shows little change although some advances have been noted. Jellied ox tongues are quoted at 55c per lb. with pork tongues at 30c.

COOKED MEATS—	
Hams, best quality, skinned 8-14 lbs.	0 46
Do., 13-1 lbs.	0 44
Roast ham, lb.	0 46
Roast shoulders, lb.	0 32
Head cheese, 6-lb. tins, lb.	0 12
Pork tongues, lb.	0 30
Jellied ox tongues, lb.	0 55
Luncheon cooked meats	0 22

LOWER PRICES ON HAM

Winnipeg.

PROVISIONS.—There has been a slight reduction of 2c per lb. on hams and quotations are from 27c. to 40c. per lb. Bacon is in fair demand with no change in quotations.

Hams—	
8 to 16 lbs. per lb	0 35
16 to 20 lbs., per lb.	0 35
Boneless, 8-14 lbs., per lb.	0 39
Skinned, 14-18 lbs., per lb.	0 40
Skinned, 18 to 22 lbs. per lb.	0 40
Bacon, to 10 lbs. per lb.	0 45
Cottage rolls, boneless	0 26
Bellies 6 to 10 lbs., per lb.	0 44

Winnipeg.

POULTRY RECEIPTS LIGHT

Winnipeg.

POULTRY.—Receipts continue light and the larger portion of the business is being filled from storage supplies. There is no change in quotations other than a greater range in prices on chickens on account of the poor quality now offered.

POULTRY—	
Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
D. P. Chickens, 3½ lbs., and under	0 30
Do., 3½ lbs., and over	0 35
D. P. fowl, 3½ lbs. and under	0 22

FRESH SALMON SCARCE

Winnipeg.

FISH.—Small shipments of fresh salmon are arriving and are quoted at 35c per lb. Fresh halibut is also in good demand at 18c per lb. The demand for lobsters and crabs continues active, lobsters quoted at $1 per lb. with crabs at 25c each.

FISH—	
Black cod, lb.	0 12
Brills	0 08
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15½
Salmon, Cohoe, in full boxes, 300 lbs.	0 18
Salmon, Cohoe, in broken cases	0 17
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08
Whitefish, dressed, case lots	0 10
Whitefish, dressed, broken cases	0 10½
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Haddies, in 30-lb. cases, per lb.	0 12
Kippers, East. Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 15
Salt Fish—	
Holland Herring, milkers, 9-lb. pail, pail	0 95
Holland Herring, mixed, 9-lb. pails, pail	0 85

THIS NOVEL SCHEME IS SAID TO HAVE BEEN WORTH WHILE

C. E. Sabbague, a sales promoter who has conducted many sales for retail stores in the vicinity of Lewiston, Me., just staged a rather sensational sale of his own, in which he drew public attention by advertising to pay boys 25 cents each for cats. The cats began to come in. People who lost cats began to complain. The reporters of the daily papers gave the matter news column publicity, and then the agent for the humane society was urged through numerous channels to investigate. His reports showed that Mr. Sabbague was treating the cats well, cats that had been stolen or had strayed away from their homes were promptly returned to owners. He was permitted to continue the cat collection to the end of the week, on promise of good "cat behavior" and of keeping a record of purchases of cats. To purchasers at his store on the final Saturday he gave away cats as long as the supply lasted. Mr. Sabbague reports the stunt an advertising success.

WONDERFUL ANIMALS *in* WONDERFUL STUNTS *to make Kiddies happy!*

Another whopping big lot of Kellogg's Jungleland Moving Pictures have arrived! More little folks who missed the joyous show earlier in the week can go to any grocery store now and get Kellogg's Jungleland Moving Pictures—FREE—with two packages of KELLOGG'S "WAXTITE" perfect Corn Flakes!

MORE fun with Jungleland Movies than you can shake a stick at; more happy, sunny deliciousness in those big, crispy - crunchy b r o w n KELLOGG'S "WAXTITE" CORN FLAKES than you ever believed could be put into a cereal—a taste revelation!

Millions of children all over the nation won't eat any other Corn Flakes but KELLOGG'S "WAXTITE"—b e c a u s e KELLOGG'S "WAXTITE" are not "leathery," not hard to chew!

Right away—buy a package of K E L L O G G'S "WAXTITE" Corn Flakes and get KELLOGG'S Jungleland Movies—FREE! Jungleland would cost 50c. in any book store!

Get Jungleland with every two packages of KELLOGG'S Corn Flakes for a limited time only—it's inside the Waxtite wrapper on the KELLOGG'S Corn Flakes package! Ask for KELLOGG'S "WAXTITE", insist that you get KELLOGG'S "WAXTITE"—and Jungleland is yours—FREE!

This is one of the series of Kellogg's Jungleland advertisements which is now appearing in every daily and weekly newspaper in Ontario, the largest campaign of its kind ever launched.

Grocers are urged to keep up their stock of Kellogg's Waxtite Corn Flakes to supply the demand.

Kellogg's **WAXTITE**
CORN FLAKES

Also makers of KELLOGG'S KRUMBLES and KELLOGG'S BRAN cooked and krumbled

What is the best investment—the busy business corner or the lot in the suburbs?

Real estate men know that every city, town and village has its most valuable business locations.

Demand for the location; ready money for mortgage if necessary; ready salability—combine to make these prominent plots the safest investment.

The wide-awake grocer knows that similar elements govern the true value of branded food products.

The every day demand by the public for POSTUM CEREAL, INSTANT POSTUM, GRAPE-NUTS and POST TOASTIES, the fact that these four food products represent "ready money" and are commercially noted for their quick turnover, combine to make each brand A LEADER IN ITS LINE.

The peculiar success of POSTUM CEREAL, INSTANT POSTUM, GRAPE-NUTS and POST TOASTIES is not accidental. "There's a Reason."

Persistent and truthful advertising messages throughout the year, and EVERY year since these popular food products were offered to the public, is as much a part of the business policy of the Postum Cereal Company as its desire to serve the public the "best there is" in the brands it manufactures.

What can any grocer demand more than this: ***Quality, assured and reasonable profits, and a guaranteed turnover?***

Canadian Postum Cereal Company, Limited

Windsor, Ontario, Canada

CANNON'S NEW GELATINE PLANT PRODUCING!

Interesting news for users of high grade gelatines.
Consider their many years of experience.

The fact they could command the best in the way of construction and equipment.

Their enormous turnover, made possible by world-wide distribution through their own subsidiary companies.

These facts make possible our claim of giving better service, quality and value than others.

THE WORLD'S PREMIER GELATINES

Made in Lincoln, England

Distributed by

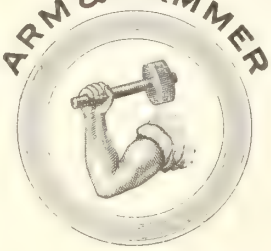
THE CANNON CANADIAN CO., LIMITED

361 Sorauren Ave.
TORONTO

81 Grey Nun St.
MONTREAL

In the United States
B. Cannon & Co., Inc.
Brooklyn, N.Y.

ARM & HAMMER



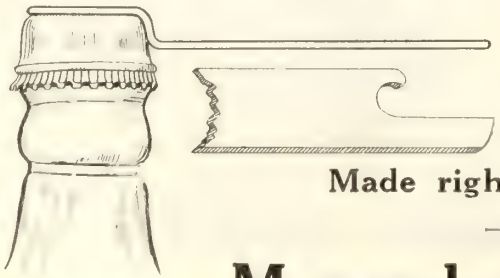
SAL SODA

In Handy 2½ lb. Cartons

Why waste time and money weighing and wrapping bulk Sal Soda when you can sell Arm and Hammer Brand—the highest quality made—in handy 2½ lb. cartons? These convenient containers protect the great strength and purity of this superior Sal Soda until it reaches your customers. They're packed 36 to the case. Your wholesaler can supply you.

CHURCH & DWIGHT, LIMITED,
MONTREAL

Everybody Wants Them - - - Big Profits



COMBINATION ALL-STEEL
BOTTLE CAPPER and OPENER

An excellent Capper and handy household necessity

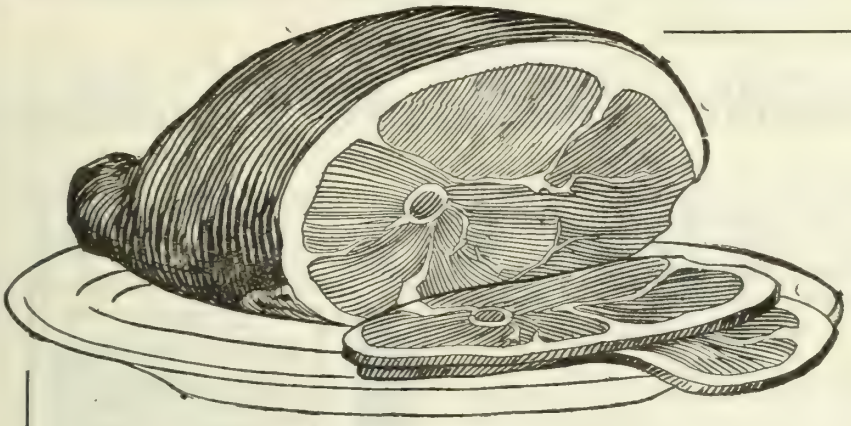
Made right to properly seal bottles

—Reasonably Priced—

Best Grade Crown Cork Caps in 10 gross pkgs., weight 10 lbs.

Monarch Specialty Mfg. Co.

285 Beaver Hall Hill - - MONTREAL



Choice Products of a Great Institution

ROSE BRAND

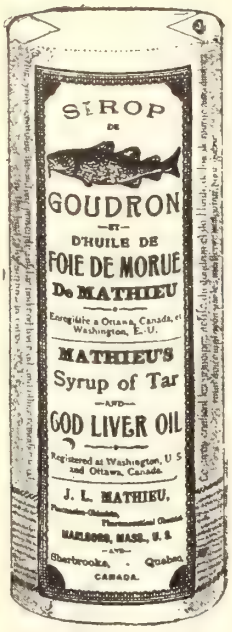
When Stores Had No Street Numbers

Before street-numbers came into being, a merchant was known by the sign under which he traded. And even to-day, though there is a number over your door, people are apt to identify your store by a sign—because signs are so easily remembered. Wherever meats and farm produce are sold, the sign of the Rose is recognized as the means of distinguishing a high-quality product. Surely it is to your advantage to identify your store with a name so high in repute as Rose Brand—the name that has stood for many years as an assurance of the very highest quality and value.

CANADIAN PACKING CO. LIMITED

Toronto - Ontario

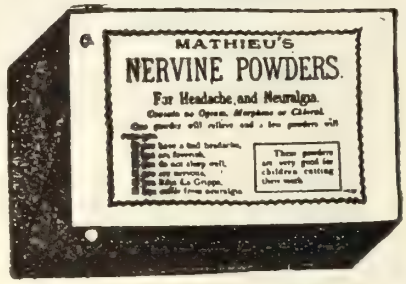
Packing Houses:	Branches:
Brantford	Fort William
Toronto	Sudbury
Peterboro	Sydney, N.S.
Montreal	Charlottetown, P.E.I.
Hull	Winnipeg, Man.



There's A Good Profit In Handling "Mathieu's" Remedies

Mathieu's Syrup of Tar and Cod Liver Extract has the medicinal effectiveness sufficient to keep it in constant demand throughout the year. It is excellent for the treatment of those suffering from Influenza, La Grippe, etc.—also it has a real good tonic effect on the system.

Mathieu's Nervine Powders will be found a good line to handle as there is usually a steady "call" for a dependable medicine assisting in relieving those suffering from Nervousness, Headaches, Fevers, Sleeplessness, etc., and here is something that will be found equal to the task.



An order to-day will ensure an Early Shipment.

J. L. MATHIEU COMPANY

PROPRIETORS

SHERBROOKE, QUE.

Manitoba Whitefish

British Columbia Cohoe

Qualla, Halibut. Pickled Trout and White Fish

LEMON BROS.

OWEN SOUND ONT.

Here Are Some Specialties!

Cauliflower	Florida Tomatoes
Celery	Pineapples
Strawberries	New Beets
New Carrots	

WHITE & CO., LTD.

Wholesale Fruit & Vegetables

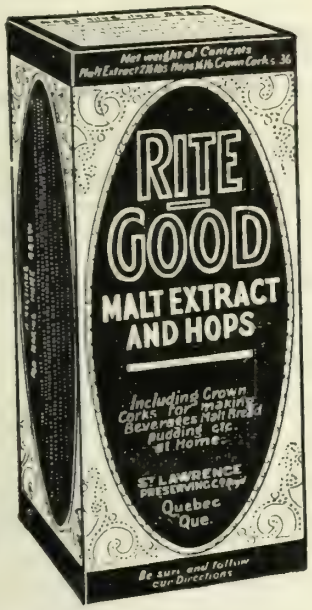
TORONTO

Phone Main 6565 or Main 6699

Start an Avalanche of Sales

with

RITE-GOOD MALT EXTRACT AND HOPS



—it's simple and easy

Your customers just naturally take to this refreshing pep-ful drink because when the simple directions are followed, its wholesomeness is irresistible. When properly played up in your store you've got hold of the greatest repeat-sale article we know of.

This brew can be made legally without evading or dodging any law that has been made. It simply means that your customers make themselves a drink for their own use, like it and keep coming back for more.

Prepared by

St. Lawrence Preserving Co. Reg'd., Quebec, P.Q.

$1.00 Package makes 2½ Gallons	$1.75 Package makes 5 Gallons

You can sell it LEGALLY

OPEN PUSH UP AT TOP
PAT 1904
MEADOW-SWEET
TRADE MARK
PEANUT BUTTER
If any oil rises to the top of the butter it is pure peanut oil, and should be thoroughly mixed in before using.
ABSOLUTELY PURE
Manufactured by
MEADOW-SWEET CHEESE MFG CO LIMITED
MONTREAL
MADE IN CANADA

"Meadow-Sweet"

PEANUT BUTTER

Absolutely Pure

The highest grade made. Only choicest peanuts are used and they are blended by a special process.

In jars and in bulk.

ALSO MAKERS OF

Meadow-Sweet Cream Cheese.
Meadow-Sweet Loaf Cheese.
Meadow-Sweet Pie Fillers.
Meadow-Sweet Maple Butter.
Meadow-Sweet Chocolate Butter.
Meadow-Sweet Strawberry Butter.

Meadow-Sweet Cheese Mfg. Co.
Limited
Montreal

Did You Know That—

The first Sulphur Match made in Canada was

MADE BY EDDY.

The first Safety Match made in Canada was

MADE BY EDDY.

The first Wax Match made in Canada was

MADE BY EDDY.

The first Silent Match made in Canada was

MADE BY EDDY.

The first Non-Poisonous Match made in Canada was

MADE BY EDDY.

The Safest, Surest and Best Matches made in Canada to-day are

MADE BY EDDY.

Beware the so-called "just-as-goods!" Don't jeopardize the prestige of your store with sales of inferior matches. Let it be EDDY'S—always. EDDY'S —***Canada's Matches since 1851.***

Tell your wholesaler distinctly that your match order **must** be filled with EDDY'S.

The

E. B. Eddy Co. Limited

HULL, CANADA

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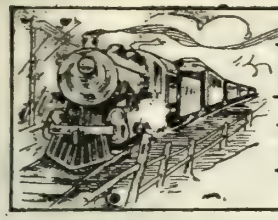
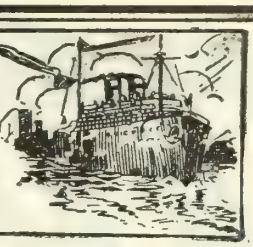


BUYERS' MARKET GUIDE
Latest Editorial Market News



TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

THE MAN is known by the company he keeps.
THE WORKMAN by the tools he uses.
THE GROCER by the goods he keeps for sale.
Therefore, MR. GROCER, stock and offer for sale only
QUALITY BROOMS
Our DUCHESS and PERFECT BROOMS are the best for any purpose a broom is used.
JOHN ADAM & SON,
COLLINGWOOD, ONT.

J. & J. Taylor's Safes for Sale

One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.
One J. & J. Taylor Safe, 18 inches deep, two feet 9 inches wide, four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 108, Canadian Grocer.
153 University Ave., Toronto

Say You Saw It In Canadian Grocer, It Will Help To Identify You

PINEAPPLE PACK REDUCED

The complete and final statement of the pack of Hawaiian canned pineapple for 1921, as given by the Pineapple Packers' Association, shows a grand total of 5,262,503 cases. This is about 250,000 cases under the best estimates last winter, and is a smaller pack than 1920, which was 5,978,182 cases, but larger than that of any previous year.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

Say you saw it in
CANADIAN GROCER
it will help to identify you

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank Street

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

BARRELS
For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

FOR SALE

FOR SALE—A SET OF ONKEN YOUNITS, fumed oak window fixtures, suitable for grocery store; only been used a few times! Can make about 500 different window trims; will sell cheap. The Star Grocery, Huntsville, Ontario.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue, J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

FOR SALE:—

1 Oak Walker Bin, 16 feet counter.
1 Oak Walker Bin, 20 feet wall fixture.
1 Dayton Grocery Scale.
1 Cheese Cutter.
1 Meat Slicer.
1 Platform Scale.
1 Chevrolet ½ ton truck.
1 Electric Coffee Mill.
1 Barr Register.
1 Banner Oil Pump with tank.

Box 200 Canadian Grocer
153 University Ave., Toronto.

SITUATIONS WANTED

WANTED—TRAVELLER COVERING MARItime Provinces can handle several "live" grocery and confectionery lines on commission. Write Box 190, Canadian Grocer.

POSITIONS VACANT

ENERGETIC AND ENTHUSIASTIC SALESman required for old established house handling the highest grade imported grocery specialties. Applicants must therefore be high grade men with proven sales records and enjoying the respect of the trade. Reply fully stating previous experience, remuneration expected, etc., to Box 198 Canadian Grocer, 153 University Avenue, Toronto, Ont.

WANTED FOR GENERAL STORE WITH high class trade, manager who wishes to obtain interest in business. Must have best of references. Apply Box 194. Canadian Grocer, 153 University Ave., Toronto.

TO RENT

We have space in our office and warehouse building, suitable for any company desirous of establishing a branch office for Maritime Province distributing. Will fit up office space to suit tenant.

EAGAR, COOMBS & COMPANY, LIMITED
183 Hollis Street
HALIFAX, N.S.

How To Subscribe

Those desiring to subscribe to this paper may use form below. Mail to nearest office. The offices are: 314 Carter Cotton Bldg., Vancouver; 901 Confederation Life Bldg., Winnipeg; 153 University Ave., Toronto; and Southam Bldg., 128 Bleury St., Montreal.

CANADIAN GROCER,
MacLean Publishing Co.

Please enter my name as a subscriber to Canadian Grocer. Cheque Enclosed is Money Order for $4 (four dollars) for 52 copies, one each week.

Name.....
(Write plainly)

Address.....
(Write plainly)

Other subscription rates are: Great Britain, South Africa and West Indies, 16s a year; United States, $4.50 a year; other countries $6 a year; single copies, 25c., in advance.

Meet This Competition

AT BEST you sell but a small proportion of the fruit used for marmalade making in the home.

—The bulk of the fruit is sold by fruit stores and there is little profit for you on the sale of sugar.

Do you realize that these special fruit sellers are in direct competition with your sales of manufactured marmalade?

Your selling strategy is to concentrate your emphasis on Shirriff's Marmalade.

—Shirriff's the household favorite for seventeen years—therefore your best seller in the marmalade line.

Experiment has proved the fact that it is cheaper for the housewife to buy Shirriff's from you than to make her own.

The more you emphasize Shirriff's the less will be made in the home and the more you will sell.

Do your customers a real service by pointing out to them that it is cheaper to buy Shirriff's and you will deserve and actually enjoy better profits than you ever could hope for from the selling of fruit for home made marmalade.

Handsome display cards sent you on request.

IMPERIAL EXTRACT CO., TORONTO.

Selling Agents: Harold F. Ritchie & Co., Limited, Toronto and Montreal.

Trade Announcement

The Match Company Limited is now prepared to allot territory for the sale, to the retail trade, of the most perfect matches Canada has known — produced at the most modern match plant in Canada.

Applicants must supply full particulars as to their business experience, their organization, what territory they can efficiently cover and how often they are prepared to call upon the retail trade

All applications considered strictly confidential.

The MATCH COMPANY LIMITED

BERTHIERVILLE~MONTREAL

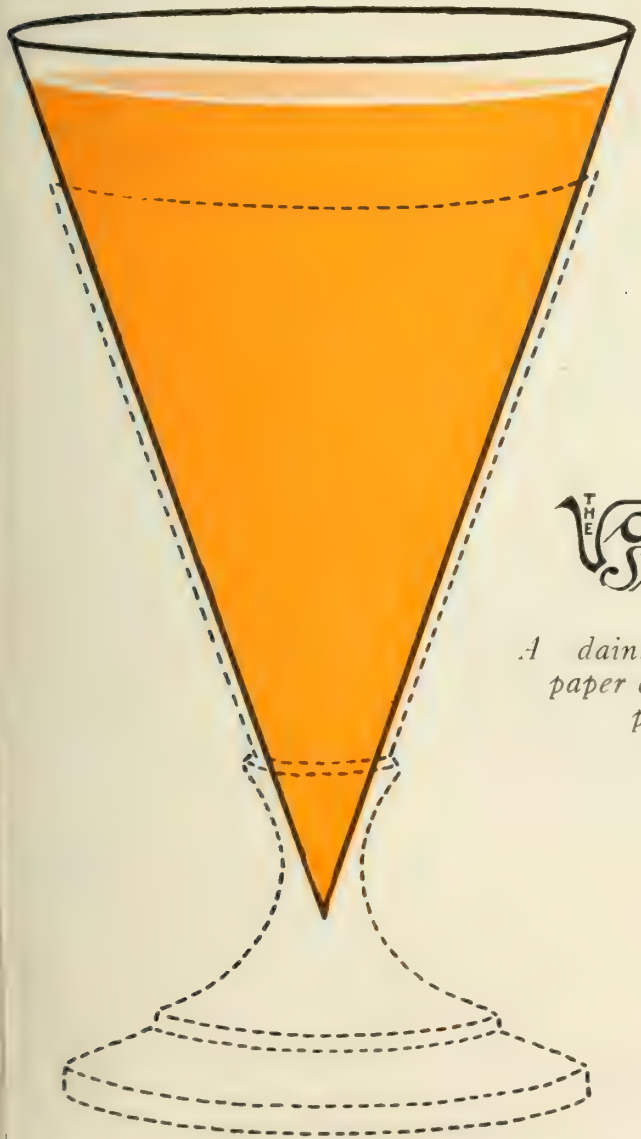
CANADIAN GROCER

The Largest Circulation of any Trade Paper in Canada
Members of The Associated Business Papers—Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI PUBLICATION OFFICE: TORONTO, ONT., APRIL 28, 1922 No. 17

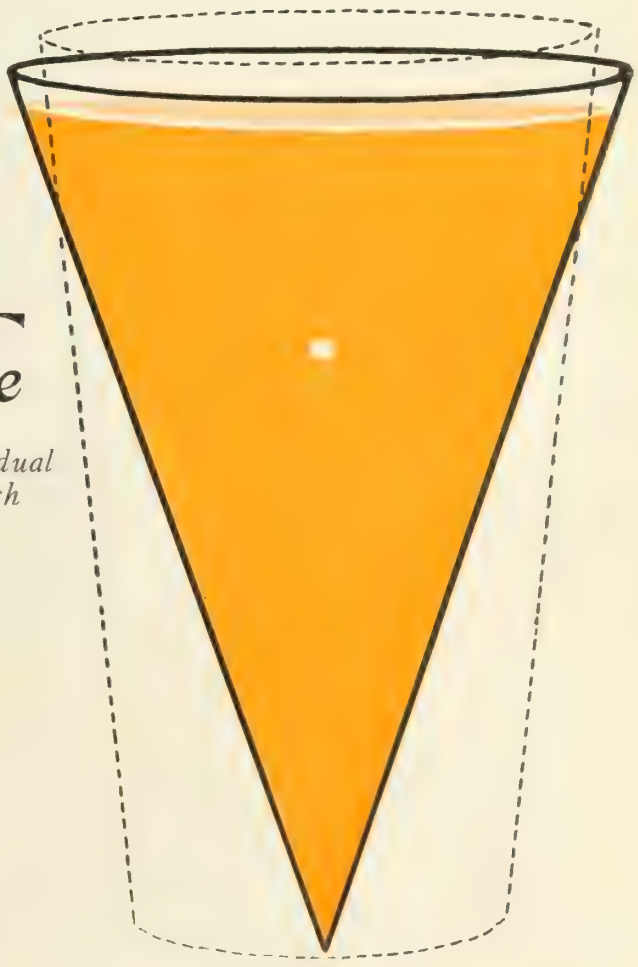
Illustrations below show why six ounces of Orangeade or any other liquid looks larger served in a Vortex pure white paper cup, than eight ounces in an ordinary glass.

A few dollars invested in Vortex Holders enables any dealer to serve a complete line of Soft Drinks, Ice Cream or Sodas, without expensive fountain equipment or washing facilities. For full information write us or our nearest distributor.

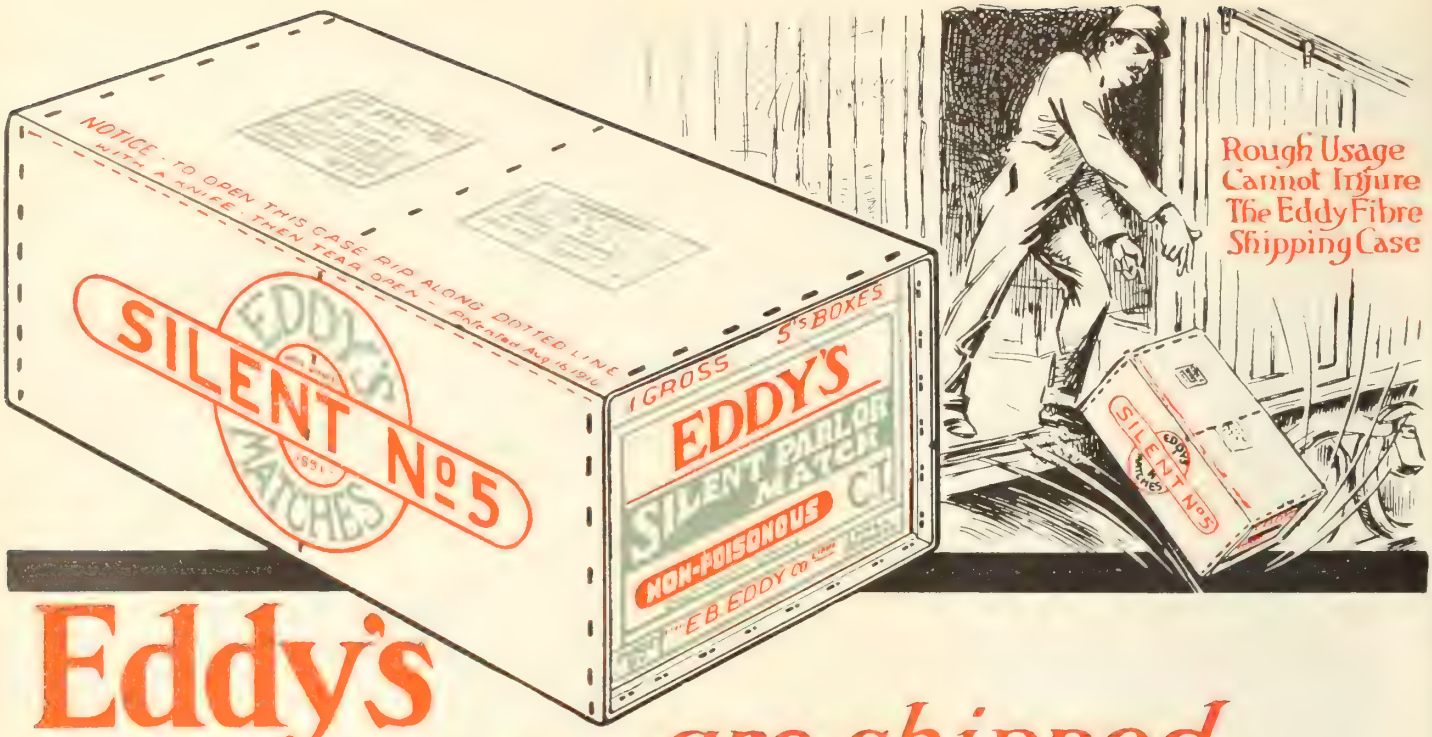


THE Vortex Service

A dainty individual paper cup for each person.



Vortex Division Canadian Wm. A. Rogers, Limited - Toronto


NOTICE - TO OPEN THIS CASE RIP ALONG DOTTED LINE WITH A KNIFE - THEN TEAR OPEN - Patented Aug 16 1910
SILENT No 5
EDDY'S MATCHES
1 GROSS 5 GROSS BOXES
EDDY'S
SILENT PARLOR MATCH
NON-POISONOUS
E.B. EDDY Co Limited
Rough Usage Cannot Injure The Eddy Fibre Shipping Case
SILENT No 5

Eddy's Matches *are shipped in Fibre cases*

Fibre Cases are

stronger, lighter, easier to handle, pilfer-proof, damp-proof air-tight.

Approved by Canadian Railway Commission.

Damp-proof, air-tight fibre cases that will withstand very rough usage in transit.

Fibre cases that are manufactured in accordance with specifications formulated and approved by the Canadian Railway Commission.

Fibre Cases that bring you your order undamaged and complete.

Moisture cannot penetrate the Eddy Fibre Case. Nor can the pilferer extract a box or two and nail it up again as with the wooden case. **An Eddy Fibre Case can only be opened by cutting a hole with a knife, or other sharp instrument.**

Protect yourself against annoyance and loss—give your customers perfect matches in perfect condition.

Tell your wholesaler you want EDDY'S—The best and safest matches which are shipped in the best and safest way.

The Wooden Shipping Case is easily damaged. It is insecure and antiquated and permits pilfering.

THE

E. B. Eddy Co., Limited

HULL, CANADA

Branches at MONTREAL, TORONTO, HALIFAX, LONDON, Ont.

AGENTS:

Schofield Paper Co., Limited, St. John, N.B.
Jos. Emond, 2 & 4 St. Joseph St., Quebec
J. Lumley, Ottawa
J. E. McEathron, Brockville
T. H. Stewart, Kingston
Alfred Powis & Son, Hamilton
Tees & Persse Limited, Port Arthur, Fort William, Winnipeg, Regina, Moose Jaw, Saskatoon
Tees & Persse of Alberta, Limited—Calgary and Edmonton.
Mitchell Bros., Victoria and Vancouver.

There's Another Grape Juice!

Marsh's

The Marsh Grape Juice Co., Niagara Falls, Ont.

NEW PACK

The sardine packing season has opened and in Key Open Goods we are packing:—

¼ Jutland Sardines in Oil
¼ ,, ,, ,, Mustard
¼ ,, ,, ,, Tomato
¼ Glacier ,, ,, Pure Olive Oil

The price is lower and the quality is better than ever before. The big selling season is now at hand and the retail grocer will do well to have a good supply of these goods on hand as they are big sellers and show a handsome profit.

Connors Bros., Limited

BLACK'S HARBOR, N. B.

Winnipeg Representatives:

Chas. Duncan & Son, Winnipeg, Man.

You Can Increase Your Tea Sales

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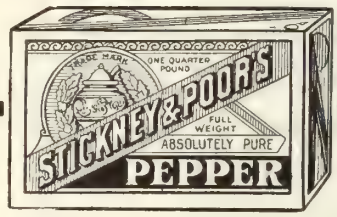

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Guaranteed Absolutely Pure.
Have a good Stock on hand for the Spring Trade.

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(STAR EGG CARRIERS AND TRAYS)

Prevents all breakage.
Saves time.
Lowers cost of delivery.
Enables you to candle an entire dozen of eggs at once.
Keeps customers satisfied, and carries a direct, forceful advertisement of your business.

Mail the coupon for interesting booklet describing $75,000,000 annual loss through egg breakage and for complete plan of making your egg business at least 25% more profitable.

STAR EGG CARRIER & TRAY MANUFACTURING, CO.

1105 Jay St., Rochester, N.Y.

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Address .....
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"Member Audit Bureau Circulations"
"Member Associated Business Papers"
"Member of Canadian National Newspapers and Periodicals Association"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXVI Toronto, April 28, 1922 No. 17

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H. A. WEBB, Associate Editor, Montreal.
H. V. STODDARD, Montreal Representative.
C. M. MUTCH, Toronto and Hamilton Representative.
J. C. BELL, Ontario Representative.
E. H. HAWKINS, Western Representative, Winnipeg.
R. A. HUNTER, Vancouver Representative.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Plateau 946-947. Toronto, 143-153 University Avenue, Telephone Adelaide 5740. Winnipeg, Room 901, Confederation Life Bldg., Main Street, Telephone A. 3773. Vancouver, 311 Carter-Cotton Bldg., 198 Hastings St. W., Telephone Seymour 4337.
GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd Director, Telephone Central 12960. Cable Address: Atabek, London, England.
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"GIVE ME A POUND OF 'SALADA'"

The familiar request, which means a quick sale, to a good customer.

A Sure Profit A Quick Sale A Satisfied Customer.

Results of Pushing "SALADA"

36th Annual Spring and Summer Number

Next Week!

Canadian Grocer readers will find in next week's issue, May 5, many practical methods of merchants doing business in all parts of Canada. Every article is based on actual experiences of aggressive retailers showing how they are developing business.

This is the big reference issue of the first half of the year. Manufacturers, packers, wholesalers and agents will find space in it well worth the investment. Full particulars on request.

CANADIAN GROCER

Montreal Southam Bldg. | **Toronto** 153 University Ave. | **Winnipeg** Confederation Life Bldg. | **Vancouver** Carter-Cotton Bldg.

"THE PUBLIC BE PLEASED"

PROGRESSIVE MERCHANTS seek lines which will build their business and there is no line more constantly before your customers than the little item, Matches.

IT IS ONE THING to say "Matches are Matches," but when it is considered that every member of a household uses Matches practically every day;

YOU WILL MAKE FRIENDS by seeing that those who deal with you get the most trustworthy kind.

MAPLE LEAF MATCHES

DIFFERENT and BETTER COST NO MORE

Longer and stronger sticks.

Greater care in every detail.

A "Fancy" Quality — protected in strong wooden shipping cases.

Your Jobber will be pleased to supply your wants.

THE CANADIAN MATCH CO. Limited,

TORONTO MONTREAL WINNIPEG

Is Your Tea Trade as Satisfactory?

"WHENEVER I'm tempted to push bulk teas of any kind," said a successful grocer to one of our salesmen, "I have only to recall a friend of mine who spent nearly all his life and incidentally his money unsuccessfully introducing private brands.

"I like to sell Red Rose Tea and other well advertised quality goods, I know where I'm at all the time, and I have learned to depend on my customers for a steady trade, just as much as they do on me for reliable goods."

Your tea trade can be as satisfactory, if you will push Red Rose Tea.

T. H. ESTABROOKS CO., Limited

St. John, N.B. **Montreal** **Toronto** **Winnipeg** **Calgary**

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A merchant in Montreal wanted a man to manage his store. He advertised in the daily papers and secured many replies. He also used an announcement in the Want Ad. page of CANADIAN GROCER and several replies were received. He chose his man from the latter. In fact, the only men who at all suited his purpose, were those who applied through this paper.

CANADIAN GROCER reaches business men in the trade. There are good men scattered all over Canada who read the CANADIAN GROCER and who are interested in such a proposition.

To get the man you want; to secure a position; a partner, to sell some used equipment; to buy second-hand equipment, use the Want Ad page of CANADIAN GROCER. It gets results.

Keen's Oxford Blue

Won't go to sleep on your shelves.

It's the famous blue that every Canadian woman wants on Wash Day.

Every week brings a good percentage of profit on Keen's Oxford Blue, when you handle this popular line.

COLMAN-KEEN (Canada) LTD.
520 King St. West, Toronto

Old Colony Maple Syrup

BRINGS SATISFACTION To Customers and Dealers

"Old Colony" is guaranteed 100% pure and is unrivalled for quality and flavor, so it pleases customers.

Because it satisfies customers and brings them back for more —and because it allows as good profits as inferior brands—it satisfies dealers.

Write for prices.

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Quebec—A. Dumoulin & Co., 157 Commissioners St., E., Montreal, Que.
British Columbia—F. G. Evans, Vancouver, B. C.
Maritime Provinces—Supplies Limited, Kentville, N.S.

100% PURE QUEBEC MAPLE SYRUP.

CANADIAN GROCER

Vol. XXXVI. TORONTO, APRIL 28, 1922 No. 17

Montreal Wholesale Grocers Disband?

Recent Trouble Over the Question of "Price Cutting" is Said to Have Brought About Present Reported State of Disorganization —President Couvrette Says Jurisdiction of Guild is Suspended

MONTREAL, April 26—(Special)—The Montreal Wholesale Grocers' Guild is in a state of disorganization. It is asserted by some that it has disbanded and as a Guild does not now exist. On the other hand it is claimed by officials in the Canadian Wholesale Grocers' Association that the Montreal organization has not disbanded, and that the difficulties that have confronted it, and that have brought about the alleged "break-up," are being straightened out. The last circular sent out by the secretary of the Montreal Wholesale Grocers' Guild announces to the members that prices on listed grocery lines would in future be set by the individual wholesale houses. E. Couvrette, the president, is himself the authority for the statement that the jurisdiction of the Guild is suspended, but that meetings are being held in consultation with Dominion officers for the purpose of discussing the present crisis.

Go-As-You-Please Policy

The outcome is a go-as-you-please policy in the grocery trade. Prices have been slashed without regard to cost during the past two weeks, without any restrictions and little attention to the true condition of markets. One wholesale grocer said to Canadian Grocer representative, "For some time back the wholesale trade has been menaced with price-cutting by those who would not adhere to the agreements of the Wholesale Grocers' Guild. Now we are going to slash these prices to such an extent that those who began it will not be able to follow. We intend to teach them a lesson."

Who Are "Them?"

Just who was referred to by "them," it is hard to say for in recent months, yes in the past two years, nearly all the wholesale grocery houses in this city have played a part in the price cutting game. In one way and another the practice has kept up despite the Guild. Sugar and soap have been the instruments most frequently used and to-day in the Province of Quebec the grocery trade is at sea as to the price of soaps. One wholesale grocer in speaking of the break-up stated that the question that had precipitated the present disorganization was the failure of some of the local houses to live up to the agreement on discounts for cash. He explained that there had been an understanding among the wholesale grocers in the Guild that the only discount that should be allowed was one per cent. for cash (i.e. demand drafts) and that one wholesale grocery house, represented in the guild, was found to be extending the discount to thirty days. This added to the strife over sugar prices that led to the general disavowal of all the by-laws of the Wholesale Grocers' Guild in Montreal.

Guild Virtually Gone

E. Couvrette, president of the Wholesale Grocers' Guild of Montreal, in speaking to a Canadian Grocer representative about the present state of affairs, said: "As far as I can see, since all that the Wholesale Grocers' Guild has stood for in the past has been disregarded, the whole Guild must also be a thing of the past. All the regulations have been broken, and for my part I cannot see that it now stands for anything. I am seriously considering handing in my resignation but perhaps even that is unnecessary. I am sorry to see it go. To me it seems that the happenings of the past few weeks have only opened the door to trouble, not only for the wholesale grocers but for the retailers also. It seems doubtful whether or not it can or will be revived. Some wholesalers don't want it. Others are not particular."

No Fixed Prices

It now seems that in the Province of Quebec prices on all the stable grocery lines are an unknown quantity. One wholesaler stated that his travellers were sent on the road this week with instructions to meet all competition in prices. Such is the present condition of affairs in the grocery trade in Montreal.

Finds Customers Are Asking for Apples by the Brand Name

Montreal Grocer Thinks People Have Been Fooled Too Often by a Rosy Skinned Apple That When They Find a Good One They Want a Way to Identify it

MONTREAL.—Even apples are branded these days. Potatoes may be next, but the important fact is that the public will ask for even apples by a brand name. One Montreal grocer, Alex. Davidson, of 4907 Sherbrooke St. West, told Canadian Grocer the following story which illustrated the point and shows why people ask for apples by a name given them by the packers.

"During the last year I have found, much to my surprise, that people will ask for apples by a brand name," said Mr. Davidson. "The reason I give, is that people have been fooled so much lately by a rosy and solid skin to some apples while the fruit is tasteless, that when they do find a good apple they want some way to identify it so that they can be sure of getting the same quality the next time. Naturally when that apple has a brand name, they are going to remember the name and ask for it in the future, or just as long as the quality of barrelled apples is so poor and the prices so high. It is too bad that such should be the case but too long the domestic market has been neglected.

The Prestige of Advertising

"Another thing that I believe helps the sale of branded apples, or in fact other branded lines, is the fact that people consider that a well advertised product has just a little better quality than the unidentified goods. Perhaps they do not know why they think that, but back of it is a very sound reason, which is illustrated in the case of apples. Suppose that a lady buys some of a certain brand of apples to-day and on trying them finds that they are no good and brings them back to-morrow, saying that she does not want any more of them. In the future she can guard against them because they are branded. On the other hand if they are good she can always get them for the same reason. The customer knows that, before she makes the purchase. She also knows that the producer is not going to stake his reputation, his success and all the money that is represented by the advertising of the brand that has come to her attention, unless he is sure that he is giving the best quality available.

"It is evident that in such a branded line the customers have a protection and on account of the protection they have more confidence in the line. The result, that I have seen, is that those who have once bought the branded apples make their second purchase by the brand name. Perhaps this is partly accounted for by the fact that I have let my customers know that these apples are branded and I tell them the name when they make their first purchase because it helps make the sale, particularly when I explain that the fact that the apples are branded is an assurance that they are good."

Report Not General

Yet another grocer who handles the same apples told a Canadian Grocer representative that he had never had an enquiry for apples by name. He said further that people would not buy apples by brand. It was an outrage to expect such a thing. However upon enquiry Canadian Grocer found that this grocer did not sell one-half the quantity of apples that the first grocer did. The box containing the apples was tilted up in the window so that the label could not be seen and the merchant had to pull the box out to find out for himself what the name of the brand was. He had not realized the opportunity afforded him by the advertising of these apples. In fact he had thrown away the tickets which bore the name of the brand and the price which come with every box. His sole contention was that "apples is apples."

France Shows Big Increase Biscuit Exports

Montreal.—Commerce Reports, published by the United States Department of Commerce, give figures that show a striking increase in the manufacture of biscuits in France. In the year 1862 at Talence, France, the first small cake and biscuit factory was founded. Since that time the industry has extended to all parts of the country. In 1889, the manufacture of biscuits and cakes showed a marked increase which developed until the war but the surprising thing is that since the war the manufacture of biscuits has almost doubled that of pre-war times, in metric tons and in exports, more than ten times the value of what it did in 1913. The industry was, of course, somewhat disorganized during the war but it has regained, and even surpassed, its pre-war importance. During the first half of 1921 the Government restricted the factories in their supply of flour and consequently the production was somewhat limited but during the latter part of the year the production showed a big increase. An other point of interest is that the value of the exportations of biscuits shows a bigger proportionate increase than metric tons, which would indicate that the quality of biscuits produced is much better and demands a bigger price on foreign markets. A comparison of figures for 1913 shows that the exports in that year exceeded the imports by 1,168 metric tons in volume. In 1920 although factories lacked a full supply of raw materials, the exports exceeded the imports by 3,146 metric tons with an increase in the value of the exportations by 26,730,000 francs. This speaks well for the biscuit manufacturing industry in France and shows a marked decrease in the imports of such lines.

NETHERLANDS SPICE SHIPMENTS TO U. S.

The United States was the best foreign customer of the Dutch spice dealers during 1921. The declared exports of spices, particularly pepper, nutmeg, mace, and cloves, from this country to the United States for the year were valued at $479,200 as compared with $284,600 in 1920.

THE WEEKLY HALF HOLIDAY

IN many cities, towns and villages throughout the Dominion, merchants will be closing one afternoon each week and as in other years Canadian Grocer will again publish a list of the municipalities wherein there is a half holiday each week. It is important that this list be accurate and that every locality be represented as business houses have found this list a valuable one in assisting them to plan the trips of their representatives.

We therefore request merchants to fill in this coupon and return at their earliest convenience.

Name of city, town or village .....

On what day do stores close? .....

Beginning ..... Ending.....

Daylight Saving, beginning ..... Ending.....

Name and address .....

"Why Should Government Interfere?"

"For the Life of Me I Cannot Quite Understand the Thinking of People in This Country Who, for the Sake of Imaginary Help to a Few Employed in a Certain Industry, Would Prevent Thousands of Others from Buying Margarine," Says Michael Clark, of Red Deer

THERE is no desire on the part of the producers and importers of oleomargarine to have it pose as a food product, it is not in fact. It is rather an aid in supplying the needs of mankind for palatable fats. As the combined consumption of oleomargarine and butter in most countries is below what dietitians consider to be the necessary quantity of fats, it cannot be held that these two commodities encroach on each other.

Statistics show that the demand for oleomargarine has increased without decreasing the output of butter. Oleomargarine will undoubtedly continue to increase in popularity and consumption because it is a food that of its own intrinsic worth and merit will steadily establish it in the homes of Canada.

It need not only be repeated that oleomargarine manufacturers place their product on the market under the most rigid sanitary regulations and that it is sold strictly on its merits.

Has Increased Value of Cattle

The main ingredients of oleomargarine come from animal fats and the use of these parts of the carcass has increased the value of cattle to the livestock producer. Take beef fats for example: Formerly these fats all went into tallow production. Now the edible fats are rendered into oleo oil in both America and Europe and used in oleomargarine manufacture. The average beef animal yields about 40 pounds of fats, from which is separated about 16 pounds of oleo oil and about 9 pounds of stearine, the remainder being fat too hard for the making of oleomargarine. The products of fats in this form are worth almost double that of their value under methods used prior to utilization in oleomargarine manufacture. This difference is clearly reflected in the selling price of cattle.

Napoleon's Prize for Butter Substitute

The beginning of oleomargarine is interesting. During the siege of Paris in the Franco-Prussian War, in 1870-71 when the starving French people were looking for food, Napoleon III offered a prize to the person who would produce the best substitute for butter. The prize was won by Hippolyte Mege, a French chemist, who presented to the French Emperor a batch of oleomargarine which he had made by churning skimmed milk and beef fat.

Since then oleomargarine has become a staple article of diet. Its sale received a tremendous impetus during the Great War. Millions of persons in Canada and United States, who before had never used it, served it for the first time on their tables. Consumers became familiarized with the wholesome nature of the product and its economy. In Canada something like 1,000,000 pounds of oleomargarine a month are sold to a population of about 8,700,000.

Consumers are already apprehending the possibility that the Canadian Government may forbid the importation and manufacture of oleomargarine from September next. They see that the restoration of the former regulation on oleomargarine would add to the household bills.

Found on the Best Tables

In Canada oleomargarine is found on the best tables. There is no deception about its use. It is sold in packages plainly marked, and it is regarded as just as legitimate a product as peanut butter or honey. It always has been popular in Great Britain, where the annual amount consumed is about nine pounds per capita, and in the United States it is only slightly less.

In addition, an immense amount of milk is used in oleomargarine manufacture. As there is a great demand for all the good butter that can be made, there is no question that the sale of oleomargarine in Canada will prove a benefit to the farmer as well as to the consumer, especially of the small wage earning families.

One of the clearest statements of the cause for oleomargarine and one of the strongest reasons for its unfettered use and sale was made in Parliament last session by the Hon. W. S. Fielding, who is now Minister of Finance. His remarks may be summarized from Hansard:

"The real question in this matter is this: Is oleomargarine a legitimate article of commerce? That is the whole question. If it is not a legitimate article of commerce let us bar it out. If it is a legitimate article of commerce, why should we interfere with it at all? The question is: Is this a legitimate article of commerce? The whole world outside of Canada answers that question: Yes, it is a legitimate aritcle of commerce. Every country in the world except Canada recognized that it is a legitimate article of commerce. But are we going to decide in Canada, against the judgment of the whole world, that it is not a legitimate article of trade? It seems to me that that is not a position that can be maintained at all. I cannot believe that there is any danger to the dairy industry from the sale of oleomargarine."

A Wholesome Article of Food

Dr. Michael Clark, then the member for Red Deer, put the matter breezily in the following words:

"For the life of me I cannot quite understand the thinking of people in this great, free, democratic country of Canada, who say for the sake of imaginary help to a few people engaged in certain industry, the teeming population of Hamilton, Toronto, Montreal, Vancouver, and Winnipeg, should be prevented from buying oleo if they want to buy it.

"The output of dairy products has increased during the period in which the manufacture and importation of oleomargarine has been permitted. We find that in such countries as Denmark, which depends for its prosperity upon the production of butter, the people consume no less than forty-four pounds of oleomargarine per head per year. Oleomargarine has been recognized as a very wholesome article of food all over the world and Canada is the only country at the present time that has any restrictions on its manufacture, importation or sale."

Has No Right to Interfere

W. D. Euler, of North Waterloo, said:

"I do not see that this House has any right to interfere with the choice of the individual with regard to its purchase. There is entirely too much interference with personal liberty at present. If the housewife desires to use oleomargarine, that is her right. We have in our cities a great deal of unemployment. You can imagine a man in one of the cities who works, perhaps, three days a week. He has to make the little bit of money he earns reach just as far as he possibly can. He goes into a store and asks for oleomargarine. He knows what he is doing; he knows what he wants; he is satisfied to get oleomargarine because he can buy it a little cheaper than butter, and he tells the storekeeper that he wants oleomargarine. Who has the right to say to him that he shall not be allowed to buy oleomargarine because somebody wants to force him to buy butter? That position is absolutely unreasonable and untenable."

A French-Canadian, P. R. DuTremblay, (Laurier-Outremont) said:

"The only objection I have to the legislation before the House is that it is not to be permanent. I do not see why we should prevent the sale of this ar-

ticle which, I understand, is subjected to the inspection of an officer appointed by the Government. A large number of people in the cities and towns, rich and poor alike, use oleomargarine. I do not think the Government has any right to limit its sale to a period of only one year. The very fact that they allow its sale at all is recognition that the food is good, and if oleomargarine has good food value—it should not be kept out of the market."

Advertising Will Help Service Store

Always a Place for the Retailer Who Gives a Good Service and Who Tells the Public About His Goods—Keen Rivalry Developing Among Chains

Represented From The Fourth Estate, New York.

WHAT effect will the phenomenal growth of the chain store have on the wholesale and retail advertising of food products?

There is a question that the keen salesman of advertising is going to follow closely during the next year. The expansion of the chain store which may be taken as fairly representative of the growth in other centres of population, in New York, indicates that before long at least a mild re-organization of food distribution must be effected. Individual retailers and many wholesalers are admittedly concerned over the future of their function as instruments of distribution.

Students of newspaper advertising will need no more in the way of admonition to watch this development than the counsel of Richard S. Wood, manager of the food department of the New York Evening Mail, who points out in a communication to The Fourth Estate, that unless the individual retailer and the wholesaler get together to work out some remedial measures, the chances of many of them for surviving are slim indeed.

One of the possibilities is that the individual retail grocer will have to burst forth from his traditional shell and advertise to justify his right to do business. He has many legitimate reasons for existing side by side with the chain store despite the fact that the latter will "cut" his prices to the bone. The individual retailer has personal service to sell, in the way of delivery, charge accounts, and manifold other accommodations which the chain store cannot provide, by reason of its comparatively "nickel-in-the-slot" character.

Wholesalers may open retail outlets of their own. In that case, how will they tackle the advertising problem? It looks like newspapers, of course. Then the chains themselves will probably have a good story of distributive economies to tell and again the newspaper is the place for that. How the cat will jump is, of course, a matter for the grocery trade itself to work out, but it is distinctly a part of the newspaper man's business to keep close tabs on that jump.

Always Place For Service

"The chain store business has grown with great rapidity," says Mr. Wood, in a recent article in the Mail. "At the present time it is conceded that these stores do approximately fifty per cent. of the retail grocery business of the Metropolitan district and the end is not in sight, for several of the systems are scouring both the city and nearby suburbs for new locations.

"There will always be a place for the independent retailer who gives personal attention to customers and who accommodates them by delivery and credit service. The merchants conducting their business along these lines are being rapidly reduced, but the fear that they will all be wiped out is unfounded. Many persons want the extra service which such merchants can give and they are willing to pay for it.

"It must not be understood that the chain stores are making any concerted effort against either the independent retailer or the wholesaler. Up to a comparatively short time ago, going was pretty easy for the few chain stores then in existence.

"With the development of the chain store idea, more and more systems have come into existence and competition has developed, until now it has reached a real struggle for supremacy. This has become so intense that all cannot survive. In the near future a number of the smaller chain store systems may for their own protection join a combination backed by considerable capital.

"One of the largest of chain store systems has for a year or two operated vegetable and fruit canning and preserving plants, and has but recently purchased fish canning plants on the Pacific coast capable of producing more than 200,000 cases of canned salmon per annum. This is merely a suggestion as to the changes under which the food merchandising industry of this country may go during the coming few years."

PHILADELPHIA RETAILERS MAKE UP LIST OF 30,000 DEAD-BEATS

Will be Ready in Plenty of Time for Erection of Booths

Toronto, (Special).—A number of meetings of a special committee of the Food Products Association have been held recently to discuss with the architects of the new food building on the exhibition grounds, the construction of the booths. The last meeting was held on the grounds on Tuesday morning when J. G. Irving, vice-president of the exhibition and Mr. Chapman, architect of the new building, were present to answer questions and decide on uniformity in partitions, etc. The chairman of the Food Products' Association, H. N. Cowan, with several members of the executive was also present. The secretary is sending out letters to the exhibitors outlining matters of general importance in connection with the erection of booths.

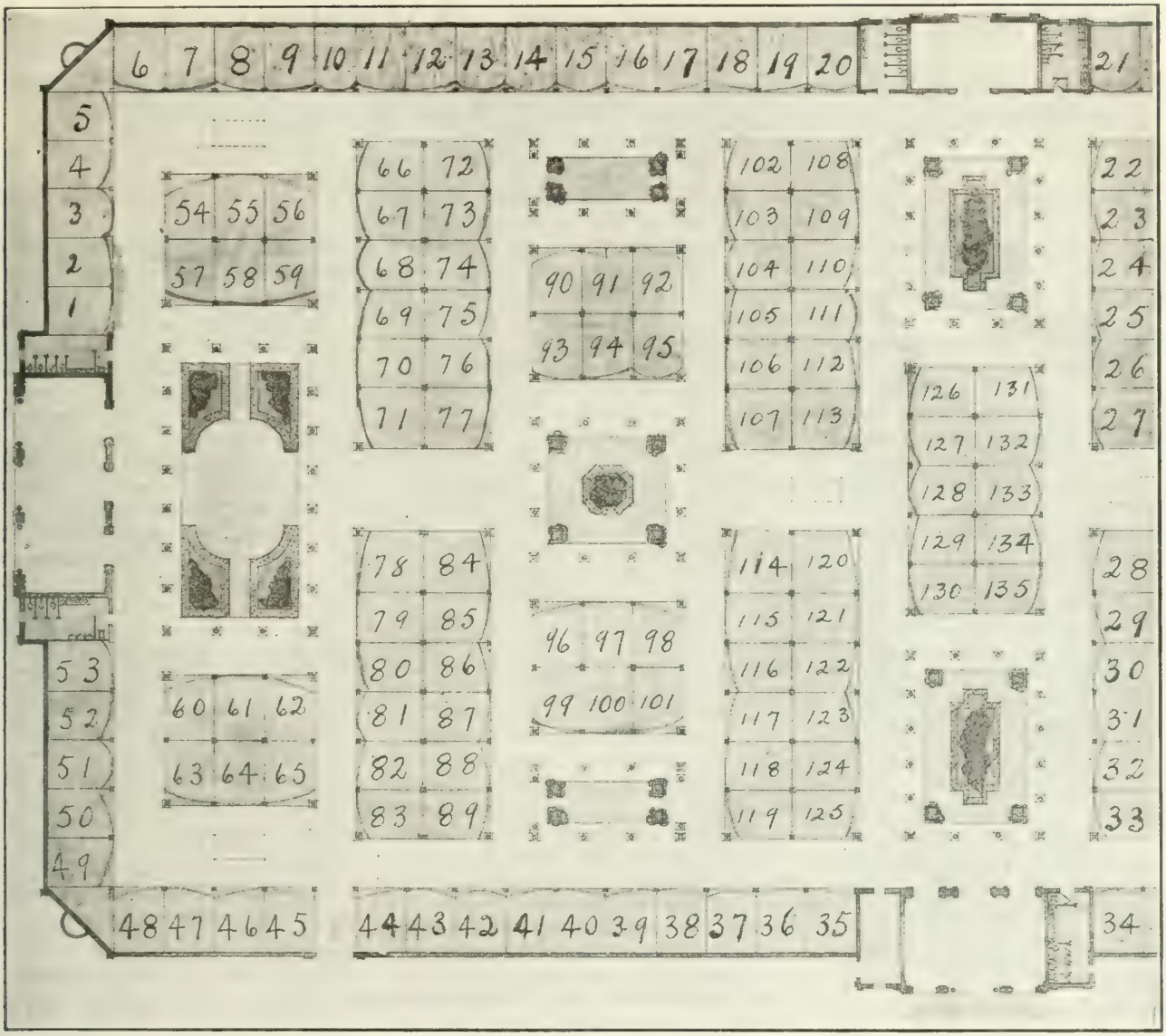
The walls of the new building are practically completed and the roof is being laid. The uprights for the booths have all been installed, as well as some of the pillars around the open air spaces. The building will be ready in good time for the construction of booths for this year's exhibition.

The Exhibition Board report that the space in the manufacturers' building vacated by the Food manufacturers has all been taken up.

Among those present at the meeting at the Exhibition grounds on Tuesday, were H. N. Cowan; W. G. Patrick; James Wagstaff; Charles T. Miller, T. H. Estabrooks Co.; Thomas Shortiss, Quaker Candy Co.; George W. Varty, Walter M. Lowney Co.; F. C. Copp, Gunns Limited; C. S. Anger, Heinz Co.; Mr. McGlashan, W. G. Patrick & Co.; Mr. Gregory and Mr. Dimmock of The Cowan Co.; Mr. Leach, T. H. Estabrooks Co.; Mr. Collins, Western Canada Flour Mills and A. H. Field, Christie, Brown Co. Representatives from the Exhibition Board included J. G. Irving, and Sam Harris, who will be superintendent of the new buildings.

No Change is Made in Man. Garnishment Act

No change was made in the Garnishment Act at the 1922 session of the Manitoba legislature by which the exemption would be increased from $40 per month to $100 per month. This bill was thrown out and the exemption remains at $40 per month. Some years ago the exemption was $25 per month. The Retail Merchants' Association is pleased to report that the attempt to increase the exemption was defeated. "The Garnishment Act would be rendered useless if the exemption were placed at the figure suggested by John Queen, M. L. A.," stated J. H .Curle, secretary, Manitoba Board, The Retail Merchants' Association.



Above is reproduction of the ground plan of the new Pure Food Building under course of erection on the C.N.E. grounds. Each exhibit space is 12 feet wide by 16 feet deep. There will be six open-air courtyards as shown in the plan. Main entrances are on the west and south with receiving entrance on the north.

Key to Space Allotments—Exhibit spaces are numbered from one up to 135, beginning at left of western entrance. Numbers run around outer walls first and finish in centre. Below are given names of exhibitors followed by number or numbers of spaces drawn for them:

36-Foot Spaces:

Walter Baker & Co.—60, 61, 62.
The Borden Co.—105, 106, 107.
Christie Brown Co.—108, 109, 110.
City Dairy Co.—78, 79, 80.
The Cowan Co.—69, 70, 71.
Dominion Canners, Ltd.—99, 100, 101.
T. H. Estabrooks Co., Ltd., 96, 97, 98.
H. J. Heinz Co., 63, 64, 65.
Harry Horne Co.—123, 124, 125.
Langley Harris Co., 117, 118, 119.
W. G. Patrick & Co., Midland Vinegar Co., Stavanger Canning Co., Sharps Kreemey Toffee, 90, 91, 92, 93, 94, 95.
Wm. Neilson, Limited, 120, 121, 122.
Quaker Candy Co., 114, 115, 116.
Salada Tea Co., 57, 58, 59.
Willard's Chocolates, Limited, 54, 55, 56.

24-Foot Spaces:

Frank L. Benedict & Co., 8, 9.
C. J. Bodley, Ltd., 38, 39.
Canadian Milk Products, Ltd., 4, 5.
Crosse & Blackwell, Ltd.—30, 31.
Canada Starch Co., Ltd.—129, 130.
Chase & Sanborn—126, 127.
Dalton Spice Co.—74, 75.
Dominion Chocolates Co., Ltd.—1, 2.
J. S. Fry & Son—134, 135.
Genesee Pure Food Co.—72, 73.
Gunns, Limited, 88, 89.
Chr. Hansen Can. Laboratories—76, 77.
Harris Abattoir Co.—32, 33.
Ingersoll Packing Co.—131, 132.
Andrew Pattison & Co.—47, 48.
Lever Bros.—24, 25.
Walter M. Lowney Co.—102, 103.
Canadian Malt Products, Ltd.—18, 19.
McLarens, Limited—84, 85.
Marsh Grape Juice Co.—6, 7.
J. K. McLauchlan—28, 29.
Oxo, Limited—40, 41.
William Paterson, Ltd.—82, 83.
Patterson Candy Co.—35, 36.
E. D. Smith & Son, 86, 87.
Hungerford Smith Co., Ltd.—66, 67.
Laura Secord Candy Shop, 49, 50.
Swift Canadian Co.—112, 113.
Telfer Biscuit Co., Ltd.—43, 44.
George Weston Co.—16, 17.
Wagstaffe, Limited—45, 46.
The Welch Co.—22, 23.
Western Canada Flour Mills—52, 53.
J. H. Wethey, Ltd.—11, 12.

12-Foot Spaces:

S. C. Allen & Co., Ltd.—104.
Battle Creek Toasted Corn Flake Co.—128.
Bowes Co., Ltd.—51.
Bowron Bros., Ltd.—27.
Canadian Maple Products, Ltd. 81.
H. P. Eckardt & Co.,—68.
E. W. Jeffress, Ltd.—42.
Kellogg Toasted Corn Flake Co.—87.
Kerr Bros., Ltd.—10.
Kraft-McLaren Cheese Co.—26.
Thos. J. Lipton—20.
S. H. Moore & Co.—3.
National Canned Foods, Ltd. 13.
Pure Gold Mfg. Co.—14.
F. E. Robson & Co.—15.
F. J. Sabine—133.
T. Upton Co., Ltd.—111.

N.B.—Canadian Grocer reproduces this page from issue of Feb. 3, by request of several exhibitors.

Travellers Protest Against Tax

Delegation Has Been Going Carefully Into Government's Proposal to Put an Impost on Expenses—Travelling Representatives of Manufacturing, Wholesale and Retail Firms Are Affected

THE PROPOSED tax on expense allowances is not apparently going to be accepted by commercial travelers without a fight, for at the quarterly meeting of the Ontario Commercial Travelers' Association, held recently, a delegation was appointed to launch a strong protest with the Minister of Finance, Hon. W. S. Fielding. This delegation has been in Montreal attending the convention of delegates from all the Commercial Travellers' associations of Canada. The delegation is advocating that the Dominion association go on record as being opposed to the present tax regulations. That complaint of the association is that the new government's finance department has ruled that commercial travellers shall make a return of their expense allowances, together with a return of their salaries and bonuses. The government, however, allows the travelers to claim exemption for all their expenses except a nominal one dollar a day subsistence charge. Commercial travelers, it is pointed out do not object to the surtax or to the income tax for that matter. They realize that the national debt must be paid. What they object to is that the government is forcing them to consider expense allowances as salary for the purpose of assessing the surtax.

Travellers On Same Basis

In connection with 1921 returns now asked, it is prescribed that men who regularly travel, and whose expenses when traveling are paid by the firm for which they are employed, must add to their income for purposes of taxation, an amount representing one dollar for every day they are away and on which their living expenses are not paid by themselves. This obviously deals primarily with traveling salesmen but its influence is somewhat more extensive as has been found by investigation.

The idea of taxing a man on extra income when his living expenses are being met by the firm apart altogether from his salary, is an outcrop of income tax legislation in the United States where such "frills" have not been any too warmly received. The idea, according to Mr. Smith, head of the income tax department, is to place the traveler, whose living expenses are paid by his firm, on the same basis as the city traveler who pays his own living expenses and also on the same basis as the commission salesman who is allowed nothing or only a portion of his expenses by his firm.

As a matter of fact the new ruling was brought about largely as a result of complaints made by salesmen working on commission that their brother salesmen working on salary and expense allowance, had a big advantage under the plan originally proposed by the inland revenue department under which only railway fare was to be allowed to be deducted from income on statements made by commission salesmen.

Considered "A Bit Arbitrary"

It was not thought that salesmen allowed expenses by their firms were inclined to "pad" their bills and thus increase their income but that being allowed expense money was really an allowance "in lieu of living expenses."

It was suggested to officials of the income tax department that on this basis the family of a married salesman should be able to effect considerable saving in living expenses during his absence whereupon a number of them agreed that the absence of a man from home generally made very slight difference in the living expenses of his family.

"It is obviously a bit arbitrary," agreed one official, who appreciated that certain odd situations might arise under this ruling.

Questioned concerning the extension of this regulation to others than those commonly known as "commercial travelers," Mr. Smith pointed out that executives and other employees who made regular trips on business for which expenses were paid by the firm should rightly add a dollar a day to their income including moneys paid him for expenses. The same applied to representatives of certain retail firms who follow the practice of sending men out through the surrounding district at regular periods to stir up prospects for business or report on conditions, providing their expenses are paid by their firms.

How It Works Out

"Of course it is not intended to be very minute in its application," said Mr. Smith, "and we would only expect a return where the total number of days reported for the year was large enough to warrant noting."

He hinted that two days a week or one hundred days a year might be taken as a fair minimum.

In making returns covering this point the individual enumerates the approximate number of days he has been out in the year, taking into account half days, etc. He notes his gross income including moneys paid him for expenses and then deducts the amount of his expenses on which exemption is allowed. He can then merely note the number of days he was traveling and let the department make the necessary addition to his income or he can add a dollar for each day he was away himself, and make a note that the amount shown includes this figure so it will not be added twice. He also indicates what class of "traveler" he belongs to, as explained later.

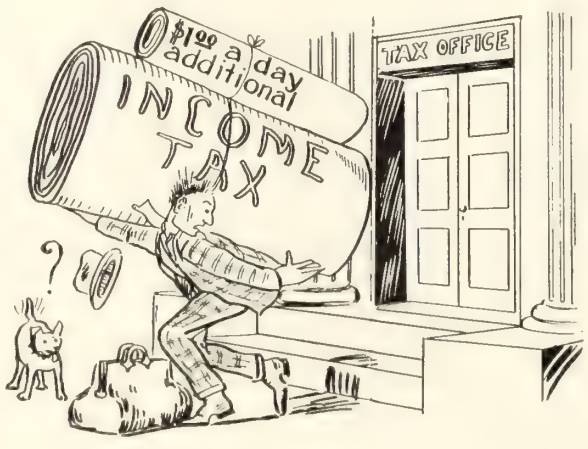
His company in filing a statement of his income for checking purposes notes the gross amount paid and a separate figure showing the total amount of expense money paid to the man. The income tax department divides the figure of expense money paid by certain averages, thereby checking approximately the number of days shown on the traveler's personal statement.

Divided Into Three Classes

Travelers are divided into three classes for purposes of this ruling, as follows:
(a) Those who travel with grips only: (b) Those who travel with trunks containing samples weighing up to 1,000 lbs; (c) Those travelling with trunks containing samples weighing over 1,000 lbs.

The averages set by the department are, of course, not being proclaimed publicly but it is understood that the range from an allowance to those in (a) cate-

(Continued on page 39)



The proposal to increase the traveller's tax burden is not being looked upon with favor by the outside salesmen. An organized protest is being made.

Makes 6.4 per Cent on Sales in 1921

Figures of This Grocer's Business Show Expenses for 1921 at 14.29 Per Cent. Plus—Gross Margins Foot up to an Average of 20.69 Per Cent.—Analysis of an Interesting Statement

By HENRY JOHNSON, Jr.

ONE peculiarity I notice runs-through retailers' letters—that when they want to write competition they always invariably stutter and write "competion." Looks to me as if they were all sort of scared or so wrought up that they could not articulate. It is even so in the letter I publish now—though I correct it—a letter which evinces ample capacity on the part of the writer to take care of himself and his business, as I shall show. So maybe it's only a shadow—the "competion" that worries them. I think it is!

Pacific Coast Town, March 24, 1922.

Henry Johnson, Jr.

Care Canadian Grocer.

Dear Sir:—Please pardon me for bothering you with all the enclosed. I always read what you have to say and gets lots of good pointers therefrom. I think I have a good little business and want to tell you all about it. We have been here four years and have made a good living and a little on the side. We have plenty of competition all round us, but we sell as cheap as we can, deliver twice daily, run a Ford—and you will notice that the Ford costs some money to run at that, nearly a dollar a day—more too when you figure depreciation on the machine, but I think it pays my business to deliver. We sell lots of vegetables and fruits -- keep them right in the front window all the time and keep them fresh and clean at all times. Last summer the tomatoes were very poor and we threw out a good many. You will notice on the sheet how much we had to dump. We keep track of such spoilage from day to day in a little book for that purpose. By so doing we are allowed to take credit for it on our income sheet. Would like criticism and to have you tell us the profit we made, stock turnover, etc. We do not take a certain salary each month for self and wife, who helps me occasionally, Saturdays, etc. We charge grocery bill each month, same as anybody else. If I take ten dollars, I charge it in cash book. Whenever we want money we book it right then. If a personal bill of clothes, shoes or other things comes to be paid, we charge it to ourselves—absolutely, we do not miss charging a thing we take. I am particular about this. I discount everything and always have. I could pay them all off any time they wanted it.

Yours very truly

STATEMENT

1921

Cash Sales		$53,069.82
Charge Sales, good	1,426.95	$5,4496.77
Mdse. bought for year	42,279.15	
Expenses		
Wife and I salary	2,365.68	
Salary clerk & driver	2,730.00	
Rent $60 per month	720.00	
Spoiled vegetables, year	84.35	
Ford operation, tires, gas, repairs	345.66	
Other expenses, bags, paper, taxes, upkeep, etc.	1,542.46	$7,788.15
Merchan'e inventory 1920	1,960.64	
Inventory		2,891.50
Cash Sales	56,868.15	
Mdse. bought for year		47,391.50
Total expense	6,740.80	

Very Favorable Showing

The figures show expenses for 1921 at 14.29% plus. Taking stock end of 1920, purchases during 1921 and stock end of 1921 as basis, the gross margins foot up to an average of 20.69% plus, showing net earnings of over 6.4% on sales. The net seems to total $3,498.61, so I feel that he is right in saying he makes a little "on the side."

There are many instructive things about this record. The small stock carried is remarkable. It is so small that turnover looks like nearly 10 times—17.8 plus, to be exact. It is not likely that this man felt any loss in the declining markets—he did not have stock enough to enable him to notice it. He sold out and bought again so frequently that very likely he was all sold out on each lot before the decline struck him. What a lesson that is in light stock carrying!

No definite account is taken of depreciation, interest and credit losses. But the item of "other expenses" is very liberal—enough to cover, I should say. Still, I would counsel definiteness here. It looks curious for a man to take all the pains indicated to keep track of $85 of spoilage in vegetables and let depreciation of probably not less than $150 on his Ford drop into miscellaneous expenses. But on the other hand, this is one slight indication of how the income tax has set merchants to digging into the facts of their business.

That expenses were over fourteen per cent. in 1921 against less than twelve in 1920 is partly accounted for by shrinkage in sales, but this can be watched this year a little closer by way of taking definite salaries for self and wife and cuttting corners in other expenses.

It will be well to read over this letter carefully to note how this man balances expenses against results—Ford costs a lot, but after all he thinks it pays, how he is mindful of depreciation, how he realizes and daily demonstrates that fresh things must be kept fresh looking, clean and attractive to be sold—I think I can see the wife's hand and brain in this!—how he has the habit of watching for small leaks, how he seeks criticism, how he watches every cent of outgo through hs own household—a direction in which most "accounting systems" decidedly fail to account. He is, in fact, "particular" about several things. He discounts every bill. One of the results of being thus particular is that he "could pay them all off any time they wanted it."

This merchant has not told me how much he had when he started, nor how much he has now, but that does not matter. He has told me enough to show me that he knows what he is doing, is a mighty careful man—helped, let it be noted, by a careful wife—and that he has formed a number of habits other merchants might copy to advantage. And while he indicates that "competion" surrounds him, he does not seem to be troubled with it beyond his capacity.

Problem in Inventory Taking

Here is another letter from the West: Canadian Grocer:—

Gentlemen:—I enclose figures which I would like you to figure for me.

Jan. 1, 1921 Mdse. on hand 2,616.32
Fixtures 989.00

3,602.32

Now here is where I am stuck. I owed on this for mdse. bought $1,360.71. Do I deduct this from mdse. on hand?

Jan. 1, 1922 Mdse. on hand 2,018.05
Fixtures.....1,031.00

3,049.05

Purchases for year $15,658.11. Sales, $21,461.00. Jan. 1 mdse. liabilities, $458. Expenses for year, $2,806.79. Freight and express, $406.67.

Thank you;

Yours very truly,

Because I could not handle this man's letter at once, I wrote him pointing out that the bookkeeping did not matter so much as the proportion he owed on stock. In 1921 his debts were 50% of his stock inventory—a very dangerous condition. His condition was better the next January, for not only were his debts down two thirds, but they then constituted only 25% of his stock. I counselled

(Continued on page 22)

Many Ways to Speed up the Turnover

Merchants From One End of The Country to the Other Are Adopting Special Methods of Maintaining Business at Satisfactory Levels—The Consumer Will Buy Providing the Goods Can Be Obtained at the Proper Price

A subscriber writes asking for some suggestions on how other merchants are meeting present conditions by keeping up turn-over and in any other way. Canadian Grocer would be pleased to hear from readers with their views and experiences on this important subject and in the meantime we present the following for the attention of the inquirer. —The Editors.

OUR EXPERIENCES among retailers indicate that the consumer who has money will buy, providing he can get the goods at the proper price. Wm. Steeves, a grocer in St. John, New Brunswick, told one of our representatives recently that from one idea he was able to sell twenty-three cases of oranges in one week's time. In this particular instance the idea was the making of a bulk display of oranges in his window. He sold the fruit at a profit. Goods must be sold at a profit above cost and overhead or else they are not sold at all. They are given away. Stubbing & Son, Kitchener, recently sold $300 worth of out-of-season vegetables and fruits on a Saturday. These lines included such things as lettuce, tomatoes, spinach, cauliflower and rhubarb. Their method was to devote an entire window display to them for the week-end trade and use price tickets. They also have a small display of each line inside the store so that the customer that comes in cannot over-look them.

Fred Levesque, a Montreal retailer, sells between 1500 and 2000 pounds of halibut every week, in addition to several hundred pounds of other fish. This store devotes a display under glass inside to fish, so that customers must see it as they come in to purchase other lines. He buys the best fish he can and in just the quantity he knows he can sell. He displays this attractively and he advertises it and talks about his fish to customers buying other lines. He knows the various kinds of fish. He regulates his purchases so that they will be just a little bit over the quantity he sold the previous week and then gets behind sales and clears it out.

Knowing the Customers

George O. Werrett of Simcoe, Ontario, knows his customers. He has a map of the town with the streets all outlined on it and the houses numbered. He makes it a point to know the street address of every customer and of practically every householder in the town. His steady customers are marked on this map with black pins. White pins designate the people who are periodical buyers and red pins represent those who are not buying as much in his stores as they were at one time. This indicates to him just where he should, (without neglecting his good customers,) give just as good service as possible to the others so that he will get them into the black pin class. Mr Werrett endeavors to be the first in his town to introduce new lines of goods. For instance a short time ago he got in a stock of new cake flour. He had a cake made from this and put it on the counter with a number of packages around it. By having customers taste the cake he was able to introduce this new line into practically all the homes of his regular customers. On a line of this character good customers seldom question the price as they are not familiar with the product and do not know what the regular price of it should be.

Last fall Daniel McDonnell, a merchant in Kamloops, British Columbia, found himself with too heavy a stock of canned pineapple. He wanted to get rid of this. He ran across a recipe for citron preserve which called for a portion of pineapple. He found out that the pineapple greatly assisted the flavor of the citron and made it a point to tell each one of his customers about it. In this way he cleared out his entire stock of pineapple, some fifteen cases, with the exception of a few cans. This merchant has a hobby for collecting recipes and for being able to tell his customers something good that can be made of practically each product in his store. He feels that it is up to him to be able to answer all such questions put to him by customers in order that they will have confidence in him and in his recommendations.

Utilizing Extra Floor Space

Hugh Stephens of Collingwood, Ontario, found himself with too much floor space for the use of his regular grocery department. He divided this and put in an ice cream parlor and during the winter months sells hot beverages. In the summer time he gets the young people into the store and always makes sure of having an attractive display of confectionery where it can be seen as people are coming in and going out. He says results have surpassed his expectations and one of the gratifying features has been a substantial increase in the turn-over of groceries. His tea room where all kinds of hot beverages, as well as ice cream are dispensed, brings in new customers during the winter season.

Mr. Middleton, of Uxbridge, Ontario, has had the same experience with a refreshment parlor. He found that it was the means of selling more groceries.

Hull & Segwick of Sarnia, who have a soda fountain in their grocery store, have secured some splendid business not only in soda fountain lines but in groceries as well. Last winter they sold 150 gallons of oysters over the fountain.

MAKES 6.4 PER CENT. ON SALES IN 1921

(Continued from page 21)

him to keep purchases down, reduce debt, buy small and turn often. Lastly, I told him what I wish I might emphasize so nobody would fail to get it, that freight and express are not expense but part of cost.

Going over his letter again, I see several things, but first to get at his question. I always inventoried my stock and from that deducted what I owed against it, entering the net stock. That always served to call my attention to just what I owed, what proportion was owing on the stock and what was the true net. I liked the method because clean cut and such as made me visualize conditions.

Now I find that the sales for the year, $21,461, cost $16,256.38, which shows gross earnings of $5,204.62. Take out stated expenses of $2,806.79 and net earnings should be $2,397.83. If any such net has been made, he should be on Easy street and be able to wipe out all deficits forthwith. Moreover, such figures would indicate that gross earnings have been more than 24.25% on sales, more than 100% of the average stock carried.

The figures given yield expenses of 13.8% plus and show net profits of 11.17% plus on sales. If these figures are authentic, if nothing is left out, this man may not be able to "figger," but he surely knows how to make money out of his business! I certainly hope it is all true as reported, but should be very much interested to find out. It is a most remarkable case if it is true.

The figures show turnover of somewhat more than seven, which is not indicative of any special skill or efficiency.

I fear this is only another case of partial figures—where I am handed a few facts and expected to make correct deductions therefrom. If so, I'd like the rest of the story so I may be really helpful if possible, but if these are all the facts, I certainly congratulate this grocer as a king-row merchant.

ADDING ICE CREAM

N. R. Fairchild, retail grocer, Brantford, Ont., has recently added ice cream to his stock for the first time. Another Brantford grocer who has begun selling ice cream is George E. Townson.

Collection of Interest on Accounts

It is Necessary That the Rate of Interest on Overdue Accounts be Agreed to in Writing by the Debtor in Some Way—Some Legal Opinions on This Subject

A SUBSCRIBER writes to Canadian Grocer as follows:

I am getting out a new counter check book and wish to ask you whether if printed on this that interest will be charged on overdue accounts it would be legal without any signature of the purchaser to that effect.

Judges take the stand that interest cannot be charged on open accounts even though they be past due, unless it is covered by an agreement to that effect or by note or by judgment. Kindly give me this information.

The legal rate of interest is 5 per cent where no other amount is mentioned in the undertaking. A maximum of 1 per cent a month or 12 per cent a year is allowed by law to be stated. It is necessary that the rate of interest on overdue accounts be agreed to in writing by the debtor in some way. This appears to be the law as it applies to the province of Ontario. However, each province and state has its own mercantile laws, so that it would be necessary to obtain legal opinion on these.

It would therefore appear that merely placing the words "interest at 7 per cent per annum charged on overdue accounts" on statement form does not give the seller proper legal protection in the matter, though it is the accepted business policy to do so. It would be necessary that this should appear on a contract or some such signed document.

The following advice on this point is from a legal authority on the subject:

"In cases where collection is made without suit, the laws of Canada do not allow for recovery from debtor, of the charges sustained by you.

"Where suit is undertaken, the party defending, should the action prove successful, is bound by law to pay whatever expense the court has been put to. In certain cases, the debtor is also bound to pay some of the plaintiff's attorneys fees, but never commission on the amount recovered for the plaintiff. In the Division Courts of Ontario, debtors pay actual court costs, but you are held liable for commission and attorneys' fee for conducting the action. The latter varies any where from 3.50 to a full 10 per cent of the amount involved.

Must be Undertaken by Debtor

"With reference to interest, the legal rate of 5 per cent applies automatically to any note, acceptance or judgment. You are quite within your rights in asking for 7 per cent on overdue accounts, but you cannot enforce payment of same, not even 5 per cent, unless the other party signifies his willingness to the arrangement—in other words, there must be an undertaking on the part of the debtor, to pay interest before you can enforce the same."

A recent ruling on this subject given in Saskatchewan, is as follows:

The rule in allowing interest is founded either on the ground of (1) a contract expressed or implied to pay interest, or (2) as damages for the improper withholding of money or for the breach of some contract or violation of some duty, or (3) where it is given under the provisions of some statute.

Chapter 39 of the Statutes of Saskatchewan, being King's Bench Act, is the statute which deals with interest in Saskatchewan, and in section 28 it provides that interest shall be payable in all cases in which it is now payable by law or in which it has been usual for a jury to allow it. Subsections 1 and 2 of section 29, however, are the sections which we would be particularly interested in, as subsection 1 provides that upon the trial of an issue or upon an assessment of damages, upon a debt or sum certain, payable by virtue of a written instrument at a time certain, interest may be allowed from the time when the debt or sum became payable; while subsection 2 provides "if such debt or sum is payable otherwise than by virtue of a written instrument at a time certain, interest may be allowed from the time when a demand of payment was made in writing, informing the debtor that interest would be claimed from the date of the demand."

Some Cases in Point

In Hart vs Greer, 9 W.W.R. p. 709, the district court judge held that the printed words on an account, "interest at 10 per cent chargeable after thirty days," together with verbal references to these words and notification that interest is being charged, constitute a demand in writing sufficient to support a claim for interest after the expiration of the thirty days.

In Marshall Wells vs Eaton & Gordon, 8 W.W.R. p. 789, the district court judge of the Calgary Judicial District stated in his judgment as follows:

"It has also been held that a general intimation on a tradesman's statement of account that interest will be charged after a certain period of credit, is not a sufficient notice of demand of interest within s. 28 of 3 and 4, William IV., ch. 42, in re Edwards, Williams vs Trench, 61 L.J., ch. 22. This decision still stands as an authority on this particular point, but insofar as it decided that an agreement to pay interest would not be implied by the courts (in respect of moneys due on an account for goods sold and delivered) from the past dealings of the parties, it has been overruled by the Court of Appeal, in re Anglesey, Wilmot, vs Gardner (1901), 2 ch. 548, 70 L.J., ch. 810, which lays down the same principle as that contained in Higgins vs Sargeant and Nichol vs Thompson, that an agreement to pay interest may be reasonably inferred from the previous dealings of the parties, and that in such cases it is recoverable."

In that case he decided that in the absence of some special usage of trade or of some stipulation expressed or implied, a trader is not entitled to interest on the price of goods sold and delivered. An agreement to pay interest, however, may be reasonably inferred from the previous dealings of the parties, coupled with a printed notification of intention to charge interest on the vendor's statement of account.

In the case, Marshall Wells vs. Eaton & Gordon, the plaintiffs had printed in heavy type on their statements the words, "Interest at 8 per cent charged on all overdue accounts," and the judge found as a fact that the defendants were in the habit of making payments from time to time on account of their indebtedness, and that, although they were aware that interest was being charged to them, they evidently did not wish to force the issue of their liability or nonliability to pay such interest until the final settlement of the account, when they evidently intended to raise the question of their liability to pay interest.

Implied Understanding

In the result the judge held that the court of dealings between the parties, coupled with the printed notification on the plaintiff's statement of account, sufficiently evidenced an implied understanding or agreement to pay interest, to bring the case within the general principle that an agreement to pay interest may be reasonably implied from the previous dealings of the parties, coupled with a printed notification of intention to charge interest on the vendor's statement of account.

The district court judge considered the case of Marshall vs Eaton & Gordon, mentioned above, and decided that while as stated by the judge in that case, the printed words taken alone do not constitute a written demand under the Act, they do limit the period of credit or render the account payable within the time therein specified, so as to bring the case within the first part of subact above referred to, and that where the attention of the debtor is called to

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MONTREAL WINNIPEG VANCOUVER

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The Price War in Quebec

MONTREAL is in the throes of another price war in the wholesale grocery business, perhaps the worst that has been in many years. Prudence has been thrown to the winds. The Wholesale Grocers' Guild and all that it has stood for is disorganized and may be abandoned and literally some of the speaking lines of communication have been broken. So keen has the fight become that some wholesale houses have this week sent out their men with open prices on many lines and instructions to meet all competition in price.

Apparently in the fury and turmoil of it all, the members of the Guild have forgotten all the enthusiasm and good intentions with which they returned from the Wholesale Grocers' Convention in Quebec last June. Perhaps few remember the warning words of O. J. Moore, president of the National Wholesale Grocers' Association when he said: "I can see only two roads that lead from the price-cutting practice. One leads to the sheriff's office and the other to the asylum." Then, too, the present president of the Canadian Wholesale Grocers' Association, upon his return, said through the columns of Canadian Grocer: "Price cutting is a parasite eating away the earnings of a business. We must cease our petty strifes, cease throwing mud in each other's faces and settle down to saner business methods."

And yet, prices on grocery lines in Montreal speak for themselves. The conditions are now worse than they were at that time. Can the wholesalers expect to develop the confidence of the retail trade if the very bottom is going to be knocked out of the grocery market at a time when business was just settling down with sure signs of improvement? Can the wholesale grocers expect the retailers to fight their own battles with assurance when stumbling blocks are cast in their way by the myriad of prices that are now being quoted on staple grocery lines? There is a menace at present threatening the retail grocery trade in Montreal in particular, which is only augmented by the internal strife in the grocery trade. If the wholesalers would stop to think they must surely see they are opening wide the door for something that for the past ten years they have been fighting to keep out. It is to be hoped that the near approach of the annual convention of wholesale grocers will tend to calm the present situation and bring back the stability that is essential for prosperity and goodwill.

* * * *

The Case of Margarine

IN HIS REPORT on oleomargarine, Dr. McGill, Chief Analyst of Canada, says: "Oleomargarine, if made well, is a wholesome and palatable article of food, and there is no ethical or hygienic reason why it should not be found in our commerce." Under the present law, the sale of the oleomargarine ceases to exist in September next and the sale by retail must be discontinued after March first, 1923, unless prompt action is taken to make the manufacturing and importation of oleomargarine a permanent measure.

There is no reason why oleomargarine should not be made a permanent article of food for Canadians. The Chief Analyst for the Dominion of Canada says it is a palatable article of food. Hon. W. S. Fielding, now Minister of Finance, says that "if oleomargarine is a legitimate article of commerce, why should we interfere with it at all? Every country in the world except Canada recognizes that it is a legitimate article of commerce and the people of Canada have welcomed it as a wholesome article of food as at the present time there is upwards of one million pounds consumed monthly.

In face of these facts then how can the Hon. W. R. Motherwell, Minister of Agriculture, desire this much wanted food barred from Canadian citizens? The only class of citizens who appear to want oleomargarine barred is a few of the dairy farmers who apparently cannot see any further than their own self interests.

* * * *

Collecting Old Accounts

A BRANTFORD, Ont., retail grocer discussed with a Canadian Grocer representative the other day the importance of collecting old accounts before they got too big. He had recently gone over his books and made a list of customers who he considered were over-stepping the mark, and has since been making a point to collect everything outstanding. The fact that some customers expressed the opinion that he was questioning their honesty and ability to pay, indicated all the more the urgent necessity of getting strongly after them.

One woman who owed him a considerable amount pointed out that he need not be afraid of his money as she had all her other debts paid. "Just why many people pay their other debts and leave the grocer to the very last is a problem that I have never been able to understand," remarked the merchant. "People seem to think that they can do as they please with the grocer but that they must settle up all other debts promptly."

Now that Spring is opening up and many people are obtaining work, who have been idle during the winter, retailers should make a point of getting in everything outstanding just as soon as possible. Some people cannot stand prosperity and spend their money as they go forgetting all about the money they owe. Take the very first opportunity of getting in your money.

* * * *

Making Displays Effective

MERCHANTS who spend a great deal of thought and time upon trimming attractive window displays, do so with the one object in view and that is to sell goods. The truth of this assertion was quite apparent in a recent window dressing contest put on by a manufacturer of a certain brand of cooking oil. The first prize went to the window which was not only artistic in design, but also illustrated the use of the oil by actual results. Various kinds of cakes and salads were made up. Ribbons led the eye from these articles to receipts pasted on the glass of the window, thus putting the human interest touch in the display and forming the final link in the silent sales talk. Sales, during the time this article was on display in the window, mounted considerably and totalled much larger than the sales by those merchants who did not use some such plan.

Thus demonstrating that customers will buy when the goods are placed before them in such a manner that the use is readily understood.

This Grocer Wins Trade in Unique Way

In the Most Competitive District, He Declares He Has Built up a Substantial Business by Using Personal Letters to 250 Customers in a Neighborhood Right Around His Store

By British Columbia correspondent Canadian Grocer

VANCOUVER, B.C.—To build up a thoroughly substantial business in one year in the most competitive district in Vancouver, is the accomplishment of J. H. Fielding, doing business at 1014 Cardero street. The Fielding grocery store is small. It would be considered small in comparison with most small grocery stores. Big retailers, long established, hedge the district on every side. The delivery vans of the bigger merchants ply up and down the street every day. Every prospective customer that Fielding has, is reached by one—perhaps two—of the big city dailies with their dominating advertisements for the large stores. Price cutters buy space regularly to tell Fielding's customers that every line that has merit and an accepted price can be bought somewhere for less than cost, yet.

Fielding is doing a good business—a better business every week. He sells for cash—but gives service, too.

Using Letters to Get Trade

The secret of the Fielding business is personal touch. This personal touch between merchant and customer has been fostered and maintained by the regular use of form letters.

Mr. Fielding staked out a small district around his store, and set out to make it his. He wrote letters—friendly letters—that invited further acquaintanceship. These letters were reproduced in a machine installed in the small store, and delivered by hand to those customers who resided within the "homestead" that Fielding had staked for himself in Vancouver. The next week another warm hand-clasp went out in black and white—to the same folks. And so this thing has been carried on for several months—and it is paying well.

"Too expensive," some one may say.

There are just 250 letters produced and sent out every week, and, as Mr. Fielding has computed it, the cost is just $2 per week. This pays for the paper and ink and also allows depreciation on the machine and the typewriter that will allow for complete replacement in five years.

Intense Merchandising

"Two hundred and fifty copies of an advertisement are not enough," some one may say. In this regard this retailer says: "I am working on the plan of intensive merchandising to a few rather than spasmodic, scattered attacks on the field at large. If I could get those 250 families to trade with me, I would be doing considerably better than the average retail grocery." (In one Pacific Coast city it was estimated that the average number of families served by each grocer was only 80.)

Results have more than convinced Mr. Fielding that he is on the right track for building up a family trade. He has won the custom of very many of the ones to whom he has directed his letters.

Here Are Some of the Letters

How could a customer fail to be interested in a letter to her which started off:

"There are some things we know. There are some things that we do not know we know, and then some other things of which we have no idea whatever.

"We found this to be a fact a few days ago when, in our search for quality in coffee, we discovered a coffee blender who knew his business from A to Z.

"To put the whole of an interesting afternoon in a nut-shell, he told us, and showed us—

"First—and fundamentally—there must be quality in the beans.

"Secondly—there must be a long ageing of those beans.

"Thirdly—extreme care in blending, and,

"Lastly—the utmost expertness in the matter of the final roasting. Then he passed along a sample of his best effort. Nothing further was required. We now have this coffee for you; sold under an absolute guarantee of satisfaction."

This One Deals With Tea

This letter introduced a considerable number of new customers to the coffee counter, and was followed by another as follows:

"It may be a coincidence—or it may not, suffice it to say that a few days after our recent success in finding the End of the Trail in our quest for quality in coffee, we were rewarded with the same thing in tea—and found the same kind of man back of it.

"The things he told us about tea were a revelation. We can easily understand now why he spent a lifetime in the accruing of his knowledge. You will understand, with your first purchase, just why we back its value against anything else on the market. You are the judge—the only judge. The verdict lies with you. Our usual guarantee."

"Yours for better local service,
"J. H. Fielding,
"Select Groceries."

This signature is used on all letters, the name being a fac-simile signature.

On another letter featuring other lines Mr. Fielding says:

"To avoid getting groceries that are not up to your standard of quality look for the store that advises you to purchase only products of highest repute, and gives you an absolute guarantee of satisfaction."

Business is responding to this careful cultivation and Mr. Fielding proposes to keep it up every week.

GROCERY CLERK RETURNS TO HOMELAND A WEALTHY MAN

Kingston, Ont., April 25.—A special despatch received by the British Whig from London, England, tells an interesting story of how a former grocer at the village of Portsmouth near Kingston became quite wealthy. The despatch says: "Romance surrounds the return of an emigrant, Cecil Southcott, to England after 13 years spent in Canada. He went out in search of a fortune, and today he reached Liverpool a wealthy man, having found the fortune he sought."

"My success in life is due to one thing, and one thing only," said Mr. Southcott, "And that is, giving a fair day's work for a fair day's pay."

COLLECTION OF INTEREST ON ACCOUNTS

(Continued from page 23)

the notice and he is notified that interest is being charged, it constitutes a demand in writing informing the debtor as is required by the said subsection.

To sum up, therefore, it would account to the effect that interest as appears from the cases above quoted that if a notification is printed on the notice a specified rate will be charged after a certain period the debtor will be liable to pay interest by virtue of that notification, if (1) he has been in the habit for a period of time of making payments from time to time on accounts bearing the notification and including interest, so that an agreement to pay interest could be inferred from course of dealings between the parties; or (2) if, after the expiration of the credit period intimated on the account, a demand is made for payment from the debtor and interest is demanded pursuant to the notification printed on the account, although as a matter of evidence and in any event to make the position stronger, the demand for payment of the account and the interest should be made in writing.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Quebec

F. F. Adams, proprietor of Adams' Grocery, Cardinal, Ontario, was in Montreal on Tuesday of last week.

The Pure Food Stores have opened another grocery store in their chain in Montreal this week, one on St. Catharine St., East, near Dorion street.

Laporte Martin, wholesale grocers of Montreal, are publishing a house organ beginning the first of May. The paper will be known as "The Blue Bird."

Weidman Bros., Ltd., of Winnipeg, have been appointed sole agents in Winnipeg for Amoroso & Malagodi of Montreal, importers and distributors of Italian food products.

N. J. Brown, proprietor of the Imperial Warehouse, retail grocery at the corner of St. Catherine and St. Mark Sts., Montreal, has sold his business to J. Coleman. Mr. Brown is now retiring from the grocery business after thirty-eight years in the one store.

The Pigley Wigley Chain Store system of the United States is going to form a Canadian branch and open a chain of grocery stores in Montreal. The plans are not definitely settled but it is fairly well known that a representative of a Montreal wholesale grocery firm is going to manage the system in Montreal.

Ontario

G. W. Walrond, Canadian manager of Cerebos, Limited, has returned to Toronto from a business trip to the firm's headquarters in London, England.

Six gypsies entered a grocery store owned by Sam Jacobs, at Danforth and Lyton avenues, Toronto, and stole $6 in money, and a quantity of groceries.

J. B. Willitts, retail grocer, Brantford, Ont., will shortly be remodelling his store front. The present one will be taken out and will be replaced by a new one.

The Oxdrift Co-operative Co., Ltd., have taken over all the goods, wares and merchandise and the business of Pronger Bros. at Dryden, Ont., in the district of Kenora.

Woodstock merchants will commence the first Wednesday in May to observe the weekly half holiday, and will continue to do so during the months of May, June, August and September.

The general store of John Armstrong & Co., at Brigden, 16 miles from Sarnia was destroyed by fire the other day, the loss amounting to $60,000. A large stock of groceries was included in the merchandise destroyed.

The death occurred recently at his home in Winona, of Ira E. Vanduzer, known throughout Ontario as one of the best authorities on many fruits. He was in his 66th year. He is survived by one son and one daughter.

Retail merchants of St. Thomas are re-organizing. A banquet was held last Thursday night when re-organization plans were formulated. W. C. Miller, provincial secretary of the Ontario R. M. A. was the chief speaker.

Thomas William Hart, commercial traveler for the Nugget Polish Co., passed away in Toronto last week. He was overseas in the Great War and won both the D. C. M. and the Croix de Guerre medals. He is survived by his widow, one brother and two sisters.

Fire at St. Jacobs, Ont., completely destroyed the flour milling plant of the Snider Flour Milling Co. The loss is estimated at anywhere from $75,000 to $100,000. The cause is unknown. 13,000 bushels of wheat and a large quantity of flour just ready for shipment were destroyed.

Stephen Hustwitt, one of the oldest commercial travelers in Ontario passed away in Toronto last Saturday. In business he had at one time been connected with Perkins, Ince & Co., Davidson & Hay, Toronto and T. B. Greening Co., at Hamilton. For the past twenty years he was the representative of the T. H. Estabrookes Co., at Winnipeg, from which firm he was compelled to retire six years ago, through ill health. He is survived by four sons and three daughters.

Business Changes

W. F. Shouldice, grocer at Shaw and Dundas street, Toronto, has sold his business to J. Hance.

DOBSONS GROCETERIA, LTD., IS INCORPORATED

Dobsons Groceteria, Limited, has been incorporated under the Ontario Companies Act, to carry on the wholesale and retail business of grocers, grain and provision merchants in all its branches, and to import and export the products of the said business. The provisional directors are Hollis Bowman Chute and Charles G. Webster, Toronto, Thos. W. Dobson, secretary, and Walter Pemberton and William Pemberton, grocers in Hamilton. The company is capitalized at $250,000, the head office being in the city of Hamilton.

Believes Conditions Are Very Much Better in the Old Land

Returning from the Old Country, where he had spent the past several months, J. T. Menzies, of Stewart Menzies & Co., manufacturers' agents, Front Street W., Toronto, expresses the opinion that things are picking up over there. Costs, he states, are gradually coming down, and people are settling to work. He thought conditions were even improved very much at the time of his departure from England as compared with his arrival just a few months before. There appears to be more desire on the part of the people to bring about a normal state of affairs.

Speaking of the jam industry, Mr. Menzies believes that the quality of the pack this year will be very much better than for some time for the reason that the farmers have been giving their farms the proper attention again since the war, which they were not able to do during the conflict. The quality of the fruits should be very much better.

Confectionery Men to Hold Convention in Montreal

The annual Convention of the Confectionery, Biscuit and Chocolate Industries of Canada, will be held at Montreal on May 9th, 10th and 11th, at the Ritz-Carlton Hotel. The program will be filled with business of interest to every delegate. The usual routine of business of the Convention will be followed by discussion of questions of vital importance to all members.

A special feature will be an exhibition of Associate Industries in the ball room of the Ritz. The Harbor Commission will entertain the delegates one afternoon by a trip on the St. Lawrence. Arrangements are also being made to visit various plants in Montreal.

The Annual Banquet will be held on the night of May 10th, and the executive hope to secure as the leading speaker, Sir Lomer Gouin, Minister of Justice. The annual luncheon will be addressed by His Honor, Mayor Mederic Martin, and C. W. I. Woodland.

Jam Firms do Not Want Duty to be Lowered

Ottawa, (Special)—There was a deputation here from some of the Ontario jam manufacturers during the past week, interviewing the Finance Minister in regard to duty on jams coming into Canada. The Ontario firms maintain that no downward movement should be made in duties on jams and presented their case to show that if any change is made, it should be in an upward direction. Those who came to Ottawa for the interview were James Wagstaff and W. R. Drunan, of Hamilton, Mr. Ross, of Simcoe, and Senator E. D. Smith, of Winona.

The duty which Canadian jam manufacturers had to pay on sugar, Hon. Mr. Fielding was told, scarcely offset the duty on jams coming into Canada and foreign firms were able to secure a drawback on the duty paid on sugar used in their exported products. There was in addition the question of cheaper labor to contend with.

The Finance Minister promised to give the contention of the Canadian firms his consideration.

St. John, N. B., Retail Merchants Elect New Officers

St. John, N. B., April 24.—The annual meeting of the Retail Merchants' Association of this city was held recently. A banquet started the evening, and the feature apart from the election of officers, was an address by Dr. W. C. Kierstead, professor of economics at the University of New Brunswick. The officers for the incoming year are as follows:—President, R. A. Macaplay; first vice-president, A. E. Everett; second vice president, S. L. Emerson; treasurer, J. H. Marr. The advisory board includes F. A. Dykeman, chairman, F. W. Daniel, A. O. Skinner, M. E. Grass and S. E. Fisher.

FEDERATED BUSINESS MEN'S ASSOCIATION ELECT PRESIDENT

A meeting of the Federation of Business Men's Associations was held recently in the club rooms of the Bloor-Bathurst Association, Bloor Street west, Toronto., with the vice-president, Eric Harris, in the chair.

Representatives of eight of the 20 associations of the city and suburbs were present and fitting tribute to the memory of the late president, M. E. Standfield, was paid.

G. W. S. Shipman, St. Clair Avenue and District Association, was elected president, and W. R. Willard, secretary was elected to the dual office of secretary- treasurer, in place of T. R. J. Wray, treasurer, resigned.

Letters To The Editor

CLOSING OF STORES

Editor, Canadian Grocer:

The Ontario Statute of 1921 says: "If an application is presented to a city or town council signed by not less than three-fourths in number of the occupiers of any class of shops situated within the municipality the council shall pass a by-law requiring all shops, belonging to the class specified in the application, to be closed and remain closed on one particular day of the week during such hours between twelve-thirty o'clock noon andifve a. m. of the following day, during such periods of the year as named in the application."

As the Statute does not mention townships, if the occupiers of any class of shops presented an application signed by three-fourths in number of the said shops in the township, could the council legally pass a by-law closing said shops same as town or city?

B. G.

Windham Centre.

Editor's Note:—Townships are included in the statute in regards to the closing of stores. If you read the Act a little further you will find the following clause:—

(6) The Council of every township shall with respect to any portion of such township designated in the by-law, have all rights and powers conferred by this section on the council of a city, town or village, and may pass by-laws which shall apply only to that portion of the township designated.

* * * *

Editor, Canadian Grocer:—

Referring to your letter of April 3rd, I wish to thank you for the trouble you went to in finding out the standing of the———and also for the very prompt manner in which you did this and for keeping me advised. Such service is certainly appreciated.

You served me so well in this instance, I am now going to ask another favor.

A month or two ago there appeared in the Grocer an article referring to the Dominion Act regarding the giving away of coupons with merchandise, as a method of obtaining business, stating that this was illegal. I am afraid I have misplaced my copy and would appreciate it very much if you could forward me another.

I would also like to make the suggestion that a table of contents be printed at the front of each issue of the Grocer, to help in looking up items like this.

Yours truly,

L. O. Campbell,

Nelson, B. C.

Was Representative for Many Years in Newfoundland

The death of Thos. T. Cartwright occurred in St. John's Nfld., on Monday, April 17. The late Mr. Cartwright was in his 67th year and was born in London, England. He was one of the most widely known commercial travelers in the eastern provinces and Newfoundland. At the time of his demise he was district sales manager of E. W. Gillett Co., Ytd., with which company he had been connected for about twenty-seven years, most of this time having been spent in Newfoundland. His genial disposition and high ideals of business integrity won for him a large circle of friends. He is survived by his wife and one daughter, who on account of the severe Newfoundland winters have made their home in Springfield, Mass., at which place the funeral was held on Thursday, April 27.

William Dobie, Honorary President, and Mr. Charles E. Moyle, sales manager of E. W. Gillett Co., attended the services at Springfield.

WINNERS IN BRANTFORD CONTEST

Importance of Showing Customer How A Product Can be Used in the Home

Brantford, Ont., (Special).—A window dressing competition was held among the local grocers last week by the Canada Starch Company's representatives, D. T. Williamson & Son, on their cooking oil, Mazola. Between 35 and 40 retail grocers entered the contest which was connected up with a series of cooking classes held in the Y. M. C. A. Mrs. Harris, a graduate of the University of Chicago Home Economics Department, was in charge of these classes and gave lectures on cooking each afternoon and showed exactly how certain dishes were prepared. About 100 women attended these lectures each day.

The winners of the window display contest were W. J. Beney, who captured first prize, McIntyre Bros., Geo. S. Winters & Son, and T. E. Ryerson. The judge of the display contest was B. T. Huston of Canadian Grocer staff. The contest showed that where the displays gave some ideas to the consumer on the uses of the product, better selling results were secured.

FORMOSA RICE PRODUCTION

The production of rice in Formosa for the first crop of 1921 was 12,447,000 bushels from 550,000 acres. An amended estimate of the second crop gives the production as 12,179,000 bushels from 691,000 acres, which would make the total production for the year 24,625,000 bushels from 1,241,000 acres. Production in 1920 amounted to 21,298,000 bushels and in 1919 to 24,417,000 bushels These figures are from The Board of Trade Journal, London.

WESTERN CANADA NEWS

Western

R. H. Thaler, Compeer, Alta., has sold out his general store to J. C. Melvin of Armstrong, B. C.

E. Carley, proprietor of the Swan River Trading Co., at Swan River, Man., suffered heavy loss when fire visited this place last week. Mr. Carley's loss is estimated at between $8,000 and $10,000. The entire loss in the town as a result of the fire is placed at $30,000.

R. J. Brown, who some years ago traveled for Tetley's Teas and later was buyer and salesmanager for the Edmonton Produce and Grocery Co., Edmonton, has joined the sales staff of Nicholson-Rankin, Winnipeg, and will cover the trade in the city in the interest of this firm.

Organizes Three R.M.A. Branches in British Columbia

Vancouver, B. C.—George S. Hougham, provincial secretary of the Retail Merchants' Association, British Columbia Board, has recently returned from an organizing trip in the interior of British Columbia. Branches were organized at Grand Forks, Princetown and Rossland. Visits were also paid to Cranbrook, Nelson and Trail where addresses were made to bodies of retailers. The city of Fernie was also visited.

Mr. Hougham clearly outlined exactly where the association stood in such matters as the "Personal Property Tax" the "Oriental Question" and the other major subjects that are receiving the attention of British Columbia retailers at this time. B. H. Peeps, the field organizer accompanied the secretary, and remained to complete the organization work at Trail. Fernie and some other centres that are linking with their neighbors for effective association work.

Officers at Grand Forks

The officers chosen at Grand Forks were as follows: President H. E. Woodland, first vice-president, R. Hodgson, second vice-president, D. McPherson, treasurer, Jeff Davis. A secretary will be appointed shortly by these officers.

Seventy retailers together with their staffs attended the meeting at Nelson, B. C.

Revelations in Oriental Problems Are Startling

Nanaimo, B.C., April 28.—On Wednesday, April 12, at the instance of the Retail Merchants' Association, Nanaimo, (which is, by the way, one of the most completely organized districts in Canada, from the retail standpoint) a mass meeting of representatives from almost every organization and body in that city was arranged to discuss the Oriental question.

From Vancouver, the Nanaimo association invited President Crowder, Provincial Secretary Hougham, Chairman Harkness and Past-President T. F. McDowell, Capt. McCauley, head of the Asiatic Exclusion League, was also present by invitation. Some of the facts brought out at that meeting were rather startling.

Capt. McCauley claimed that the Japanese Government, through the Japanese consul, through the heads of the Japanese associations, will finance their countrymen in buying fishing boats, (they now control the fishing industry) in buying fruit farms, hotels, dye works, etc., and the interest charged is at the rate of 2½ per cent.

Co-operative Store at Nanaimo, B.C., Goes Into Liquidation

Nanaimo, B. C., April 24.—The Workman's Co-operative Association at Nanaimo is in liquidation. This concern has been reported in difficulties for the last seven or eight years but the unequal struggle to pay dividends and at the same time show a saving for the fickle membership culminated in a receivership last week. The business as a going concern was sold by the receiver and will be conducted as a general store according to the new owner's intentions.

ENFORCING JAM STANDARDS

There was a meeting in Hamilton on Thursday of jam manufacturers, with Ottawa Government officials, in regard to the enforcing of standards on jams. This is one of a series of conferences that is being held to endeavor to arrive at some definite understanding. The plan of each manufacturer "policing" his own plant to see that the standards are lived up to is one that is under consideration.

Features in Canadian Grocer Spring and Summer Number

THE Annual Spring and Summer Number of Canadian Grocer will appear next week. It will be replete with articles that should have an instant appeal with the retail grocers, and should be invaluable to them, looking for suggestions to stimulate Spring and Summer trade. Two of the many special features in this issue will be the ice cream, soda fountain and confectionery department, and also the fruit section.

Robt. Kirby, of Sarnia, during the month of February, sold on an average 5 dozen ice cream bars every day. His sales of bricks averaged 36 daily. He has a fountain but only keeps it open during the Summer months. Read what he has to say about an ice cream department in a grocery store. John Speer, of Peterborough, tried selling ice cream for the first time in his grocery store last Summer. He is well pleased with his success and looks for even a better Summer this year. Several other merchants also tell in this issue the success of their venture into the ice cream field.

J. A. Carroll, Lindsay, Ont., sold a carload of fruit in two days. J. McTaggart, of Vancouver, sells oranges by the dollar's worth, and Morrow and Dean of the same city sell bananas by the pound. These and several other fruit stories appear in the Spring Number.

Building a summer trade with tourists, motorists, selling stories, articles telling how equipment saves labor and gets business, and a produce section of stories on selling meats, etc., will all be contained in the Spring and Summer Number of Canadian Grocer next week.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

MARKETS AT A GLANCE

THE sugar situation appears to be in a very unsettled condition. Wholesalers continue to cut prices below refiners' official lists and here also seems to be some irregularity in refiners' prices to the retail trade. This situation exists both in Montreal and Toronto while in some sections in the Western and Eastern Provinces slight reductions in quotations have occurred during the week.

The raw sugar market during the week was quiet with prices lower at 2¼c c. & f. New York as compared with 2½c c. & f. a week ago. The f. o. b. Cuba market was also easier, sales being made at 3.40c f. o. b. while some 7,000 tons were sold at 3.25c f.o.b. Cuba, part of which went to Canadian refiners and part to U. S. operators. Advices from San Domingo state that three centrals closed with shortages of 20% to 30% from estimated crops. The dry weather during the growing season is responsible for the shortages.

There are few changes in general grocery commodities. For the most part, prices are steady. Canned fruits and vegetables continue to show a good movement and prices are generally maintained. Rolled oats are easy as far as wholesale quotations are concerned, but manufacturers claim that the market is firm.

Coffees are in a strong position while teas show little change as compared with a week ago. The London tea market is yet unopened but primary markets continue strong with spot stocks in a like position.

Evaporated apples are becoming closely cleaned up and quotations are higher. Prunes on the New York market are easy while Coast prices are firmly held. Raisins are showing weakness and there are likely to be some reductions on this line, mainly on account of the quiet movement and the lateness of the season.

QUEBEC MARKETS

MONTREAL, April 26.—The feature of the grocery market is the shocking cuts that have been made in prices, regardless of market conditions. The price war is once again on and list prices can be considered only nominal. Although the sugar refiners' lists stand at $6.15, local wholesalers are freely quoting $6.00 for standard granulated. Molasses has also been cut. In neither case is this a true indication of market conditions. Canned goods are cut but many are taking advantage of this cut to unload fruits that have been standing for some time. There is a feeling in the trade that the opening prices on the new pack of canned goods next season will be lower and there is therefore some uneasiness in the market that is not altogether a result of the cutting. Spices are firm and coffee is at a stand-still as far as price developments are concerned. Teas would no doubt be higher if it were not for local conditions. The rice market shows signs of weakness. Cutting has brought some lower prices on rolled oats but millers report the market as firm. Package goods are not in reality changed. Soaps are selling at almost any price. The vegetable market is easier with an excellent demand in the fresh line. Low prices on tomatoes and bigger supply of new potatoes are the features.

OPEN PRICES ON CANNED GOODS

Montreal

CANNED GOODS.—Canned goods, both vegetables and fruits, have been featured during the past two weeks as one of the weapons in the price war. The feeling of the trade is that the new pack will be quoted at a lower opening price and there is therefore uneasiness. Holders show some anxiety to unload and the tendency in most lines is to shade prices. This has been accentuated by the present local conditions and prices, particularly in canned goods have been slashed beyond all reason. It is only fair to state, however, that some of the present holdings of canned fruits are not in the best condition and therefore there is some reason for the sacrifice in price. Canned tomatoes and peas, are however being sacrificed since the market does not warrant a cut at this time. Prices listed are only nominal at the present time and some wholesalers are making sales at open prices.

CANNED VEGETABLES

Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Do., Refugee	2 10	2 15
Cabbage, Simcoe, 2½s	180	....
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob.) gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 55	1 60
Do., 2s	....	1 40
Do., 2½s	1 80	1 75
Do., gallons	....	6 25
Parsnips, Simcoe, 2's	1 80	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 50
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s	....	3 25
Do., Sweet Wrinkle	....	1 57½
Do., 2 lb. tins	....	2 75
Peas, New Pack		
Standard, 2 lb.	....	1 82½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80

CANNED FRUITS

Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 60	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.	....	18 50
Cherries, red, pitted, heavy syrup, doz. 1	....	3 20
Do., 2½	....	3 50
Do., 2	3 20	3 30
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Raspberries 2's	....	3 75
California Peaches-		
1s	....	2 90
2s	....	3 25
2½s	....	4 40
Strawberries, 2's	....	3 30
Peaches, heavy syrup -		
2's	....	2 75
2½s	....	4 20
Pears, 1s, Keiffer	....	4 30
Do., 2-lb.	2 45	3 10
Yellow cling, halves	....	2 60
Yellow cling, sliced	....	2 60
2's	....	2 80
2½s	....	4 20
Bartlet Pears	....	3 40
Greengage Plums, heavy syrup.	2 20	2 00
Lombard plums, heavy syrup, 2-lb.	....	2 40

COFFEE MARKING TIME

Montreal

COFFEE.—There has been no new development in the coffee market. Prim-

ary markets have just been "marking time" during the past week or ten days and local prices have a firm tone with a fair demand.

COFFEE—	
Mocha	0 50
Java	0 45
Maracaibo	0 40
No. 1 Blind compound	0 35

CEREAL MARKET QUIET

Montreal

CEREALS.—The market for cereals is quiet with only a demand for immediate requirements. Rolled oats are in reality steady in price but local price cutting continues. There is no change in price of other lines.

CEREALS—		
Rolled oats, bag	3 35	3 50
Oatmeal		3 75
Pearl Hominy		1 40
Corn meal	2 50	2 80
Graham Flour, 98 lbs.		7 65
Buckwheat Flour		4 25
Pot Barley		4 00
Pearl Barley		4 50
Beans, Ont.		3 50
Do., Can.		3 30
Lima Beans		0 06
White beans		0 07½
Green peas, dried	0 03	0 05¾
Split Peas		0 07½

DRIED APPLES STRONGER

Montreal

DRIED FRUITS.—The dried fruit market is quiet but evaporated apples continue to gain strength. The available supplies are limited and held in few hands. There is also a good market abroad for these stocks and the top of the market for the domestic supply has not yet been reached. Currants and raisins are quiet and primary markets show just a little weakness on raisins but nothing to affect local prices. Prunes are weak in New York and this is preventing an advance which the growers claim must come. Figures would indicate that the supply is not sufficient to carry the trade over till the fall and therefore just as soon as the holdings of outsiders have been cleared up the strength of the market may return. The market at the Coast stands firm and strong with no signs of uneasiness.

DRIED FRUITS—		
Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)	0 20	0 21
Peaches (fancy)		0 28
Do., (choice)		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon		0 28
Orange		0 28
Citron		0 44
Raisins (seeded)		
Valencias	0 20	0 21
Sultana unbleached		0 20½
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown		0 21
Fancy seeded (Bulk)	0 18	0 19
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.		0 24
Do., 16 oz.		0 26
California Seedless, in bulk.		0 23
Cluster, 20 1-lb. pack		7 25
Currants, loose		0 13½
Dates, Excelsior, (36 10s), pkg.		5 00
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary, (36-10 oz.)		7 75
Loose	0 10	0 12
Figs, (layer), 10-lb. boxes, 28, lb.	0 32	0 36
Do., 2½'s, lb., 7 crown		0 40
Do., 2½'s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, 5 Crown, 10 pounds	0 24	0 26
Do., 12 ounce packages		0 25
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), mats.		0 09
Do., Turkish, 3 Crown lb.		0 22
Do., 5 Crown, lb.		0 28
Do., 7 Crown, lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 32
40-50s		0 10½
50-60s		0 15
60-70s		0 14½
70-80s		0 14
80-90s		0 12½
90-100s		0 12

RICE UNCERTAIN

Montreal

RICE.—The rice market is uncertain just at present. There is some likelihood that after the first of May some reductions may be noted on account of the falling off in the demand. April has been quiet but at present there are no changes in price.

RICE—		
Carolina, extra fancy	0 07½	0 08
Do., fancy		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Rangoon, B, per cwt.		5 75
Texas rice		0 05½
Tapioca, per lb. (seed)	0 07½	0 08½
Do., (pearl)	0 07½	0 08½
Do., (flake)	0 07½	0 08½
Honduras		0 07
Siam		0 14½

SUGAR STILL UPSET

Montreal.

SUGAR.—The sugar market continues to be upset, although the refiners brought their price down to $6.15 per cwt. for granulated. Price cutting continues and local wholesalers are selling sugar freely at around $6.00. Some local retailers are selling sugar as low as 10 lbs. for 59c. which would indicate that even a lower price than the $6.00 mark is being quoted to the retail trade.

SUGAR—	
Granulated sugar, per cwt	6 15
Do., barrels	6 20
Granulated, gunnies, 5-20	6 35
Do., cases, 20 5-lb. cartons	6 55
Do., gunnies, 10-10	6 45
Do., cases, 50 2-lb. cartons	6 65

TEA STRONG BUT UNCHANGED

Montreal

TEA.—The tea market maintains its strength but local conditions prevent any advance in tea prices. The wholesalers not participating in the price war are standing off with tea and do not show any anxiety to sell at present prices. While there is no change in price there is a feeling in the trade that an advance in black and Ceylon teas must come in the near future and buying for the retail trade in tea shows some improvement.

TEAS—		
Pekoes	0 38	0 45
Broken Pekoes	0 45	0 60
Orange Pekoes	0 50	0 70
Broken orange Pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
Above retail prices range of quotations to the		
Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

NUTS QUIET

Montreal

NUTS.—The nut market is quiet with only a fair movement and prices steady. Brazils are lower than they have been for many years at this season and the demand is particularly good. Brazils have been popular in the trade in the past and with the comparatively low prices the demand is continuing into the off-season.

NUTS—		
Almonds, Tarragona, per lb.		0 19
Do., shelled	0 46	0 48
Valencia shelled almonds		0 44
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily,) per lb.		0 16
Brazils, shelled		0 38
Do., Barcelona		0 15½
Peanuts, Jumbo		0 15½
Do. shelled No. 1 Spanish		0 10½
Do., salted red		0 17
Do., shelled, No. 1 Virginia		0 12½
Peanuts (salted)—		
Fancy wholes, per lb.		0 34
Fancy splits, per lb.		0 29
Pecans, shelled	1 00	1 50
Walnuts, Grenoble in shell		0 33
Walnuts, Marbot	0 26	0 28
Do., new Naples		0 26
Bordeau	0 70	0 73
Do., Chilean, bags, per lb.		0 40
Do., Bordeaux, shelled		0 72

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

MOLASSES PRICES CUT

Montreal

MOLASSES.—Molasses is being used as a weapon in the present price war in Montreal and although the market hardly warrants the sharp declines, molasses can be bought in the city for 62c. per gal. The list price, however, is virtually unchanged but will likely be down as soon as the first shipment arrives in Montreal. In the meantime it is difficult to give any definite price on molasses since wholesalers are determined to meet each other's competition in this line and prices are open. There is no change in corn syrup however, the market being firm with a fair demand.

MOLASSES—		
Puncheons, Island of Montreal	0 62	0 68
Barrels		0 70
Half barrels		0 71
Puncheons, outside of Montreal		0 65
Fancy molasses in tins (ginger bread)		
No. 2, 2-doz. per case		4 20
No. 3 2-doz. per case		4 60
5-lb. tins		3 95
10-lb. tins, per case		3 60
These prices are temporarily nominal.		
CORN SYRUPS—		
Barrels, about 700 lbs.		0 05½
Half barrels, about 350 lbs.		0 05¾
Quarter barrels, about 175 lbs.		0 06¼
2 gals., 25-lb. pails, each		2 00
3 gals., 38½-lb. pails, each		2 35
5-lb. tins, per case		4 20
10-lb. tins, per case		4 00
24 2-lb. tins		3 75
WHITE CORN SYRUP—		
24 2-lb. tins		4 25
12 5-lb. tins		4 70
6 10-lb. tins		4 50

SOAP PRICES SLASHED

Montreal.

SOAP—Soaps are perhaps the chief instrument used by local wholesalers in their fight against each other. Sales at open prices are noted and general quotation seems to be $6.40 per case for the standard lines but some are quoting as low as $6.30 per case. One wholesale house sent out their travellers this week with instructions to sell soap and meet all competition.

PACKAGE GOODS STEADY

Montreal

PACKAGE GOODS—There are no changes in package goods lines this week. Some prices have been affected by the price cutting but in reality all prices are firm with a good steady trade. Prepared cereals in particular show an im-

oved demand in view of the spring d summer season.

CKAGE GOODS

akfast, food, case 18		3 50
coanut, pound packages, per lb.		0 34
o., ¼ lb. packages		0 37
n Flakes, 3 doz. case	3 40	3 75
rnmeal, yellow, 24s		2 85
led oats, 20's		5 00
led oats, 18's		2 00
minum package, 20s		6 25
meal, fine cut, 20 pkgs		5 50
ffed Rice		5 70
ffed Wheat		4 40
ina, case, 24s		2 55
miny, pearl or gran., 2 doz.		3 00
tch Health Bran (20 pkgs.)	case	3 50
ncake Flour, case		7 15
ncake flour, self-raising, do.		1 50
eat Food, 18-11½s		3 25
idge wheat, 36s, case		6 40
o., 20s case		6 50
lf-raising flour (3-lb. pkg.) doz.		2 25
o., (6-lb. pkg.) doz.		4 40
o., buckwheat flour, per doz.		1 50
n starch (prepared)		0 09
n starch, 1 lb. pkgs.		0 07½
ato flour		0 11½
ur, tapioca	0 15	0 16
ffed rice pancake flour		2 90
ddedd Krumbles, 36s		4 35
ddedd wheat		4 45
ked Bran, 12s		2 25
mel Laundry Starch, 40 pkgs.		
se		0 09¼
uloid starch, 45 pkgs., case		3 30
t Breakfast Food, (36 pkgs.)		9 60
caroni		3 75
ghetti		3 75
noodles, Quaker		2 25
adian cheese loaf, lb.		0 30
ss cheese loaf		0 42

SPICE PRICES MAINTAINED

Montreal

SPICES.—The spice market is steady in price with a fair demand for small lots for immediate requirements. Spices have escaped the price cutting, and list prices are maintained.

SPICES—

Allspice	0 18	020
Cassia, pure	0 25	0 26
Cassia compound		0 18
Cocoanut, 20 lb. pails, per lb.		0 22½
Do., sweetened, lb., packages		0 34
Chicory, (Canadian), lb.		0 14
Cinnamon		
Rolls		0 32
Pure, ground		0 35
Cream of Tartar, French pure	0 44	0 60
Do., American high test	0 65	0 80
Whole Cloves		0 55
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs, whole		
Do., 64, lb.		0 30
Do., 80 lb.		0 28
Do., 100 lb.		0 25
Do., ground, 1 lb. tins		0 30
Pepper, black		0 24
Do., white		0 32
Do., white, compound		0 18
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Do., black, compound		0 15
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Turmeric	0 25	0 30

LOWER PRICES ON VEGETABLES

Montreal

VEGETABLES—The feature of the vegetable market is the low prices on fresh tomatoes. Not in the memory of many of the older retail grocers has the price of imported tomatoes been so low at this season of the year nor has the demand been so general. Few had handled them so early in the year before but now almost every grocery store carries a fairly large supply. The market on this line however shows more strength this week on account of the increased demand. Asparagus, beets, carrots, beans, lettuce, and onions are lower in price. New potatoes are down to $12 a barrel and Quebec potatoes are easier. Cucumbers are down to $5 per basket. The vegetable market on the whole is easy in price with a good movement.

VEGETABLES—

Asparagus, bunch doz.	9 00	10 00
Beets, new doz. doz.	1 50	1 25
Green beans	5 50	6 00
Wax beans	6 00	7 00
Cauliflower, per crate	**4 00**	**4 50**
Cabbage, local, per bbl.	2 50	3 00
Cabbage, new, crate	**4 00**	**4 50**
Carrots, new per doz.	**1 25**	**1 50**
Celery, imported, crate	**6 50**	**7 00**
Mushrooms, 3 lb. basket	3 50	....
Florida lettuce, hamper	5 00	6 00
Parsnips, bag	....	1 50
Peppers, green, per crate	**7 00**	**8 00**
Montreal Potatoes	1 15	1 25
New Potatoes (Bermudas) per barrel	12 00	13 00
Do., per lb.	....	0 15
Egyptian Onions, per 100 lbs.	....	9 50
Australian Onions,	9 50	10 00
Texas, 50s	....	4 50
Tomatoes, fancy crate	4 25	4 50
Do., choice	3 50	4 00
Spinach, barrel	7 00	8 00
Cucumbers, basket,	5 00	....

STRAWBERRIES MOVE FREELY

Montreal

FRUIT—The feature of the market is the big movement of strawberries and the low prices. The cold weather has helped marketing but the change has forced prices up this week. The demand has been keen and all that could be procured were quickly picked up in the city. Oranges are higher in price with Valencias scarce. Grapefruit are also higher but with a good demand. There is no change in the apple market and bananas are steady.

FRUIT—

Apples, Greenings	10 00	10 50
Spys	12 00	14 00
Baldwins	9 50	10 00
Boxes, 175s, 210s,	3 75	4 50
Bananas (as to grade) bunch	6 00	7 00
Lemons, California	6 50	7 00
Lemons, 300s-360s, Mesina	4 00	....
Grape Fruit, Porto Rico	6 50	7 00
Florida, grape fruit	7 50	8 00
Spys	10 00	12 00
Domestic	....	6 00
Russets	8 00	9 00
California navels	8 00	9 00
Porto Rico Oranges	....	5 00
Seville bitter oranges, 200s	....	4 50
Do., Blood Oranges, half boxes	....	3 75
Malaga grapes, kegs	13 00	15 00
Tokay grapes, per crate	....	4 50
Blue and green grapes, per bas.	0 40	0 50
California Pears, per case	....	7 00
Cranberries, per box	....	9 50
Strawberries, per box, Louisiana	0 16	0 18
Pineapples, per crate 24s	9 50	10 00
Do., 36s	8 50	9 50

ONTARIO MARKETS

TORONTO, April 26.—There is still considerable irregularity in sugar prices and refiners' official list appears to be entirely ignored. Refiners too seem to be making price concessions and the unsettled condition in the sugar situation would lead us to believe that a downward revision in list prices will again be made. Lima beans are quoted higher while split peas are marked lower. Canned vegetables and fruits continue to move freely with prices well maintained. Coffee is in a firm position while teas show no new developments. Post Toasties are reduced, also salt, sal soda and one brand of soluble coffee. Raisins continue to show weakness while prunes are lower in the New York market than at the Coast. Nuts are in a quiet demand with market conditions showing little change. Spices, rices and syrups are unchanged. Fruits and vegetables show an active movement, but there are few changes in quotations.

LIMA BEANS HIGHER

Toronto

BEANS.—A strong tone prevails in the market for beans with limas advanced ½c. per lb., making the present price 11c. in bag lots and [illegible] lb. higher in smaller quantities. Ontario beans show little change but prices are firmly held while foreign markets are also slightly stronger.

BEANS—

Ontario hand picked, per bu.	....	....
bushel	....	....
Do., No. 1 lb. pickers, per bu.	4 25	4 10
bushel	**4 25**	**4 40**
Cal. Limas, per lb.	0 10½	0 11

FIRM COFFEE MARKET

Toronto

COFFEE.—Primary markets continue in a strong position with prices fully three cents per pound higher from the low point. In the local spot market, however, there are no changes.

COFFEE—

Java, Private Estate	0 51	0 53
Begotas, lb.	....	0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Mocha, lb.	0 52	0 55
Rio, lb.	0 23	0 25
Santos	....	0 35

TEAS CONTINUE STRONG

Toronto.

TEAS.—There are no new developments in the tea markets. The London market will remain closed until the end of the week. The spot situation continues strong, indicating further advances to bring prices more in line with replacement values.

TEAS—

Pekoe Souchongs	0 38	0 45
Pekoes	0 40	0 58
Broken Pekoes	0 45	0 68
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans	....	0 67
Do., seconds	0 50	0 55
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

Above prices give range of quotations to the retail trade.

SPLIT PEAS LOWER

Toronto

CEREALS.—As the warmer weather approaches there is a tendency for the demand to ease off and buyers are more inclined to confine their purchases to immediate wants. Quotations on rolled oats are unchanged at $2.95 to $3.10 per bag but there appears to be a shade easier undertone, more particularly of a com-

petitive nature as manufacturers claim the cost of milling is practically as high as some wholesale quotations to the retail trade. Split peas are reduced to $6.25 per bag and 6¾c. per lb. in smaller quantities.

CEREALS—		
Barley, pearl, 98s		5 00
Buckwheat flour, 98s		5 50
Barley, pot, 98s		3 75
Barley Flour, 98s		6 25
Cornmeal, golden, 98s		2 80
Oatmeal, 98s		4 75
Corn flour, 98s		3 15
Rye flour		3 75
Rolled oats, 90s	2 95	3 10
Rolled wheat, barrel		6 25
Cracked wheat, bag		5 00
Breakfast food, 98s		4 75
Rice flour, 100 lbs.		10 00
Flaxseed, 98s		7 00
Peas, split, per bag	6 25	6 75
Marrowfat Green peas, Ont.	7 75	8 50
Graham flour, 98s		3 75
Whole Wheat Flour		8 85
Wheat Kernels		5 25

CANNED GOODS HOLD FIRM

Toronto

CANNED GOODS.—Vegetables and fruits continue to show activity and although quotations are generally unchanged they are strongly maintained. One brand of shrimps is offered at $2.40 per doz. Aylmer apples, 2½s are quoted at $1.75 per doz.

CANNED GOODS—		
Shrimps	2 40	2 90
Sockeye 1s, doz.		5 60
Do., ½s, doz.		3 25
Alaska red, 1s.		4 25
Cohoe 1s, doz.		2 90
Do., ½s, doz.		1 45
Pinks, 1s, doz.		1 50
Lobster ½-lb., doz.	4 15	4 25
D., ¼-lb. tins	2 75	3 00
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	1 80
Tomatoes, 2½s doz.	1 70	1 80
Do., Gal. No. 10 tins, doz.	5 95	6 25
Canned Vegetables		
Peas, standard, doz.	1 75	1 85
Do., Early June	2 15	2 25
Do., Sweet Wrinkle		2 40
Do., Extra Sifted		3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 15
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.		6 60
Canadian corn	1 20	1 50
Pumpkins, 2½s		1 80
Do., gal., No. 10 tins, doz.	1 50	1 60
Spinach, 2½s doz.		2 95
Pineapples, sliced, 2s doz.	3 40	4 25
Do., shredded, 2s, doz.	4 75	5 25
Do., sliced, 2½s, doz.		4 25
Apples, gal. water pack, doz.		5 60
Do., gal. steam pack, doz.		6 80
Do., 2½s, doz.		1 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.		3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Blueberies, 2s	2 35	2 45
Strawberries, 2s, H. S.	4 50	5 00
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	3 00	3 25
Do., 16 oz. doz.	3 50	3 90
Do., 4s, each	0 85	1 07
Strawberry, 12 oz. doz.		3 05
Do., 16 oz. doz.	3 25	3 60
Do., 4s, tins	0 95	0 92
Raspberry, 12 oz., doz.	2 40	3 05
Do., 16 oz., doz.	3 25	3 60
Do., 4s tins	0 35	0 90
Marmalade		
12 oz., glass, doz.	2 25	2 45
16 oz., glass, doz.	2 75	2 90
No. 4 tins, each	0 58	0 65

KRUMBLES IN NEW CASE

Toronto

PACKAGE GOODS.—There are practically no changes in the situation on package cereals and starches with the exception of a reduction on Post Toasties which are now quoted at $3.40 per case. Krumbles are now packed in cases of 24 packages and quoted at $2.90.

PACKAGE GOODS—		
Rolled Oats, 20s, round case		5 00
Do., 18s, case		2 00
Do., 20s. square case		5 00
Do., Aluminum Prem., 20s		6 15
Corn Flakes 36s, case	3 10	3 50
Porridge Wheat, 36s, reg., case		6 00
Do., 20s, family, case		6 80
Package Peas, per doz.		0 90
Cornstarch, No. 1, lb. carton		0 09
Do., No. 2, lb. cartons		0 07½
Laundry Starch		0 07
Do., in 1-lb. cartons		0 07¾
Do., in 6-lb. wood boxes		0 11¼
Do., in 6-lb. tin cannisters		0 14½
Celluloid starch, case		4 00
Potato flour, 1-lb.		0 14½
Fine Oatmeal, 20s		5 75
Cornmeal, 24s		2 30
Farina, 24s		3 25
Barley, 24s		2 75
Self-rising Pancake Flour, 24s		2 70
Buckwheat Flour, 24s		2 70
Self-rising Pancake Flour, 18s		3 85
F. S. Hominy, gran. case		3 00
Do., pearl, case		3 00
Scotch pearl barley case		2 70
Puffed rice pancake flour, 24s		2 90
Macaroni 30-16 oz. per case	3 40	3 75
Do., 30-8 oz. per case	2 00	2 20

WEAKNESS IN RAISINS

Toronto

DRIED FRUITS.—There is no change in the local market for prunes but the New York market appears to be in an unsettled condition with prices lower than at the Coast. Raisins are showing weakness, particularly on seeded in packages. Seeded raisins have not been moving in heavy volume this season and there is some doubt at the present time whether the stocks will be moved sufficiently before the new crop arrives, and as a result a weakness has developed. A despatch from the New York market on raisins says: "Buyers have a double object in view in getting down raisin prices: they not only profit by cheaper purchases of current packs, but they put the market in line for a more reasonable price on next season's crop." Evaporated apple stocks are steadily becoming exhausted and one large packer stated that their last car moved out the early part of this week.

DRIED FRUITS—		
Citron caps, 12-lb. boxes, lb.		0 06
Lemon caps, 12-lb. boxes, lb.		0 29
Orange caps, 12-lb. boxes, lb.		0 31
Mixed containing 4½ lb. lemon per lb.		0 35
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½ lb. orange 3 lb. citron caps, 3 dozen per case, per doz.		4 50
Currants—		
Greek Filliatras, cases	0 14½	0 15
Do., Patras	0 15	3 15½
Dates		
Excelsior, pkgs., 3 doz., in case	2 65	2 85
Dromedary, 3 doz. to case		7 50
Fard, per lb.		0 26
Hallowee dates, per lb.		0 12½
Do. Sair		0 07¾
Prunes		
30-40s, 25s		0 22
40-50s, 25s		0 18
50-60s, 25s	0 15½	0 16½
60-70s, 25s		0 14½
70-80s, 25s		0 14
80-90s		0 12½
Raisins		
California, Sultanas, lb.		0 22
Do., 15 oz. pkts.		0 20
Seedless, 15 oz. pkts.		0 25
Do., 11-oz. pkts.	0 17½	0 19½
Seedless, 15-oz. pkts.		0 25
Thompsons, seedless, bulk		0 21
Valencia, Spanish	0 19½	0 20½
Clusters, boxes, 20 1-lb. pkg.		6 65
Smyrna Sultanas		0 23½
Muscat, 25 lb. box		0 19
Evaporated apples	0 19	0 19½
Figs—		
Natural bags, 30 lb.		0 10½
Layer, 4 Crown		0 30
Layer, 7 Crown	0 28	0 35
Pulled, 10-lb. box, per lb.		0 34
Pulled, 1-lb. box, each		0 20
Do., 2-lb. box, each		0 36
Mats	0 09	0 09½
Peaches		
Choice		0 20
Choice, extra		0 22½
Standard		0 18½
Apricots		
Choice		0 32
Standard		0 28

NO CHANGE IN HONEY

Toronto

HONEY.—Quotations are unchanged with the demand quiet.

HONEY—		
5-pound tins, per lb.		0 17½
10-pound tins, per lb.		0 15½
60-pound tins, per lb.		0 15
Comb., per doz.	8 75	4 50

QUIETNESS IN NUTS

Toronto

NUTS.—The seasonable quietness prevails in the market for nuts and as the warmer weather approaches this condition becomes accentuated. Quotations are unchanged.

NUTS—		
Almonds, Taragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian		0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 60
Do., unsweetened, strip, lb.		0 22
Do., sweetened, lb.		0 22
Do., shred		20
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 18	0 20
Do., medium		0 12½
Mixed nuts, bags 50 lbs	0 20	0 25
Pecans		0 27
Shelled		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 28	0 37
Walnuts, Bordeaux, lb.	0 78	0 80
Do., Manchurian, lb.	0 41	0 47
Do., Broken	0 48	0 59
Jordan Almonds	0 70	0 75
Peanuts, Spanish, lb.	0 10¼	0 11
Pecans, lb.	0 85	0 90
Brazils, lb.		0 60

NO CHANGE IN SYRUPS

Toronto.

SYRUPS.—The situation in syrups and molasses is unchanged, continuing steady. Lyle's syrup, 2s, is quoted at $2.80 per doz.

SYRUPS—	
Corn Syrup—	
Barrels, about 700 lbs., yellow	0 05½
Half barrels, ¼c over bbls: ¼ bbls. ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz in case	4 50
Cases, 2-lb. tins, yellow 2 doz in case	3 75
Cases, 5-lb. tins, yellow, 1 doz in case	4 20
Cases, 10-lb. tins, yellow, ½ doz.	4 00
Sugar Syrup—	
Cases, No. 2 tins 24 to case	4 50
Maple Syrup—	
8 lb. tins, 10 to case, per case	14 50
5 lb tins 24 to case, per case	13 25
10 lb tins, 6 to case, per case	11 50
5 gal cans	11 00
1½ lb tins, 24 to case, per case	7 50
5 lb tins 12 to case, per case	12 25
1 gal. tins, 6 to case, per case	13 20
Maple sugar, 1 lb. blocks, per lb.	0 18
Molasses, baking grade	
No. 2 tins, 2-doz. case	4 00
No. 3 tins, 2-doz. case	5 20
No. 5 tins, 1-doz. case	4 40
No. 10 tins, ½-doz. case	4 05
Pails—No. 1	1 15
Pails, No 2	1 70
Molasses, table grade—	
No 2 tins, 2-doz. case	6 25
No. 3 tins, 2 doz. to case	8 70
No. 5 tins, 1-doz. case	7 20
No. 10 tins, 1-doz. case	6 85
Pails—No. 1	1 60
Pails—No. 2	2 65
Pails No. 5	6 70
Pails No. 5	8 35

SUGAR UNSETTLED

Toronto.

SUGAR.—Competition seems to be quite keen in sugar circles. There is quite a spread in prices between the various wholesalers, all being considerably lower than refiners' official lists. There also appears to be some irregularity in refiners' quotations to the wholesale trade. This condition of affairs has created a very unsettled situation and as refiners as well as wholesalers [illegible] prices in an effort to increase the volume of business, there is a possibility that price lists will again be revised downward.

SUGAR—

St. Lawrence, extra gran., cwt.	6 49
Atlantic, extra gran.	6 49
Acadia Sugar Refinery, ex. gran.....	6 49
Dom. Sugar Refinery, ex. gran.	6 49
Canada Refinery, gran.	6 49

Differentials: Granulated, advan[illegible] 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20., 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.

NO CHANGE IN SPICE PRICES

Toronto.

SPICES.—There is little change in the market for spices. The situation is firm on general lines with quotations firmly held.

FIRM RICE MARKET

Toronto.

RICES.—The primary markets continue firm, with no unusual features developing during the week. There are no changes in quotations to the retail trade.

LITTLE CHANGE IN FRUITS

Toronto.

FRUITS.—Pineapples are again lower at $7 to $8 per case. Valencia oranges are offered at $6.50 to $8 per case according to size. Messina lemons are steady at $4. Barrel apples are nearly finished but boxed apples are meeting with a good demand at $3.50 to $4.25 per box.

FRUITS—

Oranges, Valencias	6 50	8 00
Lemons, Messina		4 00
Bananas, per lb.		0 07½
Apples, B.C., boxed	3 50	4 25
Grapefruit	6 00	7 75
Rhubarb, per doz.	1 00	1 25
Strawberries, per box, pints ..	0 16	0 18
Pineapple, Porto Ricos, 18s	....	7 00
Do., 24s, 30s	8 00	9 00
Do., 36s	....	7 50

VEGETABLES MOVE FREELY

Toronto.

VEGETABLES.—Fresh southern vegetables are the centre of interest on the vegetable market. Canadian vegetables are about finished and each day a new line of southern varieties is added to the list. Green beans are offered at $6 per hamper while California asparagus, packed 12 large bunches to the crate is bringing $6.50 to $10 per crate. Florida cucumbers are quoted lower at $5 to $5.50 per hamper. New potatoes are quoted at $10.50 per barrel for No. 1 and $7.50 for No. 2. New carrots and beets are quoted at $2 per hamper a reduction of 25c. Cabbages are also down 25c making the price $4 per large crate. Spinach is moving freely at $2.75 per bushel. The local potato market continues in any easy position with prices on track at 85c to 90c per bag, car lots. Dealers' quotations to the retail trade are unchanged at $1.15 to $1.30 per bag.

VEGETABLES—

Potatoes, Ontario	1 15	1 30
Do., Cobblers, seed	....	1 75
Do., New Florida, No. 1 bbls.	....	10 50
Do., No. 2 bbls., ...	....	7 50
Beets, per bag	..	1 50
Carrots, per bag	1 25	1 50
Turnips, per bag	0 85	1 00
Parsnips, per bag	1 40	1 75
Onions, Texas, case	....	4 50
Do., sack, 100 lbs.	....	12 00
Celery, Florida	5 50	6 00
Cauliflower, Cal., case		3 25
Head Lettuce, iceberg case		5 00
Sweet potatoes, per hamper		2 75
Mushrooms, per bkt.	....	2 50
Shallots, per doz.		0 90
New Carrots, hamper		2 00
New Beets, hamper		2 00
New parsley, hamper		2 00
New cabbage, large crate		4 00
Radish, per doz.		1 00
Green peppers, per doz.		1 00
Tomatoes, Florida, 6 bkt. crates	3 75	4 50
Egg Plant, per doz.		4 00
Do., Florida Hamper		7 50
Cucumbers, Florida Hamper	5 00	5 50
Spinach, per bush.		2 75
Green Beans, hamper		6 00
Asparagus, 12 bunches to cr..	6 50	10 00

SALT REDUCED

Toronto.

MISCELLANEOUS.—A new lower price on salt in bags is as follows: barrels containing 140 2-lb. bags, $8.25 and barrels of 112 2½-lb. bags, $7.25. Regal, Purity and Sifto salt are quoted at $2.60 per case. Sal soda is reduced to $1.75 per bag. Blue tacks are quoted higher at 60c per doz. for 6 oz. pkts. and 75c for 8 oz. pkts. George Washington coffee is lower; following are the new prices: small size, $4.30 per doz.; medium, $8.49 per doz.; and large, $13.23 per doz. Royal Mayonnaise Dressing, 11 oz., bottles is quoted at $4.50 and picnic size at $2.10 per doz. Libby's mincemeat in kits is quoted at 27c per lb. and in No. 1 cartons at $1.35 per doz.

MANITOBA MARKETS

WINNIPEG, April 6.—Sugar declined 20c per cwt. Coffee holds a strong position and is steadily advancing. There is no change in the tea market other than continuation of the strength which has been prevailing for some time. Canned vegetables are maintaining a strong tone and canned tomatoes are reported scarce. Dried fruits are showing an easier tone under a quiet market. Beans are reported slightly easier and one line of corn flakes has declined. Fresh fruits and vegetables show few changes.

STRONG COFFEE MARKET

Winnipeg.

COFFEE.—The primary coffee market continues to rule in a strong position with prices steadily advancing. The local trade is steady with no change in quotations but just as soon as stocks bought at the low level are absorbed higher prices can be expected.

COFFEE—

Rio, roasted, best grade, per lb.	0 19½	0 20½
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica, roasted, best grade, lb.	0 28	0 30
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade. lb. .	0 51	0 53
Bourbon, best grade, per lb. ...	0 30	0 35
Santos, best grade, per lb. ...	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

CANNED TOMATOES FIRM

Winnipeg.

CANNED GOODS.—Canned vegetables hold a strong position and stocks are reported light. Canned tomatoes are ruling firm and it is reported that the only supplies available are through eastern wholesale houses as canners holdings are practically cleaned up. New winter packed canned lobsters are on the market and are meeting with ready sale. Canned fruits are selling more freely with no change in quotations.

CANNED VEGETABLES—

Asparagus tips, 1s, tins, 4 doz. case, per doz.	....	4 40
Beans, Golden Wax, 2s, 2 doz. case, per case	....	4 75
Beans, Refugee, 2s, 2 doz. case..	....	4 75
Corns, 2s, 2 doz. case	2 95	3 50
Peas, standard, 2s, 2 doz. case..	3 85	4 10
Peas, Early June, 2s. 2 doz. case	4 50 to	4 65
Sweet Potatoes, 2½s, 2 doz. case.....		7 00
Pumpkin, 2½s, 2 doz. case.....	3 90	4 00
Sauer Kraut, 2½s, 2 doz. case..	3 80	3 90
Tomatoes, 2½s, 2 doz. case	4 00	4 25
Spinach, 2½s. 2 doz. case	....	6 75

STRONG TEA MARKET

Winnipeg.

TEAS.—There are practically no new developments in the tea market other than a continuation of the strength that has prevailed for some time. Importers are talking of some further advances and claim there is less tea now being offered. Spot prices are still out of line with replacement costs and the trade can naturally look for prices to reach higher levels.

INDIA AND CEYLON—

Pekoe Souchongs, first quality	0 38	0 40
Do., second quality..	0 35	0 36
Pekoe, first quality	0 40	0 42
Do., second quality	0 38	0 40
Broken Pekoe, first quality..	0 42	0 43
Broken orange Pekoe, 1st qual.	0 50	0 60
Japan, first quality	0 42	0 60

JAVAS—

Pekoe Souchongs	0 38	0 40
Pekoe	0 40	0 42
Broken Pekoe	0 42	0 48
Broken Orange Pekoe	0 50	0 60

NO CHANGE IN JAM

Winnipeg.

JAMS.—There is no change in the jam situation. There is a fairly good demand for some varieties. Stocks of raspberry, strawberry and black currant are becoming quite scarce.

JAMS—

Black Currant, 4s, per tin	0 89
Strawberry, 4s per tin	0 89
Raspberry, 4s per tin	0 89
Apricots, 4s, per tin	0 83
Cherry, 4s, per tin	0 83
Peach, 4s, per tin	0 83
Compound (all flavors) 4s tin	0 46

PRUNES ARE EASIER

Winnipeg.

DRIED FRUITS.—The dried fruit market has developed an easier tone as

buyers are taking practicaly no interest in this line at present levels. Prune stocks are light but the market has eased off. Locally there is a good demand for all lines of dried fruits and retailers are buying more frequently as supplies become exhausted. Figs are especially in good demand at a lower level price of 14c. per lb.

DRIED FRUITS

Evaporated apples, per lb.	0 18¾
Currants, 90-lb. per lb.	0 16
Do., 8 oz. pkgs., 6 doz. case, pkg.	0 17
Dates, Hallowee, bulk, lb.	0 12
Do., pkgs., 3 doz. case, lb.	0 14
Figs, Spanish, per lb.	0 09
Loganberries, 8 oz. 4 doz. case, pkt.	0 28
Peaches, standard, per lb.	0 18
Do., choice, per lb.	0 19½

BEANS SLIGHTLY EASIER

Winnipeg.

CEREALS.—The bean market is reported slightly easier. Some small offerings of Ontarios have been made at reduced prices caused no doubt by foreign competition. Kellogg corn flakes dropped 15c per case, now quoted at $3.45. Rolled oats and other cereals are fairly steady at unchanged quotations.

PACKAGE CEREALS—

Rolled Oats, 80s, per bag	1 30
Do., 36s, case square pkts.	3 75
Do., 18s, case	2 10
Corn Flakes, 36s, case	3 80
Cornmeal, 2 doz. case, per case	3 40
Puffed wheat, 4 doz. case, per case	4 40
Puffed Rice, 3 doz. case per case	5 70
Cream of Wheat, 3 doz. case per case	7 50
Grape Nuts, 2 doz. case, per case	3 80
Package Peas, 3 doz. case	3 00

BULK CEREALS—

Rolled Oats, 80s, per bag	2 45
Do., 40s, per bag	0 30
Do., 20s, per bag	0 65
Do., 10-8s, per bale	0 30
Oatmeal, 98s gran. of stand bag	3 30
Wheat granules, 98s, per bag	4 70
Do., 16-6s, per bale	5 90
Peas, whole green, 100 lb. bag, per bushel	3 85
Peas, split, yellow, 98s, per bag	7 50
Do., split, yellow, 49s, per bag	3 80
Beans, fancy, hand picked, 100 lb. bag per bushel	3 60 4 25
Beans, Lima, 100 lb. bag, per lb.	0 13½ 0 14½
Barley, pot, 98s, per bag	3 10
Do., pot, 49s, per bag	1 61
Do., pot, 24s, per bag	0 84
Barley, pearl, 98s, per bag	4 20
Do., pearl, 24s, per bag	1 22
Cornmeal, 98s, per bag	2 60
Do., 49s, per bag	1 40
Do., 24s, per bag	0 70
Do., 10-lbs. per bale	3 25
Buckwheat, Gritz, 98s, whole, per bag	6 25

FLOUR MARKET STEADY

Winnipeg.

FLOUR.—The wheat market is showing a firmer tone and flour is ruling steady. Buying continues on the hand to mouth basis.

FLOUR—

98-lb. sacks	4 25
Two 49-lb. sacks	4 32½
Four 24-lb. sacks	4 42½

RICE MARKET STRONG

Winnipeg.

RICE.—The rice market is ruling strong and active for the season. All lines are held firm and the tendency is upward rather than otherwise. There is a fair demand for tapioca with buyers purchasing supplies in small quantities.

RICE—

No. 1 Japan, 100-lb. sacks, lb.	0 08⅛
Do., 50-lb. sacks, lb.	0 08⅝
Siam, 100-lb. bags, lb.	0 05¾
Do., 50-lb. bags, lb.	0 06
Sago, sack lots, 130 to 150 lbs., per lb.	0 07¾
Sago, in less quantities, lb.	0 08¼
Tapioca, Pearl, per lb.	0 07½

SHELLED WALNUTS LOWER

Winnipeg.

NUTS.—Latest advices from France state that Bordeaux shelled walnuts are slightly easier. Shelled almonds are showing a firmer tone. No. 1 Spanish shelled peanuts show no change. Pecans are ruling steady. Lower prices have been quoted on Brazils.

NUTS, SHELLED—

Almonds, per lb.	0 50
Spanish Peanuts, No. 1, lb.	0 13
Pecans, per lb.	0 90
Walnuts, per lb.	0 68
Brazils, per lb.	0 55

NUTS IN SHELL—

Peanuts, roasted, Jumbo, lb.	0 23½
Walnuts, per lb.	0 23
Almonds, per lb.	0 30¼
Brazils, per lb	0 18
Pecans, per lb.	0 30
Filberts, per lb.	0 16

DECLINE IN SUGAR

Winnipeg.

SUGAR.—Refined sugar declined 20c. per cwt. The basis is now $7.25 with B. C. sugar offered at $7.15. The demand for sugar locally is good.

SUGAR—

Extra gran. bags, 100 lbs.	7 15	7 25
Do., gunnies, 5-20 lbs.	7 35	7 45
Do., gunnies, 10-10 lbs.	7 45	7 55
Do., cartons, 20-5 lbs.	7 55	7 65
Do., cartons, 50-2 lbs.	7 65	7 75
Yellow, No. 1 lt., bags, 100 lbs.		6 95
Do., golden, bags, 100 lbs.		6 85
Powdered sugar, bbls.		7 75
Do., boxes, 50 lbs.		7 95
Do., boxes, 25 lbs.		8 15
Icing, barrels		7 85
Do., boxes, 50 lbs.		8 05
Do., boxes, 25 lbs.		8 25
Soft lumps, boxes, 100 lbs.		8 15
Do., boxes, 50 lbs.		8 35
Do., cases, 20 cartons		9 20
Do., cases 40½ lbs.		9 95
Small lump, boxes, 100 lbs.		8 05
Do., boxes, 50 lbs.		8 15
Do., boxes, 25 lbs.		8 35
Do., cartons, 50 2-lbs.		9 45
Hard lump, boxes, 10 lbs.		8 15
Do., boxes, 50 lbs.		8 30
Do., boxes 25 lbs.		8 35

SYRUP MARKET STEADY

Winnipeg.

CORN SYRUP.—There are no new developments in the corn or cane syrup market. Supplies continue to move in regular routine channels at prevailing prices.

CANE SYRUP—

No. 2s	4 95
No. 5s	5 75
No 10s	5 30
No. 20s	5 15

CORN SYRUP—

Cases, 2-lb. tins white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 25
Cases, 20-ib. tins, white, ¼ doz. in case	4 25
Cases, 2-lb. tins, yellow, 2 doz. in case	3 75
Cases, 5-lb. tins yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz. in case	3 65
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 00

MAPLE SYRUP—

Pure, 2½'s tins, case of 2 doz.	20 50
Pure, 5s, per case of 1 doz.	19 00
Pure, 10s, per case of ½ doz.	17 50

TABLE SYRUP—

Maple flavor, 2½'s ins, per case of 2 doz.	8 00
Do., 2s, tins, per case of 1 doz.	8 00
Do., 1s, tins, per case of ½ doz.	7 80

MOLASSES BARBADOES

2 lb. tins, 2 doz. case	8 35
5 lb. tins, 1 doz. case	9 50

MOLASSES BLACKSTRAP—

½s, 4 doz., case, per case	4 35
2s tins, 3 doz. case	4 20
2½s, tins, 2 doz. case	3 55
5s, tins, 1 doz. case	3 40
10s, tins, ½ doz. case	3 00

FIRM SPICE MARKET

Winnipeg.

SPICES.—The spice market continues firm. Red peppers and cloves are slightly higher. Jamaican ginger is slightly easier. Further strength is shown in olives under the influence of light stocks.

SPICES—

Allspice	0 18	0 21
Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 60	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 55
Mustard, pure	0 35	0 40
Pastry		0 32
Pickling spices		0 18
Mace		0 65
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.	0 60	0 70
Do., 80s		0 35
Chillies, lb.		0 50
Nutmegs, selects, whole	0 26	0 40
Do., ground		0 35
Mustard seed, whole		0 20
Celery seed, whole		0 40
Coriander seed		0 18
Caraway seed, whole		0 30
Curry Powder		0 35
Cream of Tartar— French, pure	0 35	0 40
4-oz. packages, doz.		1 75
2 oz. pkgs., doz.		0 90

The above quotations are for the best quali retail trade.

NO CHANGE IN FRUITS

Winnipeg.

FRUITS.—The fruit market show practically no change. Oranges are fair demand at $8.50 to $9.50. Strawberries are arriving slowly and are quoted at $6. per case. Grape fruit, lemon apples and bananas are in fair demar at unchanged quotations.

FRUITS—

Oranges, Fancy, all sizes, per case	9 50
Do., choice, all sizes, per case	8 50
Lemons, Cal., fancy, per case	8 00
Do., Cal., Choice, per case	7 50
Grapefruit, Florida, all sizes, per case	6 50 8 50
Bananas, per lb.	0 10
Apples—	
Washington Winesaps, per box	4 00

VEGETABLE MARKET QUIET

Winnipeg.

VEGETABLES.—New Texas cabbag is plentiful at 4c per lb. Local hot hou radishes and green onions are in fa demand. Good supplies of tomatoes a arriving at unchanged quotations. C cumbers continue scarce and high.

VEGETABLES

Cabbage, per lb.	0 02
Head lettuce, per case	8 00
Head Lettuce, per doz.	2 00
Green Onions, per doz.	0 40
Cucumbers, per doz.	4 50
Tomatoes, per case	6 00
Celery, per case	6 00
Onions, per case Australian	10 00

STARCH UNCHANGED

Winnipeg

STARCH.—No price changes have o curred and the market remains stead with a moderate demand for all grade

STARCH—

Corn starch, 1-lb. pkg., per lb.	0 08
Do., No. 1 quality, 1-lb. pkgs.	0 08
Gloss, 1-lb. pkg., per lb.	0 09
Celluloid, 1-lb. pkg., per case	4 00

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., April 25.—Sugar declined 10c, now quoted at $7.54 per cwt. Libby's Kraut, 2½s, quoted at a slight advance. New Ontario cheese is lower at 20c per lb. California lima beans are higher. Compound jams are being offered at lower prices.

Beans, Kotenashi, per cwt.		6 60
Rolled oats, 80s		2 35
Rice, Siam	6 00	6 50
Japan, No. 1	7 65	8 00
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.		8 40
Sugar, pure cane, gran., cwts.		7 54
Cheese, No. 1, Ont., large	0 20	
Alberta cheese, twins		0 20
Do., large		0 22
Butter, creamery, lb.	0 36	0 40
Do., dairy, lb.,	0 20	0 24
Lard, pure, 3s		11 10
Eggs, new laid, local, case		7 00
Tomatoes, 2½s	4 40	4 50
Pumpkin, 2½s, case	4 20	4 50
Lemons, case		7 75
Corn, 2s, standard case	2 80	3 60
Peas, 2s, standard case	3 95	4 20
New early June peas, case		4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye, ½s		21 55
Strawberries, 2s Ont., case	7 95	10 00
Raspberries, 2s, Ont., case	7 60	9 25
Cherries, 2s, red, pitted		8 50
Peaches, 2s, halves		5 85
Do., 2s, sliced		6 25
Apples, evaporated, lb.		0 18
Do., 25s, lb.		0 18½
Pineapples, Hawaiian, sliced 2's	6 80	7 95
Do., canned, 2s	7 45	7 90
Potatoes, local ton	20 00	30 00

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S., April 25.—Several lines of canned goods, show a decrease in quotations: strawberries, 2s, $3.60 per doz.: peaches, 2s, $2.90 per doz.: standard corn, $1.50 per doz.: and standard peas, $1.85 per doz. Sugar made a further decline: granulated now quoted at $6.35 and No. 1 yellow, $5.85 per cwt. Molasses is lower at 58c per gal. Evaporated apples are higher at 20c per lb. Spanish onions are lower at 8c per lb.

Flour, No. 1 patents, bbl.		11 00
Cornmeal, bags		2 50
Rolled oats, per bag		3 75
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.		7 70
Sugar, standard, gran.		6 35
Do., No. 1 yellow		5 85
Molasses, gal.		0 58
Cheese, Ont. twins		0 19
Eggs, fresh, doz.		0 32
Lard, compound		0 17
Do., pure, lb.		0 20
American clear pork, bbl.		34 00
Tomatoes, 2½s., stan., doz.		2 00
Hams, aver., 25-35 lbs.		0 26
Do., aver., 18-25 lbs.		0 20
Hams, aver., 12-18 lbs.		0 26
Roll bacon		0 22
Butter, creamery., prints, lb.		0 43
Do., creamery, solids		0 40
Raspberries, 2s Ont., doz.		4 00
Peaches, 2s, standard, doz.		2 90
Corn, 2s, standard, doz.		1 50
Peas, standard, doz.		1 85
Strawberries, 2s, Ont., doz.		3 60
Salmon, Red Spring, flats, cases		
Do., pinks		7 00
Do., Cohoes		14 00
Do., Chums		6 00
Evaporated apples, per lb.		0 20
Dried peaches, per lb.		0 22
Potatoes, Nat., 90-lb. bag.		1 35
Corned beef	3 00	3 55
Onions, Spanish, lb.		0 08
Do., American, bag 10 lbs.		13 50
Oranges, per case		8 50
APPLES		
Spys, No. 1 per bbl.		7 50
Spys, No. 2 per bbl.		6 50
Cauliflower, per doz.		3 50

British Columbia

FROM VANCOUVER, BY WIRE

Vancouver, B. C., April 25.—Best local eggs are quoted at 32c per doz. The best grades of butter are bringing 45c while Ontario and local cheese is quoted at 21c. Beef steer is quoted at 11½c per lb: cow 11c: mutton, 30c: lamb, 32c: veal, 18c: block hogs, 18½c: and lard 18c per lb. In the vegetable market, beets, carrots and turnips are quoted at $2.50 per sack; cauliflower, $2.50 per doz.: head lettuce, $4.50: leaf lettuce, $2 per case: Australian onions, $9.50 and Spanish, $8: Lillooet netted gem potatoes, $35 per ton. California grapefruit is quoted at $5.50: lemons, $6.50: oranges, $8 per case. Rhubarb is selling at 10c per lb.

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., April 25.—Potatoes are slightly easier at $1.75 to $2 per barrel. Lard is quoted in pails at 17c and tubs at 16½c per lb. Shortening is selling at 16c in pails and 15½c per lb. in tubs.

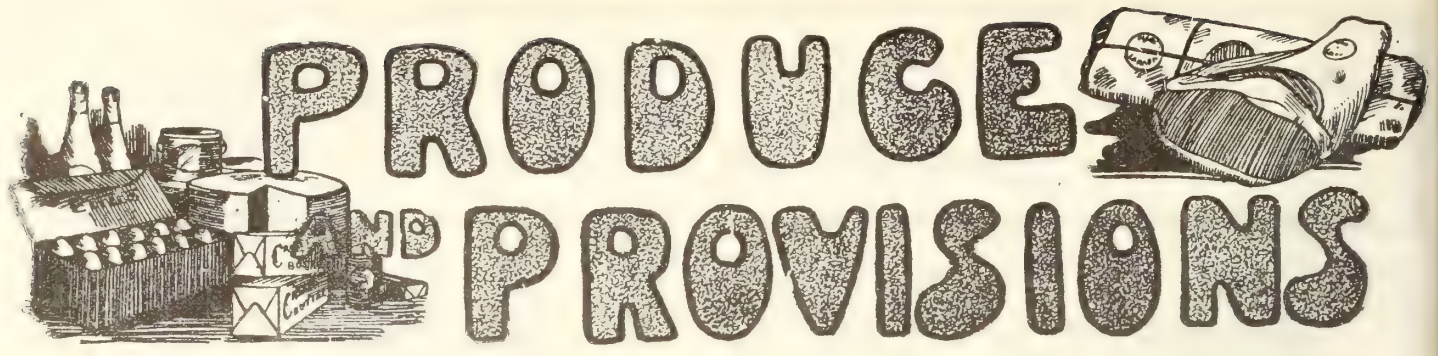
Rolled oats, bag		3 65
Do., bbls		8 30
Cornmeal, gran., bags		2 75
Rice, Siam, per cwt.		6 60
Tapioca, per 100 lbs.		9 50
Molasses, gal.		0 60
Tomatoes, cans		2 00
Do., bags		6 00
Raisins, Valencia layers	0 24	0 30
Currants, cleaned		0 20
Prunes, 90-100, 25-lb. boxes		0 14
Lemon peel		0 34
Orange peel		0 34
Citron peel		0 46
Walnuts		0 23
Almonds		0 22
Brazils		0 20
Peanuts		0 17
Filberts		0 16
Cocoanuts, bag		6 00
Potatoes, per bbl.	1 75	2 00
Onions, per lb.		10 00
Do., crate		15 00
Pork, clear, bbls.		34 50
Pigs' feet, per 20-lb. pail		2 25

Macaroni for the West of England and South Wales

Acting Trade Commissioner A. B. Muddiman in Commercial Intelligence Journal, writes that in the west of England and South Wales the consumption of macoroni is not great among the English and Welsh. In fact the writer's experience of living conditions in England, the principal sales of macaroni are limited to areas such as Soho in London, where there are numerous Italians. However, macaroni pudding appears on the British family table, but not so often as the ubiquitous rice pudding. Macaroni au gratin is not a common dish, and little culinary ability is shown in this line. Consequently the dish is hardly popular.

During the war certain shipments of macaroni earned for the Canadian product a rather poor name in this area, and this must be lived down. Bearing in mind these two facts, that the demand is not large and that the Canadian product has not a favorable name, it may be of interest to examine the actual conditions to-day for this territory.

Though the texture of Italian macaroni and its quality is said to be much more uniform than that produced in Canada, a most favorable point in connection with Canadian macaroni is that it comes in packages of uniform weight, and this factor commends itself strongly to the wholesale houses distributing macaroni among the retail grocers. Italian macaroni as a rule comes in bulk, but packages also have arrived in this area of very uneven weight and they give the trade a lot of trouble. In advertising his macaraoni, the Canadian producer should strongly emphasize the uniformity of his weights, as apparently the Italian producers, working as a rule in the metric weight system, have not in putting their macaroni in packages solv the difficulty of pounds and ounces. It must not be imagined that though certain dealers here have been unfavorably impressed with war shipments, the whole trade is against Canadian macaroni, for several importers speak very highly of same, but all point to the smallness of the demand.



Changing Location of Meat Department Doubles Sales

Wm. Hobson & Co., King Street, Hamilton, First Had His Meat Counter at Rear End of Store But Moving it up Near the Front Results in Bigger Turnover

LOCATION is an important factor in the success of the store on the street, or the position of a department in a store. Wm. Hobson & Co., King Street, Hamilton, Ont., recently changed his meat department and lately in conversation with a representative of Canadian Grocer, he reported that already, the change had resulted in doubling his sales of meats. Meats include cooked varieties and the smoked lines, such as bacon and ham.

A year ago, when Mr. Hobson moved into his present premises, he placed his meat department at the far end of the store, on the right hand side, as one entered from King Street. Finding that the turnover in these lines was not as heavy as he thought it should be, he decided to move his refrigerator counter and the adjoining counter where meats are served, nearer to the front door. Having done this, he has found that his sales have practically doubled. People coming into the store now do not have to go to the rear of the store to be served meats. As they come into the store they are met with a nice display of cooked meats, bacon and general produce lines. The refrigerator counter is in two compartments, and is not kept cold through a centre section for ice, but is maintained at a certain degree of cold by a system of pipes. These pipes are packed in brine of chopped ice and salt, and in this way the cooling is kept at a uniform temperature. Even in the hottest weather cooked meats are always in first-class condition.

"The fact that we can display our cooked meats all the time certainly means an increased sale," remarked Mr. Hobson. "A nice showing of cooked meats will tempt people to buy every time, and in a counter such as this display is possible all the time."

Sales of cheese are also on a large scale in the Hobson store, and this firm has built up a reputation for cheese that means a great deal in the weekly turnover. Mr. Hobson stated that on an average, he sold five cheeses a week, apart altogether from sales of package cheese and certain other special kinds.

Canada's Imports of Canned Meats Are on Increase

Ottawa, April 24. (Special).—Figures tabled in the House of Commons at Ottawa a few days ago, show a very considerable increase during the last few months, in the quantity of canned meats imported into Canada. The total value of canned meat imports during 1920 was $337,727. That amount has already been exceeded in the first three months of this year, the value of the imports at the end of March being $483,246.

It is noteworthy that whereas in 1920 the bulk of the trading in canned meats was done with the United States, there has since been a considerable falling off in the imports from that country. In 1920 Canada imported 585,280 pounds, valued at $162,972 from the United States, and 240,819 pounds valued at $91,844 from the United Kingdom. The import figures for the first three months of this year are given as follows: From United States, 450,810 pounds valued at $110,874; from United Kingdom, 768,446 pounds valued at $181,624.

Argentine Leads

Argentine is shown to have supplied during the first three months of this year, even a greater quantity of canned meats than the United States. In 1920 the importations from that country were nil; in 1921 they amounted to 196,862 pounds, valued at $56,215; while up to the present this year they have amounted to 573,588 pounds, valued at $102,212. New Zealand has also taken a rather important place among the countries supplying canned meats to Canada. In 1920 the imports from that country were only 8,064 pounds, valued at $1,681; whereas for the first three months this year they have amounted to 262,214 pounds, valued at $37,565.

THE ACCOMPLISHED SOYA BEAN

Cast a seed to the winds and see what issue good or ill comes forth. Then regard the history of the soya bean, the leguminous pride of the Orient. Not until 1908 did the Western world gain adequate knowledge of the virtues of this useful plant, though for ages it has been a favorite article of food in China and Japan. Thirteen years ago the fame and utility of the soya bean were little known except in the Far East, despite its marvelous potentialities.

Ten years ago, says a bulletin of the Chinese Government's Bureau of Economic Information, the exports of the bean were infinitesimal, "but by the 1920 customs report it was found that in point of value the commodities grouped under the heading of beans and bean products occupied the first place among China's exports."

Originally valued only for its oil content and not imported into England until after the Russo-Japanese war, the soya bean now contributes its juices and its meat to a multitude of varied uses. By grinding, pressing and mixing, it is conjured into a vegetable food resembling marrowfat peas; it serves as meat substitute, a chocolate substitute, a macaroni preparation ,a coffee substitute; from it are made artificial milk, cheese, flour; it provides meat for cattle, oil cake for fodder, bean cake and fertilizer.

It enters into the manufacture of dynamite and high explosives, soaps, linoleum, rubber substitute, margarine, paints, varnishes, toilet powder, waterproof cloth, paper unbrellas and lanterns, salad oil, lamp oil, lubricating oil, sardine preservatives and lard substitutes.

From a provincial native product indigenous to Manchuria the soya bean has spread through China and Japan and to the United States. The annual production has attained the substantial figure of 8,200,000,000 pounds, of which 6,600,000,000 pounds are grown in China, 690,000,000 pounds in Korea, 80,000,000 in Japan and 110,000,000 pounds in the United States.

No longer limited to native cultivation and consumption, the soya bean has become a flourishing three power product, a worldwide food for animal and man, and a wellnigh indispensable raw material in many different industries.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, April 26.—In general, produce and provision prices are firm and the demand steady. Hogs were offered freely during the week and prices weakened with a drop of 50c per cwt. on selects. Smoked meats and bacon are steady in price with only a fair movement. The demand for cooked meats shows some improvement but prices are unchanged. The make of new creamery butter is larger and the demand good, but prices show an easier trend. The cheese market locally is unchanged with no improvement in the export demand. The fact that produce dealers have started to store eggs has helped to keep the egg market steady despite the large production. The consumption demand is also large on account of the fairly easy prices. The fish market is quiet, having not yet got over the effects of the Lenten season. Lard prices are steady with a fair demand for immediate requirements.

BUTTER PRICES EASIER

Montreal.

BUTTER.—A fair trade is passing in butter, there being a steady demand from local and outside buyers for fresh made creamery but there is little movement in exports. The supply of the new make is steadily increasing and indications are that there will be a big production with easier prices.

BUTTER—		
Solids, creamery, finest	....	0 34
Prints, creamery	0 35	0 36
Newmake	0 37	0 38
Second grade creamery	0 32	0 33
Dairy solids	0 25	0 27

CHEESE PRICES UNCHANGED

Montreal.

CHEESE.—There has been no improvement in the volume of business for export account but the prospects are that there will be some developments in this direction early in May. The make throughout the country has been steadily increasing and in consequence of this several boards were opened in the province last week. Wholesale prices have a steady tone and are unchanged.

CHEESE—		
Old Colored, twins	....	0 26
Old White	....	0 25
New Large, per lb.	0 19	0 20
New Twins, per lb.	0 19	0 20
Triplets, per lb.	0 19	....
Fancy old cheese, per lb.	0 28	0 30
Stilton, per lb.	....	0 30
Quebec	0 19	0 20

LARGER SUPPLIES OF EGGS

Montreal.

EGGS.—There has been no important change in the condition of the local egg market. Supplies are larger but they are well taken care of for storage accounts. In addition to this there continues to be a large consumption at the present level of values. The opinion is expressed that the egg market will go lower during May.

EGGS—		
New laid	0 32	....
Specials	0 35	0 36

COOKED MEATS FIRM

Montreal.

COOKED MEATS.—The demand for cooked meats shows some improvement but there is no change in quotations. In some quarters an easier price is quoted on cooked ham but the general quotation is 47c. and 52c. for the square pressed.

COOKED MEATS—		
Hams, cooked	....	0 47
Square pressed	....	0 52
Smoked shoulders	....	0 22
Bologna	0 10	0 20
Corned Beef 1's	....	3 25
Per doz. 2's	....	5 75
Per doz. 6's	....	23 50

NO CHANGE IN LARD

Montreal.

LARD.—There is no change in the market for lard, prices hold steady under a fair demand for small lots.

SMOKED MEATS FIRM

Montreal.

SMOKED MEATS.—The market for smoked meats rules steady with fair amount of business for local consumption. The offerings are not large but they are ample to meet all requirements and prices hold firm.

BACON—		
Breakfast, best	0 40	0 50
Smoked breakfast	0 30	0 40
Cottage rolls	....	0 32
Picnic hams	....	0 22
Wiltshire	0 27	0 30
MEDIUM SMOKED HAMS—		
Weight, 814, long cut	0 30	0 34
Do., 14-20	0 29	0 32
Do., 20-25	0 28	0 29
Do., 25-30	0 25	0 27
Over 35 lbs.	....	0 25

HOG PRICES LOWER

Montreal.

FRESH MEATS.—The feature of the local market for hogs is the increased offering of corn fed hogs which come from western points. The variety sold at $13 and $14 per cwt., weighed off cars, but towards the latter part of last week the market for this class weakened as the supply was in excess of requirements and dropped to $12.75 per cwt. Throughout the market a weaker tone is evident which is principally attributed to the increased offering on the market. Prices on select light weights show a decline of 50c. per cwt.

FRESH MEATS—		
Hogs, live (selected, weighed off cars)	....	13 50
Fresh killed	20 00	....
Fresh Pork—		
Legs of pork (foot on)	0 20	0 21
Loins (trimmed)	0 28	0 29
Trimmed shoulders	0 19	0 21
Untrimmed	....	0 17
Pork sausage (pure)	....	0 20

Fresh Beef—	(Cows)	(Steers)
Hind quarters	0 15 018	0 12 0 16
Front quarters	0 10 0 12	0 05 0 08
Loins	023	.... 0 28
Chucks	.... 0 10	0 11 0 12

FISH PRICES STEADY

Montreal.

FISH.—The fish market is quiet without any change and only a fair movement. It takes a few weeks after the Easter season for the trade to get over the run on fish during Lent, but an improvement is looked for next week. Fresh lake fish is in better supply and the demand is fair.

FRESH FISH—		
Filets, 20 lb. boxes	....	0 16
Herring	....	0 08
Market Cod, fresh	....	0 06
Steak cod	....	0 08
Haddock	....	0 06
Halibut	....	0 23
Flounders	....	0 10
Mackerel	....	0 10
FROZEN FISH—		
Haddock	....	0 06
Halibut	....	0 18
Chicken halibut	....	0 16
Market cod	0 05	0 05½
Steak cod	0 05½	0 06
Lake Trout	0 14	0 15
Dorce	0 06½	0 07
Qualla Salmon	0 10	0 11
Dressed B. C. Salmon	0 20	0 21
Gaspe Salmon	0 18	0 19
White fish	....	0 13
Dressed pike	....	0 07
Mackerel	....	0 13
Sea Herring, 100 lbs.	....	0 06½
OYSTERS—		
Shell oysters, bbl.	8 00	15 00
Herrings	....	0 06½
Lake trout	....	0 14

ONTARIO MARKETS

TORONTO, April 26.—The hog market showed further weakness during the week, with prices dropping 50c per cwt. The market opened this week at $13 on the fed and watered basis but packers are bidding 50c lower and whether they will be successful will depend upon receipts. Fresh pork cuts are lower and there are easier tendencies on cured meats. Lard and shortening are in an easy position with a likelihood for reductions. Butter is easier while cheese also has easier tendencies. Eggs hold firm under an active demand for storage purposes. Fresh lake and sea fish are arriving in heavier volume while several frozen varieties are off the list.

BUTTER PRICES LOWER

Toronto.

BUTTER.—The market is easier with quotations reduced one to two cents per pound. The best grades of creamery prints are quoted at 41c. to 42c. and second grades 39c. to 40c. per lb.

BUTTER—		
Creamery prints, No. 1	0 41	0 42
Do., No. 2	0 39	0 40

EASIER CHEESE PRICES

Toronto.

CHEESE.—The market is easier with quotations showing lower tendencies. In some quarters quotations are reduced one cent per pound while in others prices are unchanged. Quotations on new fodder made cheese range from 17c. to 18½ per lb. and September make 20c. per lb.

CHEESE—

Large, new (fodder)	0 17	0 18½
Do., Sept.	....	0 20
Stilton, new	0 22	....

Twins, 1c higher than large cheese and triplets 1½ cents higher than large.

EGGS SHADE FIRMER

Toronto.

EGGS.—Although there are no actual changes in the egg market the undertone seems to be a shade firmer. Dealers have been endeavoring to get prices lower but apparently they are unable to do so, mainly due to the fact that the demand for storage purposes is very keen. Dealers quotations to the retail trade are unchanged at 31c. to 32c. per doz.

EGGS—

New laid	0 31	0 32
Cartons	....	0 35

LARD MARKET EASY

Toronto.

LARD.—In some quarters quotations are reduced one cent per pound. The market is in an easy position and further reductions are likely. One pound prints are now quoted at 18c. to 19c. and on the tierce basis 16c. to 16½c. per lb.

LARD—

1-lb. prints	0 18	0 19
Tierces, 400 lbs.	0 16	0 16½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

SHORTENING LOWER

Toronto.

SHORTENING.—The situation in the market for shortening indicates lower prices. Some packers have reduced prices slightly and one packer is offering for this week one pound prints at 15c., claiming that although this price is lower than the market warrants there is likely to be a break in the near future, and they are therefore, endeavoring to unload. The average quotations on one pound prints range from 17c. to 18c. and on the tierce basis 14½c. to 15c. per lb.

SHORTENING—

1-lb. prints	0 17	0 18
Tierces, 400 lbs.	0 14½	0 15

MARGARINE UNCHANGED

Toronto.

MARGARINE.—There is no change in margarine. The demand continues moderate with the market steady at the moment.

MARGARINE—

Margarine, No. 1	0 20	0 21
Do., No. 2	....	0 18

HOG MARKET WEAK

Toronto.

FRESH MEATS.—The hog market showed further weakness during the week with prices dropping 50c. per cwt., making the fed and watered basis $13. As we go to press packers are bidding 50c. lower. Offerings of spring lambs increased during the week and the quality also showed improvement. Cattle prices held strong under active buying. There is practically no changes in quotations on fresh meats to the retail trade other than a reduction of one cent per pound on pork cuts.

FRESH MEAT—

Hogs—		
Live, f.o.b.	....	12 25
Live, off cars	....	12 75
Live, fed and watered, cwt.	....	13 00
Dressed, light, per cwt.	17 00	18 00
Do., heavy, per cwt.	12 00	14 00
Fresh Pork—		
Legs of pork, up to 15 lbs.		0 27
Loins		0 28
Fresh hams, lb.		0 28
Tenderloins, lb.		0 48
Picnics, lb.		0 16
Montreal shoulders		0 18
Boston butts, lb.		0 24½
New York shoulders		0 17½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 18	0 20
Ribs, lb.	0 15	0 18
Chucks, lb.	0 06	0 08
Loins, whole, lb.	0 24	0 30
Hips, lb.	0 13	0 15

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb., top quality	0 13	0 15
Do., Medium	0 09	0 11
Sheep, whole, lb.	0 10	0 15
Do., yearling, lb.	0 28	0 30

Above prices subject to daily fluctuations of the market.

NO CHANGE IN COOKED MEATS

Toronto.

COOKED MEATS.—Little change is noted in the market for cooked meats. The demand shows a slight increase.

COOKED MEATS—

Boiled ham, lb.	0 44	0 48
Do., square pressed	0 47	0 50
Boiled shoulders	....	0 38
Head cheese, 6s, lb.	....	0 10
Choice jellied ox tongue, lb.	....	0 60
Jellied pork tongue	0 32	0 35
Bologna	0 13	0 15

Above prices subject to daily fluctuations of the market.

POULTRY MARKET QUIET

Toronto.

POULTRY.—There is little of interest in the market for poultry. The demand is very quiet but prices are well maintained.

POULTRY—

Prices paid by dealers—

	Live	Dressed.
Turkeys	30-35	40-45
Chickens, spring	23-25	27-32
Roosters	00-18	00-23
Fowl, 4 to 5 lbs.	00-25	00-26
Fowl, over 5 lbs.	00-28	00-28
Fowl, under 4 lbs.	00-14	00-22
Guinea hens, pair	1 25	1 50
Geese	....	90-20
Ducks, 4 lb. and over	00-32	00 32
Prices quoted to retail trade:	Live	Dressed
Ducklings	0 32	0 38
Hens, heavy	0 28	0 32
Do., light	0 20	0 28
Geese	....	00 20

FRESH FISH ARRIVING

Toronto.

FISH.—Fresh caught fish is now arriving on fairly heavy shipments and occupy most of the attention on the local fish market. Several varieties of frozen fish are off the market for this season and oysters are also practically finished. On the fresh list, whitefish is quoted at 22c.: trout 22c.; pike ,11c.: and perch, 11c. per lb. Fresh halibut is also arriving and quoted at 19c. for medium and 15c. for chicken.

FRESH SEA AND LAKE FISH

Cod steak, lb.	0 09	0 10
Do., market, lb.	....	0 08
Halibut, Med., lb.	0 19	0 20
Do., Chick, lb.	0 15	0 16
White fish, lb.	0 22	0 25
Trout, lb.	0 22	0 23
Pike, lb.	0 11	0 12
Perch, lb.	0 11	0 12

FROZEN FISH

Halibut, medium	0 17	0 18
Do., chicken	0 14	0 15
Salmon, Cohoe	0 15	0 16
Do., Red Spring	0 20	0 21
Do., Alaska Qualla	0 11	0 12
Do., Qualla	0 07	0 08
Sea Herring	0 07½	0 08
White Fish	0 10	0 11

SMOKED AND SALT FISH

Haddies, lb.	0 12	0 13
Fillets, lb.	0 14	0 16
Kippers, box	2 25	2 75
Bloaters	2 00	3 00
Ciscoes, lb.	....	0 17
Salmon snack, lb.		0 20
Digby chicks, 5 to bundle	1 00	1 20
Boneless Digbys, 10 lb. box		1 50
Shred cod, box 24 cart.	....	2 20
Cod, 1 lb. tablet, box 24s	....	3 20
Quail on toast, Ea.	....	0 11
Holland Herrings, mixed, 10-lb. keg		0 85
Do., milkers, 10 lb. keg		0 95
Shrimps, No. 1 can	....	2 00
Do., No. 6 can	....	11 50

SMOKED MEATS EASY

Toronto.

PROVISIONS.—The market is in an easy position with prospects for some reductions in quotations reflecting the easy situation in the hog market.

Hams—		
Small 6 to 12 lbs.	0 33	0 34
Medium, 12 to 20 lbs.	0 32	0 34
Large, 20 to 35 lbs., lb.	0 30	0 31
Heavy, 35 lbs., and upwards	....	0 26
Backs—		
Boneless, per lb.	0 39	0 40
Rolled, per lb.	....	0 46
Peameal	0 37	0 41
Bacon—		
Breakfast, ordinary, per lb.	0 28	0 32
Do., special trim	0 38	0 41
Cottage rolls	....	0 32
Rol. per lb.	....	0 28
Wiltshire (smoked boneless) lb.	....	0 30
Do., three-quarter cut	....	0 33
Do., middle	....	0 35
Dry Salt Meats—		
Long clear bacon, av. 50 to 70 lbs.		0 19½
Do., av. 80-90 lbs.	....	0 18
Clear Bellies 15-30 lb.	0 17½	0 19½
Fat backs, 10-12 lbs.	0 17½	0 17½

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—	
Mess pork	33 00
Short cut backs, 200 lbs.	35 00
Pickled rolls, bbl., 200 lbs.—	
Lightweight	46 00
Heavy	40 00

Above prices subject to daily fluctuations of the market.

WINNIPEG MARKETS

WINNIPEG, April 26.—The produce and provision markets show little change and are quiet generally. Butter continues steady and the cattle market is active with a firmer tone. The cheese market is steady under a light demand. Egg receipts are light from the country districts due principally to the poor conditions of the roads. Shortening is up a half cent per pound. Cooked and smoked meats are unchanged. Fish market shows no change.

BUTTER MARKET STEADY

Winnipeg.

BUTTER.—The butter market is ruling steady. Heavy shipments of butter from the U. S. are arriving. Quotations for No. I creamery stand at 44c. to 46c.

per lb. with under-grades around 41c per lb.

BUTTER—

Creamery, best table grade	0 44	0 46
Margarine	0 22	0 23

STEADY CHEESE MARKET

Winnipeg.

CHEESE.—The market shows little change, remaining steady to firm. There is a slight improvement in the demand. Ontario large cheese is quoted at 20c per lb.

CHEESE—

Stilton cheese, large, lb.	0 24
Ont., large lb.	0 20
Ont., twins, lb.	0 29½
Ont., triplets, lb.	0 21

EGG RECEIPTS LIGHT

Winnipeg.

EGGS.—There is no important change in the condition of the egg market. Receipts have been light owing to the poor condition of the country roads. Prices are steady at 27c per doz. case counts: 29c for candled and 31c in cartons.

SHORTENING ADVANCES

Winnipeg.

LARD.—There is an advance of ½c per lb. on shortening, bringing quotations to 15½c per lb. on the tierces basis. The lard market is steady with quotations showing no change.

LARD—

Pure Lards, No. 1 Quality, per lb. in tierces, 400 lbs.)	0 16½
Do., wooden pails, 20-lb. pails	3 70
Shortening, tierces of 400 lbs.	15½
Do., per pail, 20 lbs.	3 50

COOKED MEATS UNCHANGED

Winnipeg.

COOKED MEATS.—Prices on cooked meats remain unchanged. Cooked ham is quoted at 42c to 46c per lb.

COOKED MEATS—

Hams, best quality, skinned 8-11 lbs.	0 46
Do., 13-1 lbs.	0 44
Roast ham, lb	0 46
Roast shoulders, lb.	0 32
Head cheese 6-lb. tins, lb.	0 12
Pork tongues, lb.	0 30
Jellied ox tongues, lb.	0 55
Luncheon cooked meats	0 22

HAM AND BACON STEADY

Winnipeg.

PROVISIONS.—There is little change in ham and bacon quotations this week. There is a fairly steady demand. Best quality hams are quoted at 35c per lb. Best quality bacon is ranging from 44c to 45c per lb.

Hams

8 to 16 lbs., per lb.	0 35
16 to 20 lbs., per lb.	0 35
Boneless, 8-14 lbs., per lb.	0 39
Skinned, 18 to 22 lbs. per lb.	0 40
Bacon, to 10 lbs. per lb.	0 45
Cottage rolls, boneless	0 26
Bellies 6 to 10 lbs., per lb.	0 44

HOG MARKET STEADY

Winnipeg.

FRESH MEATS.—The hog market is ruling steady and live selected hogs are quoted at $12. per cwt. with liberal offerings for disposal and a strong demand in evidence. Buying is active and brisk with the market showing a firmer tone. Choice steers are quoted at $7 to $7.50 with a few of better quality quoted at $8.25 and the remainder of fair to good quality priced within range of $5.75 to $6.75. Butcher heifers are selling from $6 to $6.50. The calf market is ruling firm. Choice light vealers finding buyers at $10. to $11. and the remainder from $8. to $9.

HOGS:—

Selected, live, cwt.		12 50
Heavier	8 50	10 50
Light	11 50	12 00
Sows	6 50	8 50

Fresh Pork—

Legs of pork, lb.	0 21	0 25
Spare ribs		0 15
Loins of pork, lb.	0 26	0 28
Fresh hams, lb.	0 23	0 27
Shoulders	0 11½	0 16

Fresh beef—from steers and heifers—

Hind quarters	0 12 to	0 17
Front Quarters	0 06 to	0 10
Whole carcass, good grade, lb.	0 10 to	0 13½

Mutton—

Choice, lb.	0 16
Choice long hinds (leg and loin)	0 22
Choice Stews	0 12

Lambs—

Choice, 30-45 lbs.	0 30

Veal—

Good veal, 40 to 80 lbs., hin. quarters	0 25

POULTRY RECEIPTS LIGHT

Winnipeg.

POULTRY.—Receipts continue light on the poultry market. The demand is likewise fairly light. Quotations are unchanged.

POULTRY—

Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
D. P. Chickens, 3½ lbs., and under	0 30
Do., 3½ lbs., and over	0 35
D. P. Fowl, 3½ lbs. and under	0 22

NO CHANGE IN FISH

Winnipeg.

FISH.—The market conditions show practically no change. Fresh halibut is arriving and meeting with a good demand. Small shipments of fresh salmon are also arriving.

FISH—

Black cod, lb.	0 12
Brills	0 08
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15½
Salmon, Cohoe, in full boxes, 300 lbs.	0 16
Salmon, Cohoe, in broken cases	0 17
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08
Whitefish, dressed, case lots	0 10
Whitefish, dressed, broken cases	0 10½

Smoked Fish—

Bloaters, Eastern National large tagged, per case	3 50
Haddies, in 30-lb. cases, per lb.	0 12
Kippers, East, Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 15

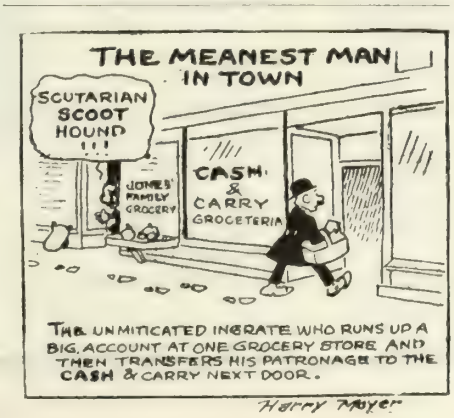
Salt Fish—

Holland Herring, milkers, 9-lb. pail, pail	0 95
Holland Herring, bixed 9-lb. pails, pail	0 85

TRAVELERS PROTESTING AGAINST PROPOSED TAX

(Continued from page 20)

gory of $45 expenses for a five day week away to $60 for this class for a seven day week, and varying in other classes due to expense of moving trunks, etc.


THE MEANEST MAN IN TOWN
SCUTARIAN SCOOT HOUND
JONES FAMILY GROCERY
CASH & CARRY GROCETERIA
THE UNMITIGATED INGRATE WHO RUNS UP A BIG ACCOUNT AT ONE GROCERY STORE AND THEN TRANSFERS HIS PATRONAGE TO THE CASH & CARRY NEXT DOOR.
Harry Mayer

In explaining the ruling, R. Breadner, commissioner of taxation, Ottawa, states "from such moneys received (by travelers) there is allowed deduction of all expenses except one dollar a day for each day's traveling. This amount represents personal and living expenses, which, although usually included in a traveler's expenses, are not directly attributed to his business. In making returns travelers should classify themselves according to the three classes shown and indicate the number of weeks they were out on business during the year and state how many of the weeks they were away seven days and how many five days."

Merchants are Dubious

In discussing this matter a number of merchants indicated that such "frills" were undesirable in taxation, particularly in view of the high costs of collecting present taxes and also in view of the fact that various tax collectors throughout the country are inclined to make their own rulings on such points, the object of which is obscure and which is so broad as to encourage abuse. It was the opinion that the revenue raised by many such tax regulations is small compared with the cost of checking and collection.

Quebec Merchants Ask for Protection

Quebec, April 24.—A representative delegation of the Retail Merchants' Association of Canada waited on the members of the Finance Committee of the Quebec City Council and urged the city to carry out certain reforms, which were deemed to be in the interests not only of the merchants but of the city itself.

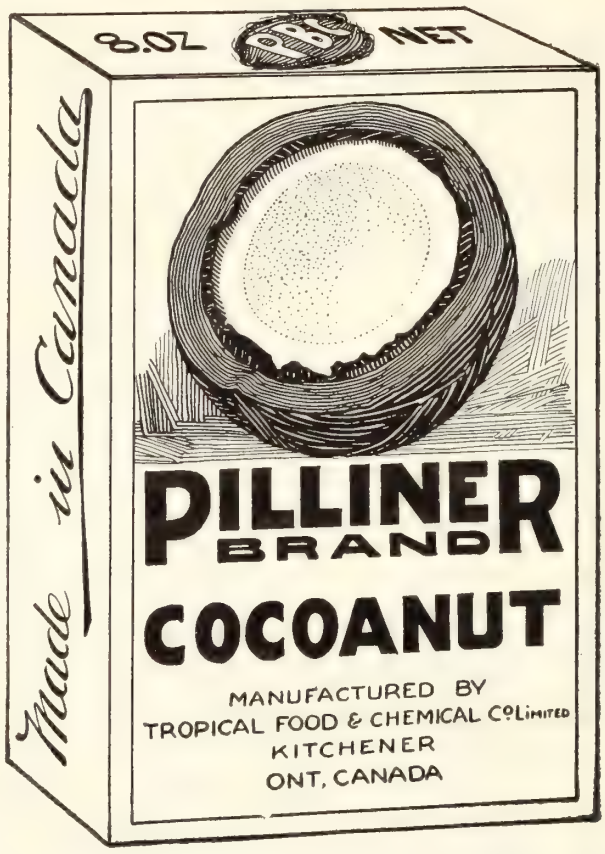
The delegation was headed by Jos. Savard, president of the association, and the other speakers included Cyrille Faguy and Joseph Cauchon.

The delegation complained that parties came to this city from time to time to liquidate bankrupt stocks and only remained for a short time paying a small tax to the city. It was suggested that in their case they be charged the same amount as is paid annually by the merchants here who are under big expense and have to compete with this illegal competition. They also complained of people who came to hotels and sold goods for a week or two and then left.

As regards the dealers who come to the city to do business on the markets or through the streets and only pay a license of $20 it was suggested that the license be increased to $60. The merchants said that they had no objection to the city charging these visiting dealers a license of $100. The Mayor said that one dealer told him he was ready to pay a license fee of $200.

The delegation also asked that the tax of $15 charged on motor delivery vehicles be removed as the government had increased the license fee. The committee promised to give due consideration to the requests of the delegation.

Sold by
the Package



Made
in Canada

Why Your Customers Will Appreciate Package Cocoanut

Your customers will appreciate Pilliner Brand Cocoanut in air-tight cartons. This package keeps in all the original flavor. Nothing is lost by evaporation.

Then, you can assure the housewife that no hands but hers have touched the cocoanut before she opens the package.

Pilliner Brand Cocoanut is the best cocoanut for you to handle. It does not evaporate and keeps clean. Every package guaranteed full weight.

Ask your jobber or write us.

Tropical Food & Chemical Co., Limited

476 King St. W. - Kitchener, Ont.

MESSRS. CRUIKSHANK & GUILD,
32 Front Street, Toronto,
Distributors for Eastern Canada.

MESSRS. MASON & HICKEY,
Winnipeg, Manitoba,
Distributors for Western Canada.

57

Profits from Ketchup

Heinz Tomato Ketchup can mean only one thing — fresh red ripe tomatoes blended with pure spices, granulated sugar and onions. Years of experience and the finest materials insure the same high quality in every bottle. Such a product backed by the volume of newspaper advertising which it is receiving will, with proper attention, yield for you the most gratifying returns. Display Heinz Ketchup and watch your sales increase.

H. J. Heinz Company

Montreal — Factory: Leamington — Toronto

A Word To The Wise---
Salad-Time

Is near at hand. The summer months bring a taste for fresh vegetables, salads and appetizing dressings. The wise grocer will stock his olive oil now. Only the best will bring the biggest returns and COSTA BRAND is the pride of Italy. Its quality and attractive packing will mean bigger sales in olive oil.

Costa Brand Extra Superfine Olive Oil

Awarded Gold Medal at St. Louis Fair

IMPORTERS

Amoroso & Malagodi Co., Limited

119 & 121 ST. HENRY ST., MONTREAL

THE following news despatch on Canadian salmon in the Old Country is of interest to every packer. Note the value placed on this retailer's recommendations in the last paragraph.

PRODUCING COSTS MUST BE REDUCED

Sale of B. C. Salmon in Britain and Europe Dependent on Prices

Col. F. H. Cunningham, formerly inspector of fisheries in British Columbia, who has been representing the canning interests of that Province in Europe during the past year, returned to Vancouver recently. He reported that the sale of B.C. salmon in Great Britain and Europe depended on keeping the price down, and putting up a good class of goods. He has advised the canners to get their cost of production down to a basis of competition with the product of Japan.

"The Englishman is not showing any sentiment now," said Mr. Cunningham. "He is working against strong odds, if he buys Canadian fish at a higher price than his competitor has to pay for Japanese fish. But with prices and quality equal there is no question in my mind that the goods of Canada would be given preference.

"All producing countries are to-day putting their goods on the English market, and establishing themselves by direct representation and advertising. Australia and South Africa are very keen in this direction, and if Canada desires to participate, greater efforts must be made."

Col. Cunningham paid particular attention to the education of retail vendors on the matter of color. He believes the retail grocers are now in a much better position to explain things to their customers. He has found always that a grocer's recommendation is a great factor towards the increased consumption of the lighter colored salmon. Col. Cunningham's publicity work was carried on by means of lectures, moving pictures, etc. Marketing prices and overhead costs must be reduced to the minimum to allow British Columbia to compete in the United Kingdom.

To Increase Sales

Carry the goods people see advertised and will ask for, even if you only buy a few and **re-order by Long Distance.**

The big city stores understand the value of displaying novelties to attract trade. Take a leaf out of their book. You "Use the Bell to Sell"—Use it to Buy, and re-order. It pays.

Every Bell Telephone is a Long Distance Station

THE BELL TELEPHONE COMPANY OF CANADA — LOCAL LONG DISTANCE TELEPHONE

When you Buy ALIMENTARY PASTE

Always Ask for

"Bertrand's" Macaroni
"Bertrand's" Vermicelli
"Bertrand's" Spaghetti
"Bertrand's" Alphabets
"Bertrand's" Coquilles
etc., etc.,

and your Customers will get Satisfaction

Put up in sealed pound packets

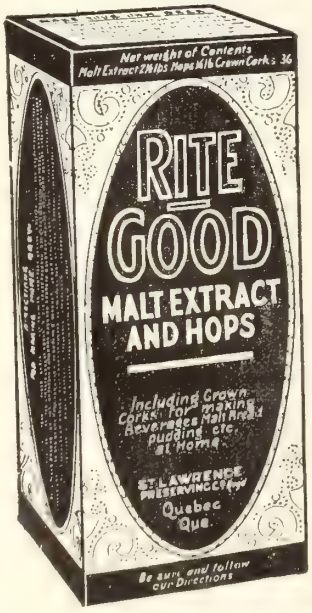
Four Factories
Lyon, Grigny, Le Havre & Chalon
FRANCE

Sole Agents for Canada and the United States

Henri Jonas & Co.
173-177 St. Paul St. W., Montreal

Established 1870

A REAL DRINK
FOR WARM WEATHER


Net weight of Contents
Malt Extract 2½ lbs Hops ½ lb Crown Corks 36
RITE GOOD
MALT EXTRACT AND HOPS
Including Crown Corks for making Beverages Malt and Pudding etc. at Home
ST. LAWRENCE PRESERVING Co Ltd
Quebec Que.
Be sure and follow our Directions

When the weather gets warm, people get thirsty. They can't help it—and that's the time they want a drink that is at once wholesome and satisfying. So you should

SELL
RITE-GOOD Malt Extract and Hops

$1.00 Package	$1.75 Package
makes 2½ Gallons	makes 5 Gallons

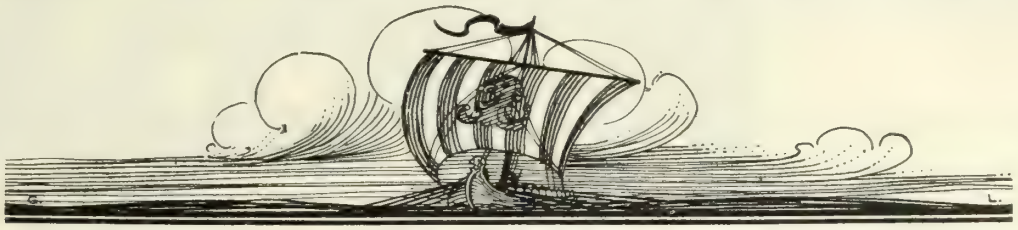
The reasons are simple—it's easy to make: it's good—it's economical and everybody likes it. So join the ranks of the live dealers who are building up a steady business with RITE-GOOD.

St. Lawrence Preserving Co. Regd., Quebec, P.Q.

AGENTS

HALIFAX—John Tobin & Co. OTTAWA—D. Stewart Robertson & Sons.
ST. JOHN—The Brayley Drug Co., Limited. COBALT—E. B. Nettelfield & Co.
KINGSTON-BROCKVILLE—
SHERBROOKE—The C. O. Genest & Sons. Co., Limited.

TELL YOUR CUSTOMERS



Sardines

Borgen's Special

THE very finest Norwegian Sardines, carefully packed in pure olive oil. A sardine that merits your recommendation. Feature it. *Your Wholesaler can give you immediate delivery.*

HARRISONS AND CROSFIELD, LTD.

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IMPORT DEPT.

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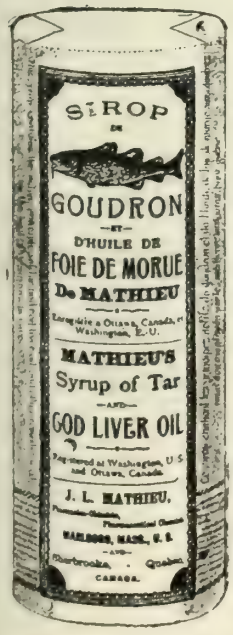
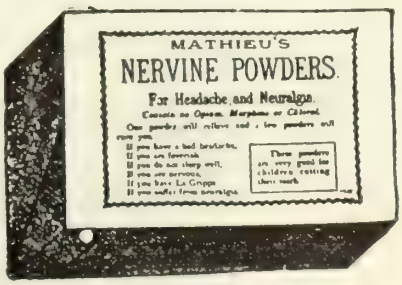


There's A Good Profit In Handling "Mathieu's" Remedies

Mathieu's Syrup of Tar and Cod Liver Extract has the medicinal effectiveness sufficient to keep it in constant demand throughout the year. It is excellent for the treatment of those suffering from Influenza, La Grippe, etc.—also it has a real good tonic effect on the system.

Mathieu's Nervine Powders will be found a good line to handle as there is usually a steady "call" for a dependable medicine assisting in relieving those suffering from Nervousness, Headaches, Fevers, Sleeplessness, etc., and here is something that will be found equal to the task.

An order to-day will ensure an Early Shipment.



J. L. MATHIEU COMPANY

PROPRIETORS

SHERBROOKE, QUE.

NUCOA

"A Wholesome Delicious Spread for Bread"

NUCOA
NUT MARGARINE
OLEOMARGARINE
WE BRAND THIS PRODUCT OLEOMARGARINE TO COMPLY WITH THE LAW BUT IT IS ABSOLUTELY FREE FROM ANIMAL FATS

Dealers All Like It—

Dealers like Nucoa; not only because it sells readily, but also for use on their own tables. Dealers who use Nucoa in their own households and thus prove its wholesomeness, its excellent flavor, its good keeping qualities can sell it better. A Nucoa dealer is a permanent customer.

Nucoa is made from pasteurized milk and sweet nut oils. It is absolutely free from animal fats. Customers will come to your store from a dozen blocks around to get this wholesome spread for bread.

Everybody likes Nucoa. Its high quality appeals to the limousine trade as well as those who use Nucoa for economy's sake. Nucoa sells at a moderate price, but its price allows a satisfactory profit margin for dealers.

Order from your jobber

THE NUCOA COMPANY
NUCOA BUILDING
Fourth Ave. at 23rd St. NEW YORK CITY

Practical Information

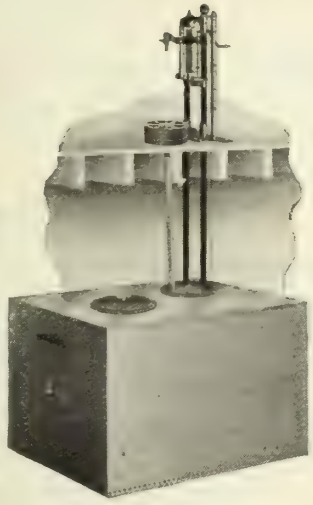
The Proprietary Article Price Issue of February 10 has met with a great deal of approval all over Canada. The attached unsolicited letter indicates what the retailers in one district think of it:

The Canadian Grocer,
Toronto,
Ontario,
Dear Sirs:—

The writer has been in touch with some of our customers the last few days who are prominent in the grocery business at different points, and we think it only right to tell you how much the proprietary price list in the issue of February 10th is appreciated by them. I heard different remarks that made me feel that the retail grocers viewed it as a special and live protection to their interests.

Sarnia Ont. T. KENNY & CO. Ltd.

Canadian Grocer plans to issue similar numbers later on so that the retail trade may have up-to-date market information regularly throughout the year.



Write for
Illustrated Booklet
C-11

Protect Your Merchandise Against Pilfering

You will admit that it is not good business to leave your store unprotected while you go into the back room or the basement for a gallon of kerosene.

But hundreds of merchants do this every day.

A Bowser Tank is made to be installed in your sales room. It serves kerosene quickly, accurately and without contamination of other merchandise. It practically places the handling of kerosene on a package-goods basis.

This system will protect your profits.

Bowser Equipment is MADE IN CANADA by
S. F. BOWSER CO., Ltd., 66-68 Fraser Ave., Toronto

BOWSER
ESTABLISHED 1885
PISTON-TYPE MEASURING PUMPS

Did You Notice Our Advertisement In Last Week's Issue of Canadian Grocer?

A big mistake was made which we wish to correct

Advertisement should have read—

25 Quart Bottles of Home Brew

made from every tin of

Maple Leaf Pharmaceutical Extract of Malt

The best quality, without equal on the Canadian Market
Selling in all parts of Canada

Packed in 2½lb. tins 2 dozen to the case
complete with best B. C. Hops

Maple Leaf Malt Extract Company

61 Canning Street - - Montreal

Strawberries Pineapples

Now arriving freely

Cucumbers, Cabbage, Tomatoes
Celery, Oranges and Grape Fruit

Large assortment of above lines

Fresh Fancy Goods
"With Service that Satisfies"

White & Co. Limited
Wholesale Fruits & Vegetables
TORONTO

Manitoba Whitefish

British Columbia Cohoe

Qualla, Halibut. Pickled Trout and White Fish

LEMON BROS.
OWEN SOUND ONT.

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BUYERS' MARKET GUIDE
Latest Editorial Market News

TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

THE MAN is known by the company he keeps.
THE WORKMAN by the tools he uses.
THE GROCER by the goods he keeps for sale.
Therefore, MR. GROCER, stock and offer for sale only
QUALITY BROOMS
Our DUCHESS and PERFECT BROOMS are the best for any purpose a broom is used.
JOHN ADAM & SON,
COLLINGWOOD, ONT.

J. & J. Taylor's Safes for Sale
One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.
One J. & J. Taylor Safe, 18 inches deep, two feet 9 inches wide, four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 108, Canadian Grocer.
153 University Ave., Toronto

Say You Saw It In Canadian Grocer, It Will Help To Identify You

ORIENTAL RICES ARE HIGHER

An advice from a New York broker on the rice situation says: "Oriental cables show a higher market everywhere and reports an increased demand. London and Hamburg are likewise strong, with stocks limited, European Garden being completely exhausted. Domestic markets in the South are quieter, but with prices somewhat fluctuating according to demand. The reports of the supply this season are very bullish, there being as of April 1 about 1,750,000 bags of rough and clean in first hands. The March distribution was 1,198,126 bags. California is not included in these figures, but a rough estimate shows less than 1,000,000 bags in that State. California reports a quiet but strong market."

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

Say you saw it in
CANADIAN GROCER
it will help to identify you

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank Street

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

BARRELS
For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

FOR SALE—A SET OF ONKEN YOUNITS, fumed oak window fixtures, suitable for grocery store; only been used a few times! Can make about 500 different window trims; will sell cheap. The Star Grocery, Huntsville, Ontario.

DAYTON CONFECTIONERY SCALE; 2-lb. Gold Finish; like new, $35. Oliver W. Extence, 103 Westmount Ave., Toronto.

FOR SALE:—
1 Oak Walker Bin, 16 feet counter.
1 Oak Walker Bin, 20 feet wall fixture.
1 Dayton Grocery Scale.
1 Cheese Cutter.
1 Meat Slicer.
1 Platform Scale.
1 Chevrolet ½ ton truck.
1 Electric Coffee Mill.
1 Barr Register.
1 Banner Oil Pump with tank.
Box 200 Canadian Grocer
153 University Ave., Toronto.

SITUATIONS WANTED

WANTED—TRAVELLER COVERING MARITIME Provinces can handle several "live" grocery and confectionery lines on commission. Write Box 190, Canadian Grocer.

POSITIONS VACANT

ENERGETIC AND ENTHUSIASTIC SALESman required for old established house handling the highest grade imported grocery specialties. Applicants must therefore be high grade men with proven sales records and enjoying the respect of the trade. Reply fully stating previous experience, remuneration expected, etc., to Box 198 Canadian Grocer, 153 University Avenue, Toronto, Ont.

WANTED

WANTED BY YOUNG MARRIED MAN POSition as manager or one with advancement in General or Grocery Store. Good show card writer, can speak several languages. Reason for change, am selling my own business, and will be available by May 15th. Apply Box 1, Compeer, Alta.

Being Frank About Peanut Butter Promotes Business

Good Sellers make business easy

BAKER'S
Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.

Registered Trade Mark

Made in Canada by
Walter Baker & Co. Limited
Dorchester, Mass. Montreal, Can.
Established 1780

When Writing to Advertisers Kindly Mention This Paper

How To Subscribe

Those desiring to subscribe to this paper may use form below. Mail to nearest office. The offices are: 314 Carter Cotton Bldg., Vancouver; 901 Confederation Life Bldg., Winnipeg; 153 University Ave., Toronto; and Southam Bldg., 128 Bleury St., Montreal.

CANADIAN GROCER,
MacLean Publishing Co.

Please enter my name as a subscriber to Canadian Grocer. Enclosed is Cheque / Money Order for $4 (four dollars) for 52 copies, one each week.

Name.....
(Write plainly)

Address.....
(Write plainly)

Other subscription rates are: Great Britain, South Africa and West Indies, 16s a year; United States, $4.50 a year; other countries $6 a year; single copies, 25c., in advance.

Why Not Buy GOODWILL Ready-made?

Goodwill is the commercial value of a reputation. It consists of the times an article makes good with the user. So **time** is a big factor in Goodwill. Some grocers are wasting Time—their most valuable article in stock—in the vain attempt to build prestige for products that will not back them up.

Others are building solid by adding the **Five Roses** goodwill to their own. Think of the selling value back of a flour which has been consistently making good since 1887!

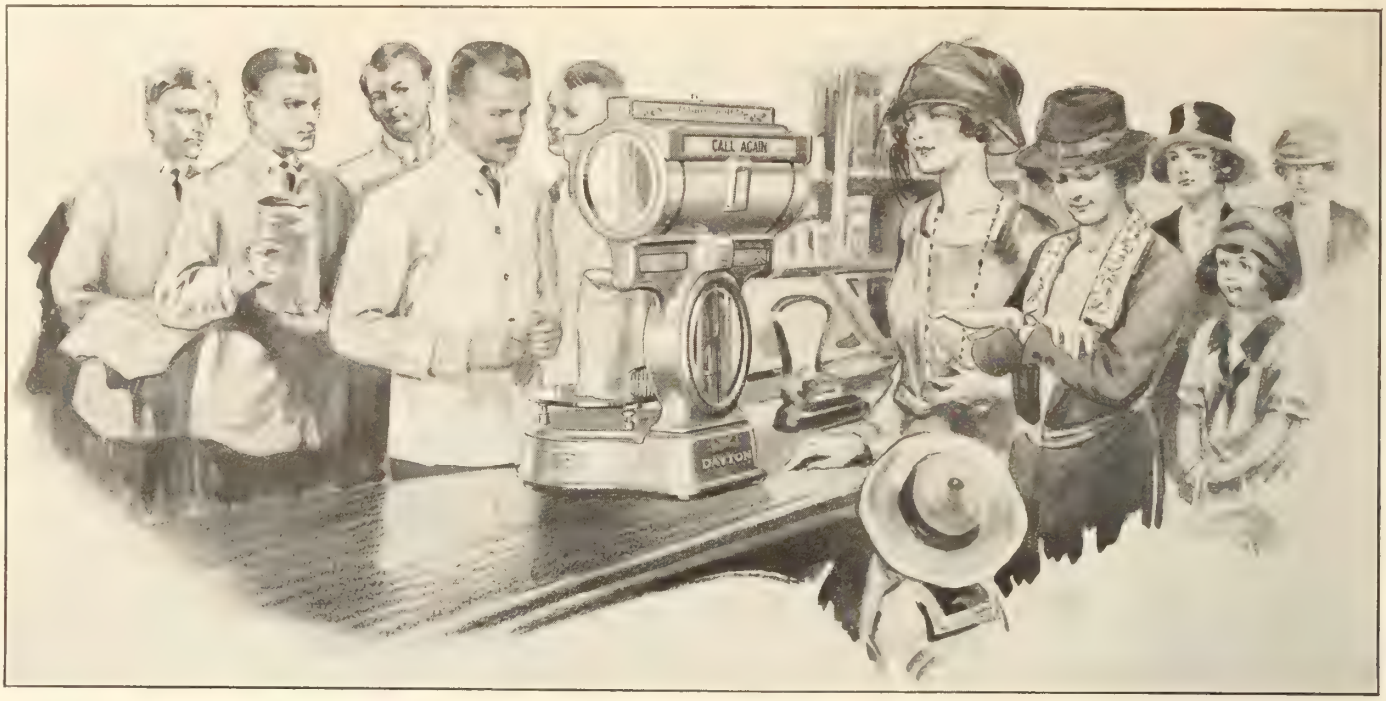
Look for the products with established reputations. These have time on their side. Harness their combined goodwill to your store. That's **real** salesmanship.

LAKE OF THE WOODS MILLING COMPANY, LIMITED
"The House of Character"
Offices in 16 Canadian Cities

Head Office
Montreal

Western Office
Winnipeg

FIVE ROSES FLOUR



Splendid Service for One Customer

—while the others wait and grow irritated

YOUR business cannot prosper on the prompt, courteous service your head clerk gives to Mrs. A——, from "The Boulevard," while Mrs. B———, Miss C——, and little Tommy E——have to wait—or maybe feel slighted and next time go somewhere else.

You must equip your clerks so that no customer will feel hurt—because dissatisfied customers mean loss of business.

THAT EXTRA DAYTON SCALE

will put your business in a healthy condition. You bought your first Dayton to hold some of your business. Why not hold ALL of your customers? Buy another, or two more Daytons, if they are needed.

Dayton Automatic Scales quickly pay for themselves. You never miss the money they cost, for the reason that they don't COST anything. Drop us a postcard to-day and we will send you a folder showing our Scales, prices, and easy payment terms. Write now.

INTERNATIONAL BUSINESS MACHINES CO., LTD.

FRANK E. MUTTON—Vice-President and General Manager.
HEAD OFFICE AND FACTORY—300 Campbell Ave., Toronto.

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. Johns, Nfld., St. John, N.B.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

Did You Read About the Big Dayton $1,000 Prize Contest?

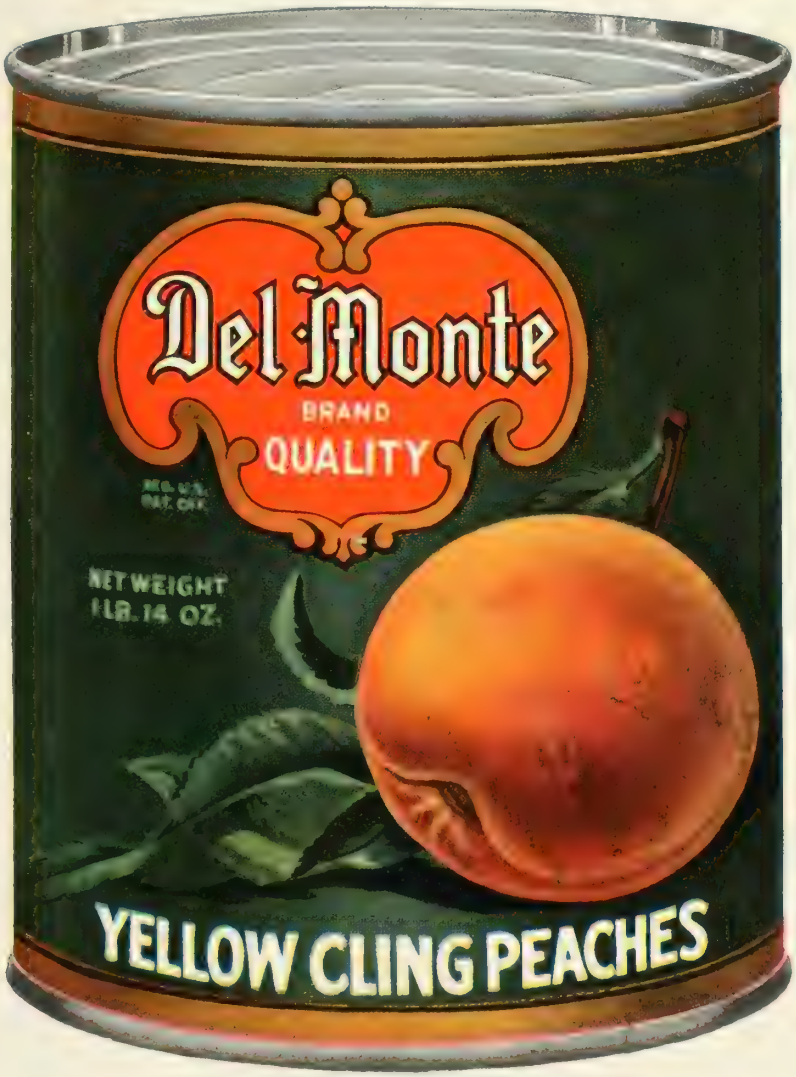
You should enter for one of the 41 cash prizes. Drop us a postcard to-day for descriptive circular.

36th ANNUAL SPRING AND SUMMER NUMBER

CANADIAN GROCER

The Largest Circulation of any Trade Paper in Canada
Members of The Associated Business Papers—Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

OL. XXXVI. PUBLICATION OFFICE: TORONTO, ONT., MAY 5, 1922 No. 18



The red and green DEL MONTE label—your customers' assurance of highest quality and finest flavor.

—and a guarantee to you of quicker turnovers and faster profits—on more than a hundred varieties of delicious canned fruits, vegetables and food specialties.

To learn the extent of this quick-selling line, write for a copy of "DEL MONTE DEALERS' REFERENCE BOOK." Sent free on request.

CALIFORNIA PACKING CORPORATION
San Francisco, California, U.S.A.

irculation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent on request

Safe!

Safe because they are non-poisonous; do not glow when blown out; no flying heads.

Safe because they sell fast—your customers accept EDDY'S without question—They have always given satisfaction.

Safe because the profit is good—There is a bigger percentage of profit for the dealer than with other brands.

Insist on EDDY'S when ordering from your jobber.

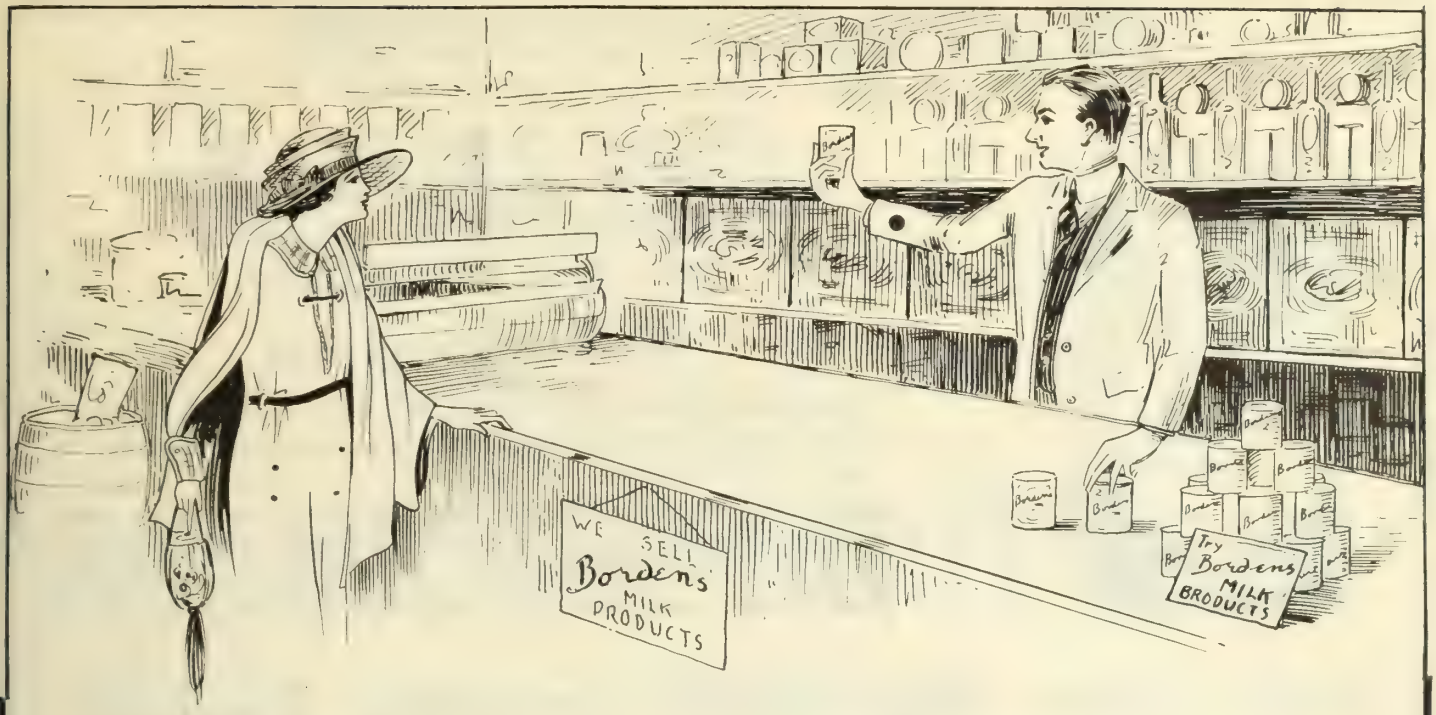
AGENTS:

Schofield Paper Co., Limited, St. John, N.B.
Jos. Emond, 2 & 4 St. Joseph, St., Quebec
J. Lumley, Ottawa.
J. E. McEathron, Brockville.
T. H. Stewart, Kingston.
Alfred Powis & Son, Hamilton.
Tees & Persse, Limited—Port Arthur, Fort William, Winnipeg, Regina, Moose Jaw, Saskatoon
Tees & Persse, of Alberta, Limited Calgary and Edmonton.
Mitchell Bros., Victoria and Vancouver.

EDDY'S MATCHES

THE E. B. EDDY CO., LIMITED, HULL, CANADA.

Branches at: MONTREAL, TORONTO, HALIFAX, LONDON, Ont.



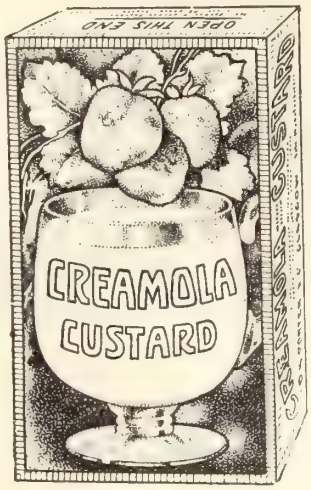
Yes—*Borden's* is the Best

You can't recommend better milk products than Borden's and the majority of housewives from coast to coast know it. For over half a century **Borden's** have held unquestioned leadership both in sales and quality and a continuous national advertising campaign is constantly reminding your customers of their great economy, deliciousness and purity. Keep these Borden pioneers of purity well displayed on your counters and in your windows during spring and summer months. Warm weather always adds an impetus to their already fast sales.

Borden's Lines

"Eagle Brand" Condensed Milk
"St. Charles" Evaporated Milk
Malted Milk—Square Packages
"Reindeer" Condensed Coffee
"Reindeer" Condensed Cocoa
"Reindeer" Condensed Milk

The Borden Co. Limited
The Leaders Since 1857
Montreal and Vancouver



CREAMOLA

"THE QUEEN OF CUSTARDS"

A Suggestion

Creamola can be used during the summer months with fresh fruits such as strawberries, raspberries, peaches, etc., in combination with any of which it makes a most delicious summer dessert. By displaying a couple of dozen Creamola Custard packets with the fruit, you will be able to make two profits from the one sale, the half-pound packet making twelve pints of pouring custard.

Two Other High Class Creamola Products

Creamola Blancmange

Obtainable in six delicious flavors. Served by itself or with fruit, **Creamola** Brand Blancmange makes one of the finest desserts. As wholesome as its taste is good.

Creamola Jelly Powder

Another favorite summer dessert, unsurpassed for purity and delicacy of flavor. Obtainable in 11 different flavors.

CREAMOLA

BRAND BLANCMANGE

CREAMOLA

BRAND CRYSTAL JELLY

Creamola Food Products Ltd.

Glasgow Scotland

Canadian Representative:- DONALD F. PORTER

170 Portland Street *Phone Adel. 7704* TORONTO

Watch Them Come Back For More

The Dealers who are introducing Rochester Root Beer at their Fountains and Stores are not only pleasing their old, but enticing new customers. This delicious beverage is being attractively advertised actually on the fountain by the accompanying handsome Keg Dispensers and Electric Lamps, which are without doubt the finest Salesmen ever placed on a Soda Fountain.

ROCHESTER ROOT BEER

Free !

One Rochester Root Beer Dispenser loaned with an order of 32 gallons of syrup.

One Rochester Root Beer Electric Flasher Lamp loaned with an order of 16 gallons of syrup.

One Rochester Root Beer Electric Stein Lamp loaned with an order of 8 gallons of syrup.

The Season's Profit Maker

See our circular of special Root Beer offers and figure for yourself the extraordinary profits you make with this fast-selling and delightful drink.

No more small glasses of flat-looking stuff at 5 cents a glass. Serve Rochester Root Beer—cold and foaming, in a large stein at 5 cents and watch them come back for more.

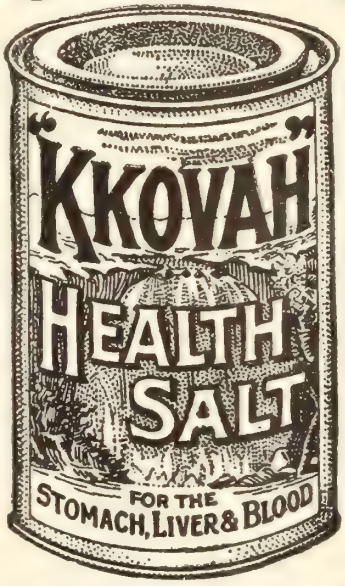
Made in Canada by

J. HUNGERFORD-SMITH CO. LTD.

19 ALICE STREET - TORONTO

The Worlds Best Saline

"KKOVAH"



KKOVAH is firmly established with the Canadian Public. You will hardly find a home that is without it. "KKOVAH" and "Good Health" have come to be regarded as synonymous terms.

You can sell "KKOVAH" with confidence, because there is not only no better Health Salt made, but its Good Quality never varies —hence it always has a steady and continuous sale.

HEALTH SALT

Canada's National Family Medicine

Manufactured by SUTCLIFFE & BINGHAM LTD.
TORONTO, Ont. MANCHESTER, Eng.

Distributed in Canada by
LANGLEY, HARRIS & COMPANY, LIMITED
Winnipeg TORONTO Montreal

WAYAGAMACK PURE KRAFT

Is Unrivalled

as a wrapping paper for groceries, fruits, vegetables, meats and provisions of every description.

Owing to its great strength the merchant can use a much lighter weight sheet than is necessary with inferior grades of wrapping paper and in consequence a great saving in cost is effected.

Bags made from this paper protect their contents as no other bag can do.

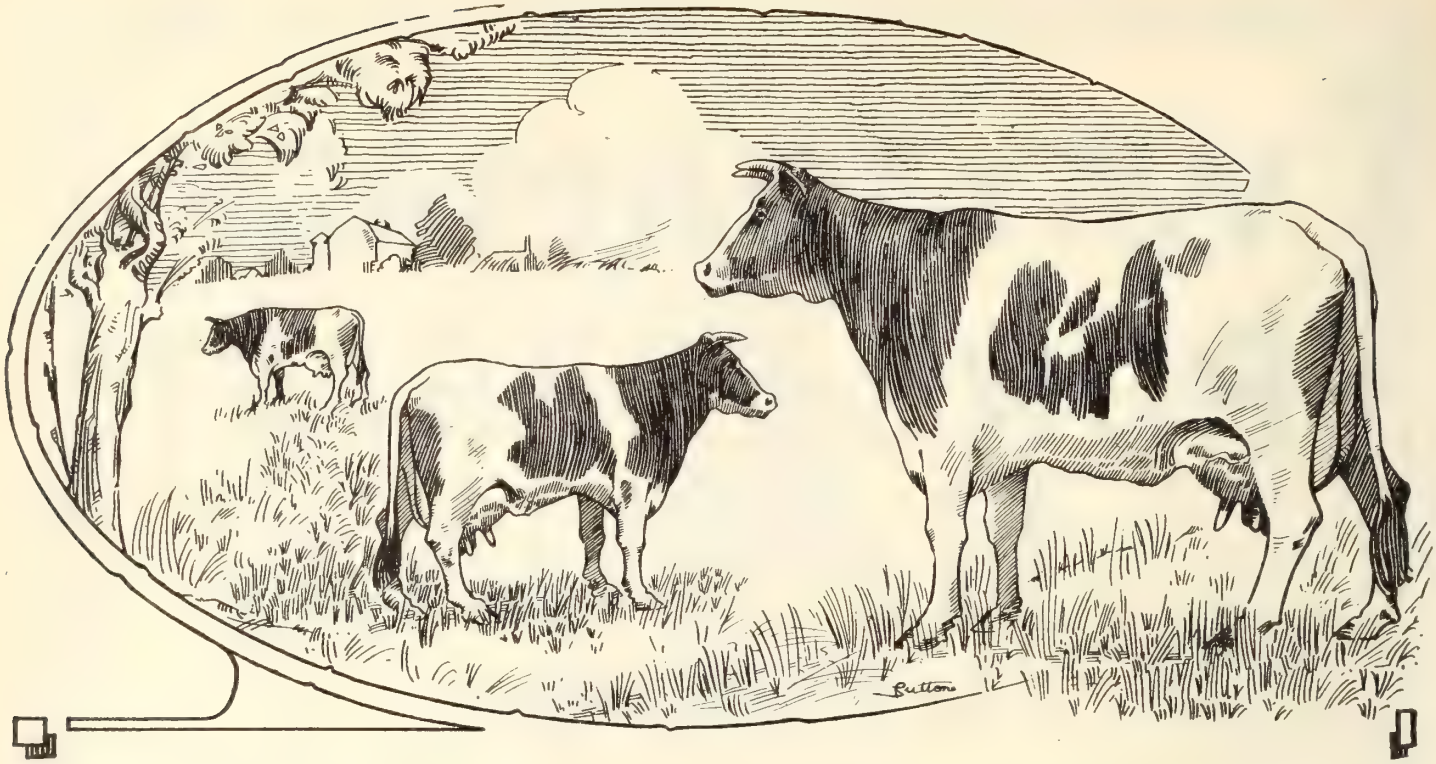
Wayagamack Pure Kraft

means

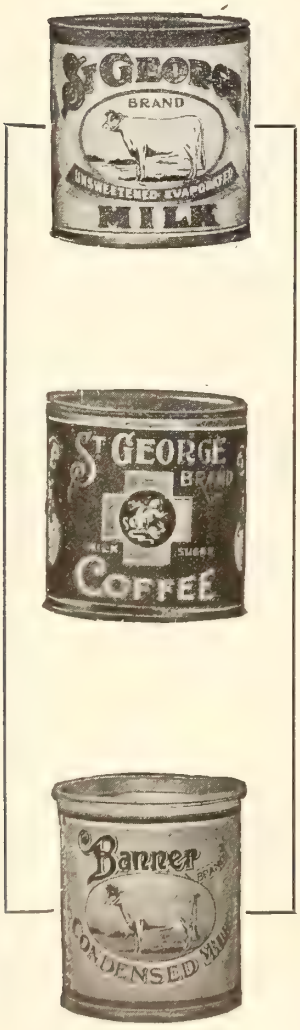
Strength and Security

Ask your wholesaler to prove this by a practical demonstration.

It is stocked in standard sizes by all the principal paper wholesalers from coast to coast and can be obtained in glazed or unglazed finish and in plain, finestripe and broadstripe patterns.



It Pays to Feature these Unsurpassed Milk Products in your Summer displays



MALCOLM

"all-Canadian"

MILK PRODUCTS

The great convenience, economy and deliciousness of these three popular **Malcolm** products makes them exceptionally profitable summer sellers. For the picknicker, the camper, the summer resorter and for general household use **there are none better in the world.** Every can is hygienically processed from the rich pure creamy milk of government inspected cows in one of the finest dairying districts in Canada and they're guaranteed to be always fresh, rich, absolutely pure and sanitarily clean. Keep them well displayed this summer.

If you've never before sold MALCOLM rapid-selling lines it will pay you to try a sample order. Remember we pay freight on 5-case lots or over up to 50 cents per 100 lbs.

The Malcolm Condensing Co., Ltd.
St. George, Ontario

PROFIT

IS THE AIM OF ALL BUSINESS, BUT ONLY WISE BUYING AND SELLING CAN ASSURE IT.

Buy "SALADA"—

BECAUSE according to statistics every fourth pound of tea sold in Canada is **"SALADA,"** which shows the colossal demand.

BECAUSE every pound bought from us is guaranteed to be pure, fresh and to sell, or we will refund the full purchase price and pay the return freight.

Sell "SALADA"—

BECAUSE it is the finest Tea value on the market and more people drink **"SALADA"** than any other tea sold in North America.

BECAUSE the quick turnover, supplied by the tremendous demand, yields by far the largest profit.

BECAUSE a satisfied tea customer is a good customer, and for thirty-one years **"SALADA"** has satisfied the most exacting tastes.

Push "SALADA"—

BECAUSE it will "pay" in increased profits, and satisfied customers.

"Back of the Guarantee is the Perfect Product."

A WHIRLWIND SELLER FOR YOUR CONFECTIONERY DEPARTMENT

BODLEY'S

Chocolate Surprise

5¢

Retail grocers all over the country are finding out how easy it is to sell 5-cent confections. A display beside the cash register or where the kiddies can see it—and you quickly turn your stock into money. Be sure to include **Bodley's Chocolate Surprise** in all your confection displays.

Bodley's Chocolate Surprise is a real delight to the youngsters. Is a particularly fast seller during the summer months. Ask us to include a gross in your next order.

C. J. BODLEY' LIMITED

TORONTO

Sun-Maid Outsells

all other branded raisins

More raisins are sold in packages labeled "Sun-Maid" than any other packaged raisins in the world.

That is due to quality, widely advertised.

Women by the millions have come to know these raisins as the best they've ever used.

Merchants by the hundred thousand sell more raisins because of Sun-Maid quality than they ever sold before.

And now the packers, the Sun-Maid Raisin Growers of Canada, Limited, are rendering a service to retail and wholesale merchants in the Dominion that makes this brand as satisfactory to handle as it is to sell.

Raisin sales and raisin profits will increase with Sun-Maids.

Try this world-famous brand and see.

Sun-Maid Raisins

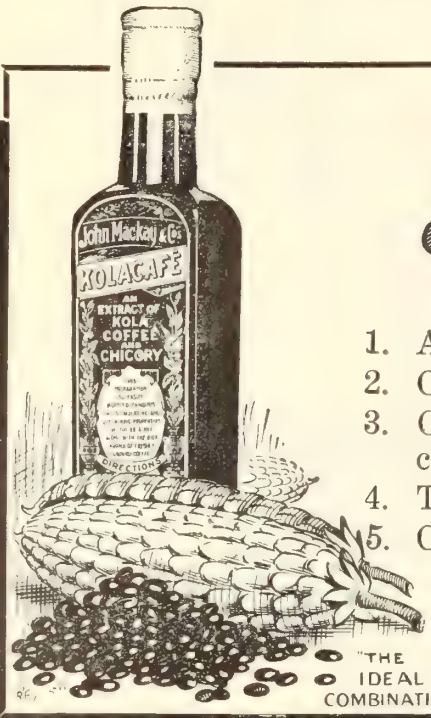
Seeded **Seedless** **Clusters**

Made from finest California table grapes

Sun-Maid Raisin Growers of Canada, Limited

400 McKinnon Bldg., Toronto, Ont.
137 McGill Street, Montreal, Que.
409 Standard Bank Bldg., Vancouver, B.C.
702 Confederation Life Bldg., Winnipeg, Man.
25 Tramway Bldg., Halifax, N.S.

FOUR OF THE WORLD'S



Kolacafé REG'D

The World's Best Coffee Essence

1. A dandy summer line.
2. Clean stock and a fine profit.
3. Once buyers taste it they will become regular consumers.
4. The Coffee with a mellow, satisfying flavour.
5. Cost you $2.90 per doz., sells for $3.60, that is 30c a bottle.

JOHN McKAY & CO., LTD.
EDINBURGH, SCOTLAND

Peck's "ANCHOVETTE"

Makes tempting, wholesome sandwiches

The picnic season will soon be here again and your customers will be looking for food-stuffs that are tempting, wholesome and easily prepared for their picnic hampers. With a good stock of **Peck's Anchovette Fish Paste,** Peck's Tongues in Glass, Pressed Beef, Soft Herring Roes, and Camp Pie you can cater to their every requirement in a most satisfactory and highly profitable manner. Try a sample order.

HARRY PECK & CO., LTD.
SNOWHILL, LONDON, ENG.

GEO. G. YORKE, Selling

FINEST PRODUCTS

THE CELEBRATED YORKSHIRE RELISH

British as the Union Jack

Ask any Old Country man or woman if they know anything about YORKSHIRE RELISH, you will see a smile of delighted anticipation steal across their features, and they will tell you "it's as well known as Yorkshire Pudding."
Offer them a bottle and they will buy, because the flavour appeals to them as no other sauce ever did, or ever will.

GOODALL, BACKHOUSE & CO., Leeds, England

Granulated Maple Sugar
AT LAST!

After three years of experimenting we have succeeded in granulating PURE maple sugar so that it will not cake or lose its flavor.

ROCK MAPLE BRAND GRANULATED MAPLE SUGAR

The process is an achievement in the history of marketing maple sugar. It is prepared for use on cereals and in icings for cakes. It is also in a ready condition for boiling into maple syrup.
We are now packing it in attractive one, two and ten pound tins. It will soon be in use in every Canadian home. Place your order at once with your wholesaler and benefit by the introductory advertising.

Agent for Centre Ontario:
G. G. YORKE
Corner Queen & Portland Streets
Toronto

FINE CUT
MAPLE SUGAR
IS GUARANTEED ABSOLUTELY PURE
ABSOLUTELY PURE
MAPLE SUGAR
FINE CUT
Is made from choice selections of high Grade maple sugar, supplied by our own Producers. The orchards are located on high rocky soil, where the flavor is always the best
UNITED MAPLE PRODUCTS LTD
GRANBY, QUE.

UNITED MAPLE PRODUCTS LIMITED
Granby, Quebec, Canada
Producers, Packers and Exporters of Pure Maple Products

Agent for Ontario, TORONTO

CALEY'S

The Firm whose aim is to make their Goods as "Novel" as possible

BEGIN NOW TO BOOK YOUR ORDERS
FOR THE CHRISTMAS TRADE IN
CHRISTMAS CRACKERS and SANTA CLAUS STOCKINGS

Crackers contain new designs in Paper Caps, amusing indoor Games, Puzzle, Trick or Love Motto, causing endless amusement. Pleases old and young.

TRADE MARK

Stockings are exceptionally large and well filled with Toys, Musical Instruments, Jewels, Games, Picture Books and Crackers. The delight of all kiddies.

Our 1922 Samples are ready and in the hands of our Canadian Agents who will be pleased to give you the fullest information.

Send Today *Don't Delay*

Eastern Provinces:—Messrs. HARGRAFT & SON, LTD., 39-47 Scott St., TORONTO.
Prairie Provinces:—Messrs. WATSON & TRUESDALE, 156 Lombard St., WINNIPEG.
British Columbia:—Messrs. SHALLCROSS, MACAULEY & CO., LTD., 113 Yorkshire Bldg., VANCOUVER.

A. J. Caley & Son, Ltd. Norwich, England London Show Rooms: 3-5 Rood Lane, London, Eng.

The Leading Line in Patents.

Beecham's Pills

Largest Sale of any Proprietary Medicine in the World.

The safest and best family medicine for Constipation, Sick Headache, Biliousness, etc.

Sell a customer Beecham's Pills once, and you make that customer a steady one—steady sales mean a continual profit for you.

In boxes, 25c. and 50c.

Prepared by the Proprietor, THOMAS BEECHAM, St. Helens, England.

HAROLD F. RITCHIE & CO., LTD., Sole Agents, TORONTO, ONT. CANADA.

A Product Endorsed by Professional Opinion For Over 50 Years

is one that you can recommend, not only with confidence, but salesmaking satisfaction to your trade. Your recommendation of

ENO's FRUIT SALT

as a daily aperient which can be used with benefit to young and old alike will result in health for your customers and added sales and increased profits for you.

A teaspoonful in a glass of cold water makes a bubbling, fizzing, stimulating early morning drink that "puts one on his toes" for the day.

Prepared only by

J. C. ENO, Limited, "Fruit Salt" Works, London, England

Agents For North America

HAROLD F. RITCHIE & CO. Limited

10 McCAUL STREET, TORONTO

Note:

A series of unique and attractive show cards will be gladly supplied to dealers or others interested on application to the Canadian Selling Agents, Harold F. Ritchie & Co., Ltd.

CANNON'S NEW GELATINE PLANT PRODUCING!

Interesting news for users of high grade gelatines.

Consider their many years of experience.

The fact they could command the best in the way of construction and equipment.

Their enormous turnover, made possible by world-wide distribution through their own subsidiary companies.

These facts make possible our claim of giving better service, quality and value than others.

The World's Premier Gelatines

Made in Lincoln, England

Distributed by

THE CANNON CANADIAN CO., LIMITED

361 Sorauren Ave.
TORONTO

81 Grey Nun St.
MONTREAL

In the United States

B. Cannon & Co., Inc.
Brooklyn, N.Y.

If Certain Dealers Could See Our Files--

They would not hesitate a moment to get in their initial order for SUNSET SOAP DYES. From every Province in the Dominion inquiries are coming in from womenfolk who want a Real Dye that dyes *all* fabrics permanently. "Where can we get SUNSET?" they ask. They are tired of the old methods. They want to dye the SUNSET way. We want to be in a position to supply them *all* through their local dealers, but it takes time.

Our National Advertising produces many inquiries. Personal recommendation produces many more. The merit of SUNSET, when once tried, produces the most. Thousands of Dealers are selling SUNSET successfully—it's a big "repeater."

You can help *your* customers to get what they want more quickly and more satisfactorily. Just drop us a line and we will tell you "All about SUNSET!"—and mention your jobber's name.

The price of SUNSET to the Public has been and will continue to be 15c a cake. A clean-cut, square deal gives the Dealer a good profit and the Consumer the utmost value.

SUNSET SOAP DYES

ONE Real Dye For ALL Fabrics

Sales Representatives
HAROLD F. RITCHIE & CO., Limited
10 McCaul Street, Toronto, Canada
NORTH AMERICAN DYE CORPORATION LTD.
Manufacturers
TORONTO, CANADA

How He Got His Man

A merchant in Montreal wanted a man to manage his store. He advertised in the daily papers and secured many replies. He also used an announcement in the Want Ad. page of CANADIAN GROCER and several replies were received. He chose his man from the latter. In fact, the only men who at all suited his purpose, were those who applied through this paper.

CANADIAN GROCER reaches business men in the trade. There are good men scattered all over Canada who read the CANADIAN GROCER and who are interested in such a proposition.

To get the man you want; to secure a position; a partner, to sell some used equipment; to buy second-hand equipment, use the Want Ad page of CANADIAN GROCER. It gets results.

No wonder she smiles

The remarkable performance in the wash tub of these three popular cleansers never fails to win a smile of approval from busy housewives.

Wonderful Soap, Royal City Bar and *Wonderful Soap Chips* quickly whip up into a rich creamy lather that speedily cleans the clothes with scarcely any rubbing and they leave them soft and snowy white. Because they are *absolutely* pure soaps they will not injure the most delicate fabrics or filmiest laces. Their use makes bleaching unnecessary.

Housecleaning time is with us again and that means a bigger than ever demand for good soaps. Put an attractive display of these three old established sellers in your spring Housecleaning windows and on your counters. You'll find a satisfied customer and steady repeat orders in the wake of every first trial order.

WONDERFUL SOAP CHIPS

ROYAL CITY BAR

Guelph Soap Company

Guelph, Ontario

"We'll say so!"

"A great book!" says one grocer. "Put a copy in each grocer's hands and have a law passed compelling him to read it and be guided by it."

"Am satisfied it is the only way to figure profits and margins," says another.

"I use the price-tables for more than half my groceries and could not get along without it. It's a great time-saver."

"Paul Findlay sure hits the nail square on the head. He has made me open my eyes on speculating."

"'Profits in Prunes' is wonderfully gotten up. It works out the problems so many of us retail grocers sleep on."

"It confirms exactly what I have learned during the last 15 years in the chain store business."

PAUL FINDLAY—the best known authority on retail food merchandising in America—wrote "Profits in Prunes." That is one reason grocers the nation over have been so glad to read it and profit by it. But here's the really-real reason:

In writing this book Paul Findlay was not interested in your success merely as a retailer of prunes; he was interested in your *success as a retailer*. That's why "Profits in Prunes" does not limit itself to prunes. Its principles and price-tables apply to *anything* in your store—any article that costs you 7¢ to 18¢.

We want every live grocer in America to have this new profit-book. It tells how to figure margins correctly; why margins must be figured on the selling price and not the cost; how to apply the simple rules and price-tables to your *entire* business. It will open your eyes not only to new profits in prunes but new profits in everything else. And it's free—send for your copy today. California Prune and Apricot Growers Inc., 599 Market Street, San Jose, California • 11,000 grower-members.

Sainsbury Bros., Canadian Representatives

SUNSWEET

California's Nature-Flavored Prunes

JUNKET TABLETS

Junket
MADE *with* MILK

It's up to you Mr. Grocer to make the boys and girls happy.

Recommend this delicious dessert to their parents—you will be rewarded by their trade for other products.

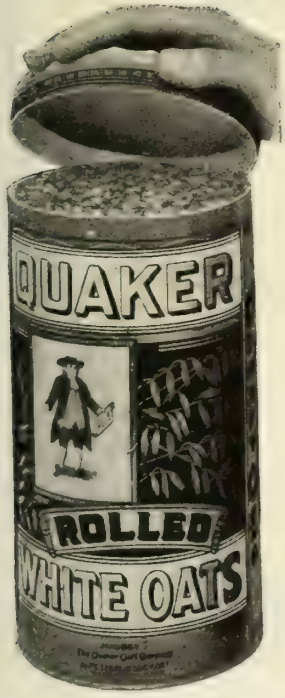
Put up in 10 tablet Packages and retails at 15c.

CHR. HANSEN'S
Canadian Laboratory, Toronto, Canada

LOGGIE, SONS and COMPANY
SELLING AGENTS FOR CANADA
32 FRONT STREET TORONTO

Protect yourself and your goodwill this summer by selling only sealed package Oats

QUAKER OATS



in their attractive dust-proof, vermin-proof package give absolute protection to dealer and consumer. The original freshness and rich nut-like flavor of the oats are perfectly maintained in spite of climatic changes which cause bulk oats to deteriorate rapidly. Do not risk your profit and customers' goodwill this Spring and Summer. Display and sell only clean, sealed, attractive package rolled oats, such as

QUAKER OATS
TILLSON'S OATS
the year round profitable sellers

You cannot offer your customers two more readily salable brands than **Quaker** and **Tillson's Oats.** A good supply of these two favorites on your shelves this summer will enable you to cater to your customers' requirements safely with the maximum of profit and satisfaction. Your wholesaler can supply you.

Quaker Oats and **Tillson's Oats** quality sold only in packages.

The Quaker Oats Company

Peterborough **Saskatoon**

Canada

MACDONALD'S Cigarettes

The Dealer's Chance!

The new 15c cigarette your trade has been waiting for! A Macdonald product with Macdonald quality and the usual generous Macdonald profit to the seller.

The Tobacco with a heart

10 for 15c

BIG BUSINESS with Excellent PROFITS

During the Warm Weather Selling

Your Customers will appreciate the fine Quality of Home Brew made from our Pharmaceutical Malt, and once used repeat orders sure to follow.

Every can of Pharmaceutical Malt will make—

25 Quart Bottles

of excellent Creamy Brew complete with B.C. Hops.

Our Product is packed with three doz. Crown Corks in cartons with each packet of hops or without Crown Corks to suit your requirements.

Every Can Guaranteed
MADE IN CANADA

Maple Leaf Pharmaceutical Extract Malt

is so scientifically prepared that it will produce more Brew and better Brew,--"So say many of our Customers."

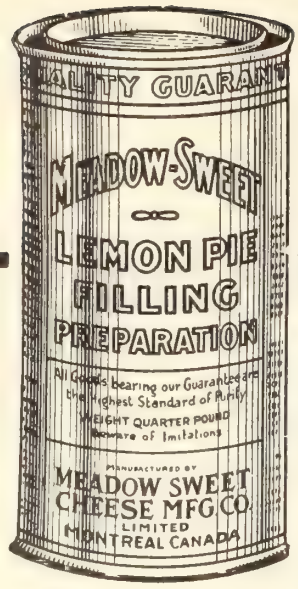
OUR MALT EXTRACT is a real stimulant for your Business. You can buy Maple Leaf Pharmaceutical Extract Malt in case lots of 2 dozen attractively labelled. Try an order--make a display on your Counter, or in your Window AND WATCH RESULTS.

REPRESENTATIVES:

T. LONG BRO. Ltd., Collingwood, Ont.
JOHN KING CO., Ltd., Fort William.
J. H. McKINLEY & CO,, London.
MOSHER BROKERAGE, Halifax.
BAIRD CO., Ltd., Woodstock, N.B.
GLEN WILLIAMS Co-operative Society, Georgetown.

The Maple Leaf Malt Extract Co.

61 CANNING ST. - MONTREAL



"MEADOW-SWEET" PRODUCTS

Quick, Profitable Sellers

Pure food preparations put up in attractive packages to retail at popular prices. They sell all the year round.

Meadow-Sweet Pie Fillers
" " Cream Cheese
" " Peanut Butter
" " Cream Sugar
" " Chocolate Butter
" " Cocoanut Butter
" " Strawberry Butter

Send for Samples and Prices

Meadow-Sweet Cheese Mfg. Co., Limited

Montreal, Canada

The Other Wise Man

Three grocers on the same street started to cut prices. But the margin on staple lines was already too small and they lost. "THE OTHER WISE MAN," the fourth grocer, stocked good specialty lines which yielded a fine profit and by pushing these he could afford to dive into the competition and capture the business from the other three. Here are three of the lines he pushed:—

SPECIALTIES

Imported Genuine Roquefort in Individual 1½-oz. Portions.

Camembert—Italian Parmesan—Gorgonzola—Lion Brand Emmenthal Gruyere in 8-oz. packages and in Individual Portions.

Pate de Foie Gras Truffe — Caviar — Bar le Duc French Jelly—Pimentos—Tuna Fish in Olive Oil—Filets of Anchovies in Olive Oil—Antipasto (Delicious Hors d'Oeuvres), Truffles, etc.

Fancy Imported Macaroni and Noodles.

Raisins and Nuts in Season.

Sole Distributors for Canada

Amoroso & Malagodi Co., Ltd.

119 & 121 St. Henry St., Montreal, Que.

There are no better flours in the world than these two popular sellers

"OUR CHIEF" *and* "SPECIAL"

The **perfect baking results** and **proven economy** that these two dependable flours always guarantee to the housewife never fail to make permanent satisfied users. With home baking constantly becoming more popular, grocers should suggest only flours that **guarantee** good results.

Our Chief is a Manitoba Patent of the highest grade and is essentially for bread making, while **Special** is a blended patent scientifically milled from the finest Ontario winter and Manitoba spring wheat. Special is a family flour specially milled for bread or pastry. It makes the finest light flaky pastry with less shortening—an economy that will appeal to every housewife. You can back these two favorites with your reputation and rest assured they will never fail to bring you exceptionally good profits, absolute satisfaction and steady repeats.

Feature flour often—one flour sale always means profitable sales of other necessary ingredients.

THE McLEOD MILLING COMPANY

STRATFORD, ONTARIO

REINDEER FLOUR

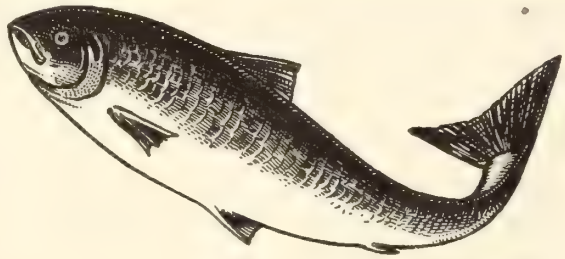
Milled from the finest No. 1 Canadian Hard Wheat. If your customers are dissatisfied with their baking—urge them to try **REINDEER FLOUR**.

They will get results—so will you.

Order a trial supply of **Reindeer Flour** from your wholesaler. You'll find it a thoroughly dependable flour that never fails to make good.

Peterboro Cereal Company, Peterboro, Ont.

Branch Mill: Campbellford, Ont.
General Sales Office: Peterboro, Ont.



Fresh Fish

FOR YOUR SUMMER TRADE

We can supply you with all kinds of Fresh Fish of the Highest Quality at Reasonable Prices

Why not have a Standing Order for Weekly Shipment from the Old Reliable House

D. HATTON CO., Montreal

Two "SWEETHEART" BRAND Products that are profitable, sure repeaters ....

Canada's Finest—The "Sweetheart" of the nut.

"SWEETHEART" Coffee

If your customers are Epicures or hard to please give them "Sweetheart" Coffee—a superb blend of the world's finest coffee beans picked from matured mountain-grown trees, steel cut chaffless, carefully roasted in a special way that retains every particle of aroma, and sealed in attractive air-tight containers. You can always depend on satisfaction and repeat orders if you fill your customers' coffee requirements with **Sweetheart Brand.**

"SWEETHEART" Peanut Butter

—From Plantation to your table untouched by human hands

This high-grade popular Peanut Butter is made from the finest selected Peanuts, blended on a scientifically determined basis that guarantees uniformity of texture and the finest in flavor and nutriment. You'll find it an exceptionally good seller. Sweetheart Baking Powder, Sweetheart Mustard, Spices, Jelly Powders, Orangeade, Lemonade, Gingerette and Lime Juice, are all products of unusually high quality that prove popular lines whenever introduced.

Let us quote you on these rapid movers. You'll find the prices right and our service prompt.

IXL SPICE & COFFEE MILLS, LIMITED

LONDON, ONT.

To DRINKERS *of* GREEN TEA

There is no flavor so satisfying as that of a FINE UNCOLORED JAPAN.

Build up this business with Goods of the highest quality, as for instance, our

"SEAL BRAND"
In Half-Pound Packages,

AND

"HIGH GRADE"
In 20 and 40 Pound Lead-Lined Boxes.

Chase & Sanborn, Montreal.

Manitoba Whitefish

British Columbia Cohoe

Qualla, Halibut. Pickled Trout and White Fish

LEMON BROS.
OWEN SOUND ONT.

---

6 Important Selling Points

About

STICKNEY & POOR'S PREPARED MUSTARD

In the Popular 5½ oz. Glass Tumbler

1. Highest quality at a popular price.
2. Made of the finest mustard, distilled vinegar, spices and salt.
3. Fetching color and bright appearance.
4. Handy glass tumbler.
5. Retails at a popular price.
6. A good net profit for you.

Next time you order keep these selling points in mind and say Stickney & Poor's to your jobber.

Your co-operating servant,
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century old - Century honored 1922
HALIFAX
Mustard - Spices - Seasonings

When your customers' appetites get

"Spring Fever"

recommend these two palate ticklers

"ROYAL"

SALAD DRESSING

—the fastest selling and most profitable salad dressing you can sell. **"Royal"** is well known and well thought of from coast to coast. For over 37 years it has proven its leadership to thousands of Canadian grocers. Keep it well displayed in your spring and summer displays. **Royal** is certainly a live seller—a trial order will show you its profit possibilities.

"ROYAL"

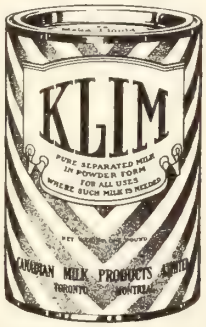
MAYONNAISE

—another popular seller wherever a mild salad dressing is required. **Royal Mayonnaise** is particularly delightful when used as a fruit salad dressing. It has an exceptionally fine flavor that never fails to win steady repeats. These two "Royal" products are well known from coast to coast. Frequent displays during the warm weather months will bring you big extra profits.

Your wholesaler will supply you.

THE HORTON-CATO MANUFACTURING CO.

WINDSOR, CANADA


KLIM
PURE SEPARATED MILK IN POWDER FORM FOR ALL USES WHERE SUCH MILK IS NEEDED
CANADIAN MILK PRODUCTS LIMITED
TORONTO MONTREAL

KLIM

The Summer's Supply on the Shelf

WILL you have your stock ready to supply the housewife when Summer comes around? This is the big season for KLIM, because KLIM doesn't sour and is mixed up only as it is needed.

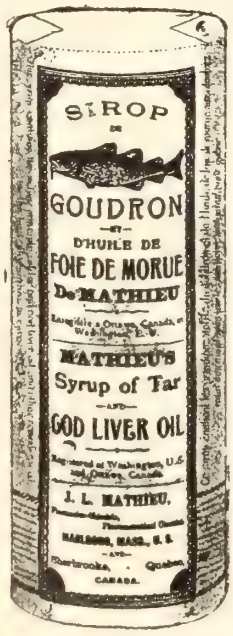
KLIM on the shelf at home means that the Summer's supply is assured—the only time it fails is when the grocer fails to have it in his store.

Look over your stock and prepare for the first rise in temperature. KLIM is packed in half pound, one pound and ten pound sizes. Be ready for the demand on all the sizes.

CANADIAN MILK PRODUCTS LIMITED
10-12 St. Patrick Street
TORONTO, ONT.

319 Craig St., W. Montreal, Que. | St. John, N. B. | 132 James Ave., E. Winnipeg, Man.

British Columbia Distributors: Kirkland & Rose
130 Water St., Vancouver

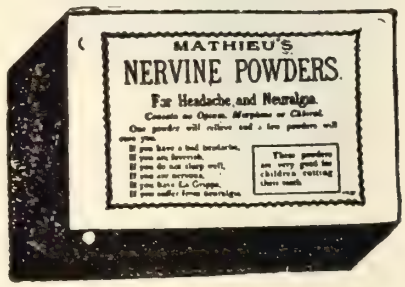


There's A Good Profit In Handling "Mathieu's" Remedies

Mathieu's Syrup of Tar and Cod Liver Extract has the medicinal effectiveness sufficient to keep it in constant demand throughout the year. It is excellent for the treatment of those suffering from Influenza, La Grippe, etc.—also it has a real good tonic effect on the system.

Mathieu's Nervine Powders will be found a good line to handle as there is usually a steady "call" for a dependable medicine assisting in relieving those suffering from Nervousness, Headaches, Fevers, Sleeplessness, etc., and here is something that will be found equal to the task.

An order to-day will ensure an Early Shipment.



J. L. MATHIEU COMPANY

PROPRIETORS

SHERBROOKE, QUE.

IMPERIAL Floor Dressing

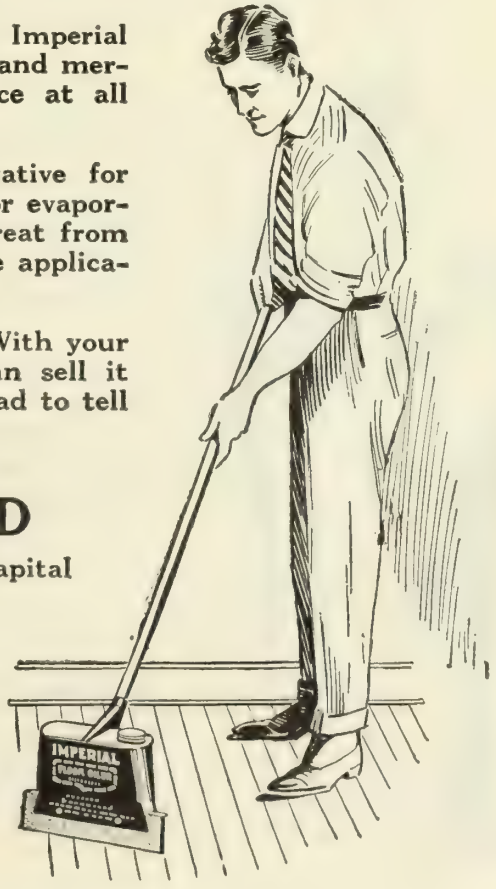
Keep down the dust cloud-

Ordinarily the broom stirs up more dust than it collects—but not when floors are treated with Imperial Floor Dressing. You can then sweep without filling the atmosphere with dust, as Imperial Floor Dressing holds it to the floor where it is easily gathered up and disposed of.

Dusting is practically eliminated in stores where Imperial Floor Dressing is used, and counters, show cases and merchandise present a clean, attractive appearance at all times.

Imperial Floor Dressing is a sanitary preservative for wood, linoleum or oil cloth. It does not gum or evaporate and is most economical. One gallon will treat from 500 to 700 square feet of floor surface and one application will last for weeks.

Display Imperial Floor Dressing prominently. With your own floor as a practical demonstrator you can sell it readily to your trade. Our salesman will be glad to tell you more about this profitable line.



IMPERIAL OIL LIMITED

Canadian Company Canadian Capital
Canadian Workmen

To insure even distribution of Imperial Floor Dressing, use the Imperial Floor Oiler. It does the work quickly, easily and most economically.

Canadian Beverages of High Grade Quality are in demand—

GURD'S Ginger Ale.
GURD'S Dry Ginger Ale.
GURD'S Caledonia Water.
GURD'S Apple-flavored Nectar
Are Standard Beverages.

They Refresh!

They Exhilarate!

They Satisfy!

Every Canadian Grocer should sell GURD'S High Class Canadian Beverages and Table Waters

To The Grocers of Canada:

In anticipation of our 55th Summer Season we urge you to stock up.

One of our Directors has just returned from an observation and selling trip to the Pacific Coast. He reports in every Province the signs of returning trade activity—the re-awakening of the spirit of Canadian enterprise, and a definitely increased demand for Canadian goods of high grade quality.

We look forward to a busy year.

We suggest that you keep ahead of the demand—that you be ready for the first heat wave—which may come at any time—that you stock up!

Sincerely and appreciatively yours,

CHARLES GURD & CO., Ltd.

Gurd's Dry Ginger Ale is the "Select of the Select" in the realm of beverages. Those who drink it regularly, praise it unceasingly. All Gurd's drinks satisfy! They please people of the most exacting taste.

Write for a Price List.

Charles Gurd & Co., Limited, Montreal

Manufacturers, Bottlers, Wholesalers and Spring Owners

Only Supreme Quality Can Stand This Test

THE claims made for Palmolive in national and newspaper advertisements must be backed up by Palmolive quality or results would be disastrous. Only goods of the highest quality can stand the white light of publicity—this is the dealer's and the user's guarantee of the quality of advertised goods.

Uniformly High Quality

Every cake of Palmolive delivered to any dealer anywhere is the finest quality that can be produced by the combination of costly ingredients and manufacturing science.

This best soap is popularized the country over through brilliant and forceful advertising in every high-class medium. Your customers read about Palmolive in your newspapers. There are stunning color advertisements in the great Canadian national publications.

They naturally ask for Palmolive when they want soap, and Palmolive quality keeps them life users. None other satisfies after enjoyment of Palmolive quality.

Made in Canada

Palmolive is made in Canada, with the main factory located in Toronto. But the growth of business has made it necessary to maintain branches in Winnipeg, Montreal and Toronto. This expansion proves our statement that Palmolive is the most popular soap in the world, measured by sales value.

If you will order in sufficient volume to take advantage of quantity prices and make Palmolive your soap leader you will boost your Palmolive turnover enormously. To handle many unknown soaps which must be disposed of by word-of-mouth selling is effort which diminishes profit.

Save your own and your clerk's time by giving your customers something they know about and have confidence in—which moves quickly and yields immediate profits. Ask your jobber's salesman to-day, or see our representative on his usual trip.

THE PALMOLIVE COMPANY OF CANADA, Limited
WINNIPEG—TORONTO—MONTREAL

24869

ABRAZO

The Biggest Money's Worth in Aluminum Cleansers

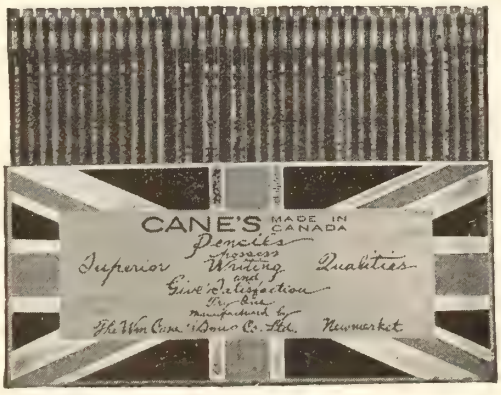
Six handy rolls of AMERICAN Steel Wool and a cake of purest Aluminum Soap—that is the wonderful value given in every package of Abrazo.

Abrazo beats everything for cleaning and polishing Aluminum, Pyrex, Enamel and other cooking ware. It is the quick and sure method of cleaning anything and everything about the house. Easy to apply—lasts longest—costs the least.

Your customers will keep Abrazo moving quickly and steadily with liberal profit to you. Window displays, counter cards, circulars and electros sent to dealers. Write now for samples.

Order Abrazo from Your Jobber

AMERICAN
STEEL WOOL
MFG. CO., Inc.
9-11-13
Desbrosses Street
New York, N.Y.
U.S.A.



Cane's Pencils, extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.

Newmarket, Ontario

NOW

is the time to place your

ORDERS

for

National Fly Catchers

"MADE IN CANADA"

Big Sales from Now On

Big Profits

Order from your wholesaler

The National Fly Catcher Co.
1598 Delorimier St., Montreal

MONO SERVICE CONTAINERS

Offer the most satisfactory, convenient and economical solution to all your packing problems

Mono Service Containers are solving successfully the container problem of hundreds of packers of food products the world over. They are in use for such lines as pickles, oysters, peanut butter, mincemeat, jam, custard powder, honey, various kinds of confectionery, etc.

Among their important features are strength, durability, sanitary character, compactness and lightness for shipping. They obviate the necessity of returning packages and containers and all the wasteful, expensive work connected with it. Ask us for quotations and particulars.

Agents:

BRADSHAWS LIMITED

107 Atlantic Avenue

TORONTO, CANADA

There isn't a better laundry starch made than . . . . .

"IVORY GLOSS"

.....and its enviable sales record proves that Canadian women know it . . . . . .

Every method that money, huma skill, and modern machinery affords is used in the manufacture of this Nationally popular Laundry Starch and our exacting surveillance in every operation of its processing guarantees its quality to be absolutely uniform.

Give your customers the laundry starch they have long known and have confidence in. It always pays to give them the best.

St. Lawrence Starch Company

Port Credit, Ontario

Sainsbury Bros.
LIMITED

Cable Address:
SABROCO
For all Offices

BROKERS

Codes:
A. B. C.-5th
ARMSBY
PRIVATE

Representing the following lines in the Canadian Market

"SUNSWEET" Prunes and Apricots	California Prune & Apricot Growers Inc.
"DIAMOND BRAND" Walnuts	California Walnut Growers Association.
"SHAMROCK BRAND" Raisins	E. Y. Foley, Fresno.
"SEASIDE BRAND" Lima Beans	California Lima Bean Growers.
"MISTLAND BRAND" Prunes	Oregon Growers Co-Operative Association.
"BLUE DIAMOND BRAND" Almonds	California Almond Growers.
"APEX BRAND" Pecans	National Pecan Growers Ex.
"GROWERS BRAND" Peanuts	Peanut Growers Exchange.

We operate on a Brokerage basis only:

Offices maintained at the following points:

VANCOUVER
137 Abbott St.

WINNIPEG
Confederation Life Bldg.

ST. JOHN
Water Street

MONTREAL
116 St. Nicholas Bldg.

STOCKHOLM, SWEDEN
Smalandsgatan, 38

SAN JOSE, CAL.
Porter Bldg.

Head Office:
35 Front Street East
TORONTO, CANADA

SUNS

SUNSWEET PRUNES—More popular every day—people are specifying "Sunsweet." Be sure you can satisfy the demand. Packed in 25 lb. boxes or the 2 or 5 lb. carton.

Packed

California Prune &

San Jose,

Canadian Representatives:

SAINSBURY BROS., LIMITED

HEAD OFFICE: TORONTO

Vancouver **Calgary** **Winnipeg**

WEET

APRICOTS — Especially "Sunsweet," command a ready sale and repeat orders —Be sure you are well supplied for this profitable business—Sold in bulk or in the attractive 11 oz. cartons.

by

Apricot Growers Inc.

Calif.

Canadian Representatives:

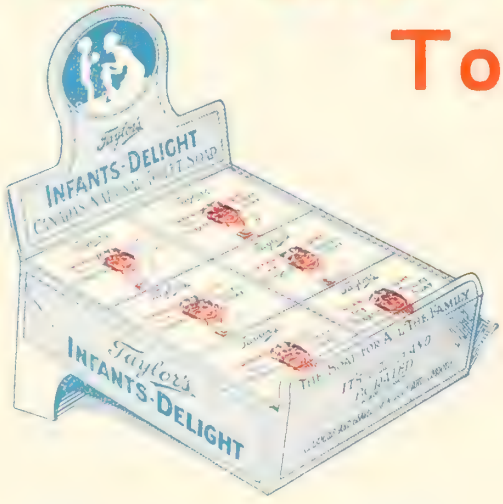
SAINSBURY BROS., LIMITED

HEAD OFFICE: TORONTO

Montreal **Halifax** **St. John**

INFANTS-DELIGHT

Toilet Soap



Six of these attractive Counter Display Boxes included in each case.

FREE OFFER

2 doz. Full Size Cakes Free
with
12 doz. Infants-Delight

14 doz. **$11.20**

Cost to you 80c. per doz.
Retailing at 10c. per cake

You Get **$16.80**

Simplify your Stock of Toilet Soaps by concentrating your sales effort on this well advertised line.

JOHN TAYLOR & CO., LIMITED

307 Shaughnessy Bldg.
Montreal

12 Wellington St. E.
TORONTO

149 Notre Dame Ave., E.
Winnipeg

Western Canada Section

Portage Ave. Winnipeg

Western Canada Wheat Field

POSSIBILITIES OF THE GREAT WEST

The three Prairie Provinces have a land area of 454,789,678 acres. There are 178,000,000 acres fit for farming purposes but in 1921 only 35,847,000 acres were under cultivation.

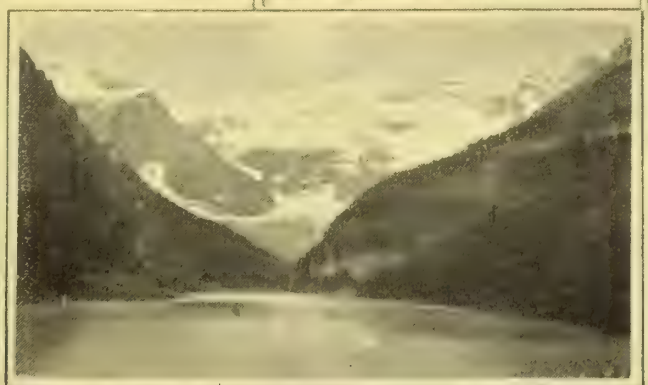
The interior plains of Canada and the plains of Russia are the world's reserve granaries of hard spring wheat. The record production of Canadian wheat is 393,542,600 bushels (in 1915).

Canada, through the western provinces, has risen to second place in the world among wheat producing countries and Canadian wheat leads the world in quality. Nine-tenths of our wheat is grown in the west. Only one-tenth of our wheat lands are under cultivation.

Fraser River above Lillooet B.C.

Lake of Egmont and Egmont Peninsula B.C.

Herd of Ayrshires, Western Canadian Ranch



Lake Louise and Victoria Glacier.

Harvesting Scene on the Prairies

Typical Western Canada town with Grain Elevators

A Glimpse At Western Canada's Vast Resources

ALBERTA.—

The province of Alberta stands at the top in Canada in coal production. In 1920, it contributed 40.7% of the Dominion output, valued at over $30,000,000. Alberta stands high in grain production, and in ranch development. In 1921, the wheat yield was 53,044,000, oats 64,192,000 and all grains 140,750,000 bushels. Field crop value in 1921—$82,781,000. Only 12,964,000 acres of the 82,810,400 acres of arable land. Imports to Alberta in 1920-21 were valued at $24,227,312.

BRITISH COLUMBIA.—

Area is 395,000 square miles or 10% of all Canada. Larger in area than Italy, Switzerland and France. Mountain region equal to 25 Switzerlands. In 1920 value of fisheries was $22,329,161 or nearly half of Canada's total. Plants valued at $15,000,000; more than 60 salmon canneries. Four thousand fruit growers have $35,000,000 invested. Apple yield in 1921 was 1,009,000 bushels. 15,000,000 acres of land fit for successful agriculture. Capital in 250 or more lumber camps approximately $60,000,000. Imports in 1920-21, $81,615,288 and exports $112,685,111.

MANITOBA.—

Larger than Holland, Belgium and Germany combined. Dairying in 1920 valued at $15,939,846; field crops in 1921—$72,135,500; 700 elevators with capacity of 24,224,500 bushels. There are 25,000,000 acres of land fit for successful agriculture. In 1919 there where 1,622 industries established with capital of $111,535,665, employing more than 23,000 people. Population increased from 461.190 in 1911 to 613,008 in 1921, an increase of 32%. Manitoba has 4,500 miles of railways. Water powers estimated at 3,270,491 horse power with only 83,447 installed.

SASKATCHEWAN.—

Canada's greatest wheat producing province. Wheat yield—1921—173,580,000 bushels. Also leads in oats production with 32% in 1921 and flax 72%. Total value of agricultural products in 1921 approximately $416,471,194. In 1920 there were 60,325 automobiles compared with 55,010 in 1919. Number in 1908 was 74. In 1920 building done to value of $11,224,826. Dairy production in 1920—$23,455,774. Capacity of elevators 75,867,000 bushels number 2186; Saskatchewan leads Canada in horses with 948,280 in 1920. Population in 1921 approximately 745,000. Area 161,088,000 acres—twice as large as the British Islands.

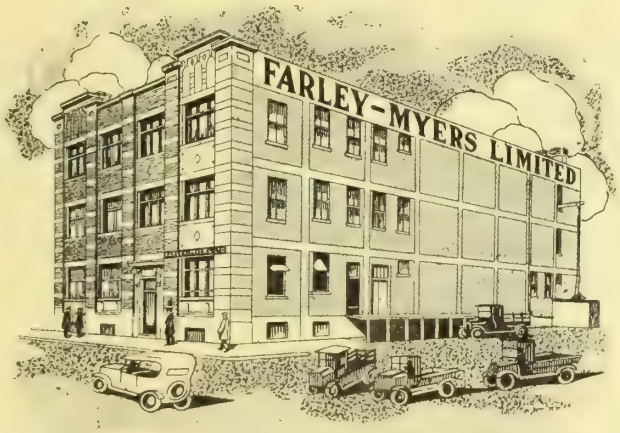
C. N. R. Bridge at Saskatoon

Parliament Buildings, Victoria, B. C.

SALES SERVICE

FARLEY-MYERS, Limited

Manufacturers' Agents, Importers and
Commission Merchants.



Office and Warehouse: 57 Victoria Street,
Winnipeg, Manitoba.

Reliable accounts solicited. We offer representation to manufacturers of food products of merit. Our territory covers Manitoba, Saskatchewan and Alberta.

References { Royal Bank of Canada
Wholesale Grocery Trade

SALES SERVICE

Jos. Dufresne

Manufacturers of

BISCUITS and CANDIES

Joliette, P.Q.

Our famous Village and Mel. popular Biscuits are self-starters for salesmen. They are a household word in Manitoba, and the most popular prices of biscuits on the market.

We sell to jobbers only and make a price to fit our merchandise, not merchandise to fit a price.

Western Agents:

FARLEY-MYERS LIMITED

57 Victoria Street - Winnipeg, Man.

DONALD H. BAIN CO.

"THE NATIONAL BROKERS"

CODES :
A.B.C. 4th, 5th and 6th Editions
Armsby 1911, Western Union
and Bentleys

Cable Address—All Branches
"DONBAIN"

Aggressive Service built the BAIN BUSINESS

An intimate knowledge of Canadian trade.
The confidence of retail and wholesale buyers.
A complete sales organization.
Exceptional warehouse accommodation.
Financial responsibility.
Preferred attention to principal's accounts.

These are some of the features of our business that have given us the power to really represent our principals in the great Canadian market. Our organization is at your service.

WINNIPEG, MAN.

Branches: REGINA SASKATOON EDMONTON CALGARY VANCOUVER FORT WILLIAM
MONTREAL—Also Saracen's Head, Snowhill, LONDON, E.C. 1, England

MANUFACTURERS

WE HAVE A MESSAGE FOR YOU

THE FOUNDATION POLICY UPON WHICH OUR BUSINESS RESTS IS

A FIRM'S RELIABILITY.

A FIRM'S EXPERIENCE.

A FIRM'S FINANCIAL RESOURCES.

These three points are worthy of your consideration when you are placing your products in a manufacturers' agent's hands.

¶ These important points have been the policy on which OUR BUSINESS was founded, and it has proved satisfactory to many manufacturers. We say it and say it advisedly that there is no other firm in Western Canada that can serve your interests more advantageously than we can.

W. H. Escott Co., Ltd.

Manufacturers' Agents and Wholesale Grocery Brokers

WINNIPEG, FORT WILLIAM, REGINA,
SASKATOON, CALGARY, EDMONTON

Quick Turnover Spells Sure Profits

Ninety-nine per cent. of the success of your turnover today depends entirely on the sale of QUALITY GOODS that merit REPEAT BUSINESS in volume.

Buy in moderate quantities from our Western Branches, thereby keeping your stock turning absolutely fresh.

Handle The Long Red Package

FRESH FROM THE OVENS DAILY

THE BEST BY EVERY TEST

Urge the Sale of - **O'EATA CHOCOLATES** "Supremely Good"

ROLLED IN A DISTINCTIVE THICK COATING

UNSURPASSED FOR SMOOTHNESS AND FLAVOR

QUALITY AND SATISFACTION GUARANTEED

Buy Western Made and Boost Your Western Trade

THE PAULIN-CHAMBERS CO., LTD.

MAKERS OF PURITY BISCUITS AND CONFECTIONERY

WINNIPEG REGINA SASKATOON EDMONTON CALGARY

Robertson's
"GOLDEN SHRED"
BRAND

Jams, Jellies and Marmalades

PAISLEY—SCOTLAND

There's Profit and Prestige in handling Robertson's Jams and Marmalades.

THE GREATEST IN THE WORLD

REPEAT SALES are the most profitable because they cost least in selling energy, and they sell other goods as well, but *REPEAT SALES* come best with the first sale of quality goods. Robertson's Marmalade Customers are the store's steady customers, because they have bought a Highest Quality Article giving the *Best Satisfaction,* with Full Weight for their money. This reflects back with credit to the store, proving that Grocer to be a discriminating Buyer.

It pays to handle *Robertson's* Jams and Marmalades.

All inquiries given immediate attention.

Selling Agents:

C. L. Marshall & Co.,
Gooderham Bldg.,
Front St., Toronto.

L. A. MacNab & Co.,
City Club Bldgs.,
St. John's, Nfld.

J. W. Gorham & Co.,
Simpson Bldg.,
Halifax, N.S.

The Smith Brokerage Co.,
St. John, N.B.

C. & J. Jones, Winnipeg, Western Agents including British Columbia.

MANUFACTURERS who are looking for efficient Western Representation will not be disappointed with

The HOUSE of SCOTT-BATHGATE CO.

Limited

The House of Scott-Bathgate Co. Ltd.

Manufacturers and Packers will find in the House of Scott-Bathgate an organization fully equipped and capable in every way of producing results.

What we have done in the rich western provinces for such lines as **Christie's Biscuits** and **Robertson's Confectionery** we can do for your product providing it is a quality line. Our twelve detail men are all "live, experienced **salesmen**" who know the west thoroughly and they sell exclusively to the retail trade. Other members of our staff call exclusively on the wholesale trade. If you have a new product or an old one that you feel is not bringing you the results you think it should, get in touch with us. We gladly tell you what we can do for you and give you any information you desire about the western market.

SCOTT-BATHGATE CO., Ltd.

149-151 Notre Dame East, Winnipeg

Representing
CONNORS BROS., LTD.
Brunswick Brand Sea Foods.

CAREFUL ATTENTION to RELIABLE AGENCIES

Representing
ARNOLD DORR & CO.,
New York.
Coffees.

To Manufacturers of reliable lines:

We can give you the same satisfactory results others have received from us for over twenty years.

C. DUNCAN & SON

GROCERY BROKERS

WINNIPEG, CANADA

EST'D. 1899

Get in touch with us.

Representing
GEO. PAYNE & CO., Ltd.
England.
Ceylon & Indian Teas.

Representing
SUFFOLK PEANUT CO.
Peanuts.

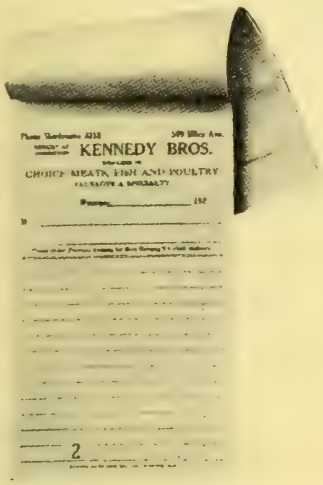
NORTH-WEST BISCUIT COMPANY, Limited.

EDMONTON - ALBERTA

Winnipeg Regina Calgary Victoria Moose Jaw Saskatoon Nelson Vancouver 124

COUNTER CHECK BOOKS.

If you make any hand written records of which you keep one or more copies, you will be interested in our line of Counter Check Books.



We make Carbon Leaf and Black Back books, in a great variety of styles and standard sizes. The books are made in our plant at Winnipeg, which enables us to give prompt service to Western customers. They are made Right, and sold Right, and a positive guarantee of satisfaction goes with every sale.

Our Carbon Coated, or Black Back books are of exceptional quality. Just sufficient carbon is applied to give an exceptionally clear copy, and to keep the duplicate check from smudging.

Orders may be placed with any of our representatives. If we have no representative in your district, we will be pleased to quote you prices direct.

WESTERN SALES BOOK CO.
LIMITED

OFFICE AND FACTORY: COR. KING & JAMES STS.
WINNIPEG - MANITOBA

What can I do for You?

A. BADENOCH

MANUFACTURERS' AGENT - GROCERY BROKER
VANCOUVER, B.C.

Make a good article, Advertise it, keep your promises, keep on Advertising, deliver the goods, keep on Advertising—and you will get the business.

S. M. SCREATON. W. H. WHITESIDE.

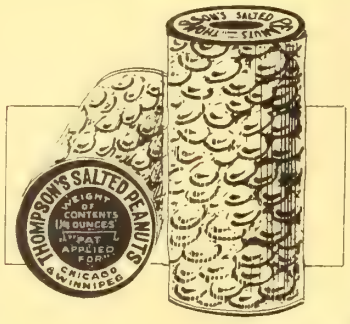
SCREATON & WHITESIDE

181 Market St. East,
WINNIPEG.

MANUFACTURERS' AGENTS

Warehouse in the heart of the Wholesale Centre.
We are in a position to give you representation in

MANITOBA SASKATCHEWAN ALBERTA



5c CYLINDER PACKAGE—PACKED 40 5c PACKAGES IN DISPLAY CARTON SPANISH OR BLANCHED SPLITS

FOR

GOOD PEANUTS

SELL

THOMPSON'S

SALTED PEANUTS

IN CYLINDER AND ENVELOPE PACKAGES: ALSO 5-LB. TINS, 30-LB. CARTONS, BARRELS CYLINDER PACKAGE NOW AT PRE-WAR SIZE

GOOD PROFIT TO JOBBERS AND RETAILERS

SURE REPEATS
HIGHEST QUALITY
LARGER TURNOVER
SATISFIED CUSTOMERS

Established 1905

Order To-day From

A. E. Thompson

149 NOTRE DAME E.

Winnipeg

D. J. MACLEOD & CO.
Calgary—Edmonton

G. B. THOMPSON & CO., LTD.
Winnipeg

DISPLAY CARD FOR COUNTER USE—36 5c PACKAGES ON A CARD SPANISH OR BLANCHED SPLITS

A low-priced line offering Large Profits

WHEN A WISE SHIPPER CHARTERS A SHIP HE LOOKS UP LLOYDS' REGISTER

MANUFACTURERS:

Our business is built on a foundation of

RELIABILITY - EXPERIENCE AND FINANCIAL STABILITY

Enquire about our **Storage and Distribution Service**

INSURANCE RATE 30c

We operate a large fleet of motor trucks, as well as team service.

The City Dray Co., Limited

Frost and Wood Building
Cor. Pacific and Princess Streets

Track P. 18 **WINNIPEG**

RELIANCE WATER-GLASS

In 1 lb. and 2 lb. cans.

Castor Oil, Sewing Machine Oil, Glycerine, Carbolic Acid (10%). In 2 oz. and 4 oz. bottles.

Ink and Mucilage all Sizes.

Reliance Ink Co., Ltd. Winnipeg

½ million buyers see an advertisement similar to this every week. Display the Tea.
The Codville Company Ltd.

5

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jas. K. McLauchlan
Manufacturers' Agent and Grocery Broker
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West, TORONTO.

Merchandise Brokers — Manufacturers' Agents
WE COVER CANADA
LOGGIE, SONS & CO.
32 Front TORONTO — St. West CANADA

F. S. JARVIS & CO.
18 Toronto St. Toronto
MANUFACTURERS' AGENTS
Specializing in all Lines of Food Products

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West, TORONTO

R. C. Blackburn & Co.
MANUFACTURERS' AGENTS AND MERCHANDISE BROKERS
60 Front St. West
TORONTO

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

E. N. & W. E. SOPER
Manufacturers' Agents and Commission Brokers
63 SPARKS ST., OTTAWA.
Warehouse and Distributing.
Efficient Sales Staff.
Detail Work.
Service our Specialty.

J. R. Wilson & Company
BROKERS
EXPORTERS IMPORTERS
Dried Fruits--Food Products
27 Wellington Street, East
TORONTO, CANADA

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
ST. NICHOLAS BUILDING, MONTREAL

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL.

J. Russell-Murray Co., Limited
IMPORTERS
RICE: American, Patna, Siam, Rangoon, MOLASSES, SPICE, JAMAICA GINGER, Granada Nutmegs, Pepper, Cassia, and all Tropical Products.
20 St Nicholas Street Montreal

LANGLOIS LIMITEE LIMITED
Wholesale Grocers & Manufacturers' Agents
Importers Teas & Coffees
SPECIALTY: FLOUR & GRAIN
113 Rue St-Paul, Quebec
We Solicit Your Representation

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL
Established 1876
Telephone Main 1581

Say You Saw It In Canadian Grocer, It Will Help To Identify You

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers' Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

The J. T. Cox Commission Agency
Winnipeg
Tea and Coffee
Our Specialty
Also representatives for
FIELD & CO.
Fruit Merchants London, England
"Turban" Brand specialties

G. B. Thompson & Co., Ltd.
Wholesale Commission Brokers and Manufacturers' Agents
Established 1898
STORAGE, WAREHOUSE AND TRANSFER TRACK
149 Notre Dame Ave. East, Winnipeg

H. P. PENNOCK & CO., LTD.
WHOLESALE COMMISSION BROKERS
MANITOBA SASKATCHEWAN HEAD **WINNIPEG** OFFICE ALBERTA WESTERN ONT.
CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg
have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

Molasses
ALL GRADES FOR CANDY MAKING, COOKING AND TABLE USE
ALEXANDER MOLASSES CO., CINCINNATI, U.S.A.
Canadian Distributors: H. P. PENNOCK & CO., LTD., WINNIPEG and BRANCHES.

***Now* is the Time to Buy—don't wait.**
Consult these Advertising Pages.
Our Advertisers will *Save* You Money—buy now.

CANADA'S CAPITAL—CENTRE OF A RICH FIELD

The Ottawa Valley district and the City of Ottawa is one of the best business sections in Ontario. The only way to cover it thoroughly is to select agents right in the district who have an intimate knowledge of the field and who can cover the trade intensively.

We have developed good business for a number of satisfied manufacturers. Our Sales Organization, Warehouse and Distributing Services are at your command. Write us about your goods and let us show you what we can do for you.

E. N. and W. E. SOPER

MANUFACTURERS' AGENTS AND COMMISSION BROKERS.

63 SPARKS ST., OTTAWA

WHEN BUYING OR SELLING COMMUNICATE WITH
KIDD—KINGSTON
BROKERS, IMPORTERS AND EXPORTERS

Kidd Covers Kingston District

CENTRE OF TRANSPORTATION—STUDY THIS MAP

To Manufacturers: Are you directly represented in Kingston, if not, get in touch with us and we will demonstrate what we can do for you.

T. ASHMORE KIDD - Kingston, Ont.

Representation: VANCOUVER, WINNIPEG, TORONTO, OTTAWA and MONTREAL

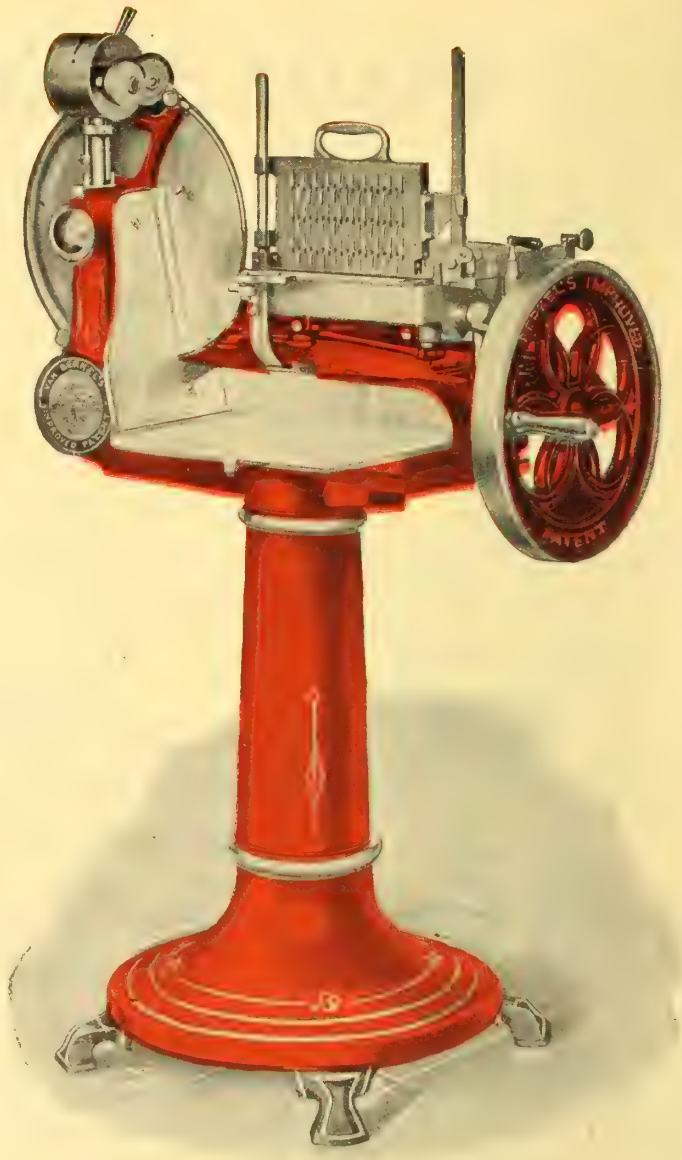
The

Van Berkel

The Meat Slicer You Will Eventually Buy

To be without a modern meat slicer is practically branding your store as being twenty years behind the times. You are not giving your customers the fullest satisfaction and you are wasting your own money.

The Van Berkel slicer is built to give lasting satisfaction, that is why the first cost is not the all-important item. At first glance a "just as good" machine may look pretty good to you, but time will tell—and not a very long time either. The Van Berkel is absolutely reliable from the day you buy it, and your initial outlay is repaid many times in continuous money-saving service. When you buy a slicer you are not thinking only of to-day and to-morrow but of the years to come—then, see the Van Berkel.



Model No. 100

ROBERT KIRBY
(Grocer)
SARNIA, ONTARIO
Co-operates with Hobart and Makes Money

Sarnia, April 3rd, 1922.

Hobart Mfg. Co.,
281 King St. E.,
Toronto, Ont.

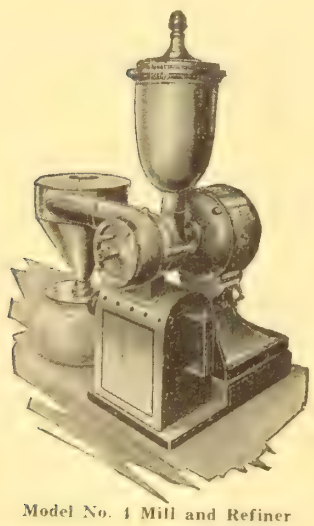
Dear Sirs:

Yours of March 30th, 1922. All that has been said is certainly correct and our sales are increasing every week. We intend to hold our coffee trade. The card that we got up was pieces selected from your "service book" as you will see by the enclosed one. We also bought twenty dozen percolators at $1.80 each and "gave" them away with one pound of coffee for $2.50. Every sale created a steady coffee user who formerly was "a once in a while." We know our machine will pay for itself in nine months, besides drawing custom to our store. We believe an electric coffee mill, and good coffee, are as necessary to the grocery trade as the air we breathe. Your liberal terms for payment places them in the reach of the smallest merchant.

We also wish to say that your traveller, Mr. Andre, is a fine chap, and we are more than pleased with our Hobart.

Wishing you the success that you deserve, we remain

Yours respectfully,
ROBT. KIRBY.



Model No. 4 Mill and Refiner

Write us for the "Hobart Service Book" on "How to Build and Hold a Retail Coffee Business." You can get valuable information from this book, and it will not obligate you in any way to buy a mill. The Hobart Mill is made in Canada, in seven different sizes.

THE HOBART MANUFACTURING COMPANY

275-281 King St. East, TORONTO

WINNIPEG BRANCH:
Ryan Bros., 110 James E.

MONTREAL:
886 Notre Dame St. West

VANCOUVER BRANCH:
424 Cordova Street West

ST. JOHN, N. B.:
93 Prince William Street

DETACH --- and use with your display.

THE FOUR

Every tin of these excellent fish products is processed and packed from carefully selected fish under ideal hygienic conditions. They are prepared just as soon as the catches are brought in from the clear, cool depths, in our modern factory at Black's Harbour on the New Brunswick coast. Their flavor is unbeatable, their quality high grade and their price low—a winning combination that has made them leading sellers from coast to coast.

Just say **"Brunswick Brand"** to your wholesaler when you order canned Sea Foods. It will insure that you get "live" sellers.

BIG LEADERS

Brunswick Brand Sea Foods

MAKE THEM YOUR LEADERS FOR THE SUMMER TRADE

The great convenience and excellent flavor of Brunswick Brand Sea Products makes them exceptionally good sellers during the warm weather months. It is during this time that housewives are especially looking for food stuffs which are delicious and wholesome, yet require no standing over hot stoves in their preparation.

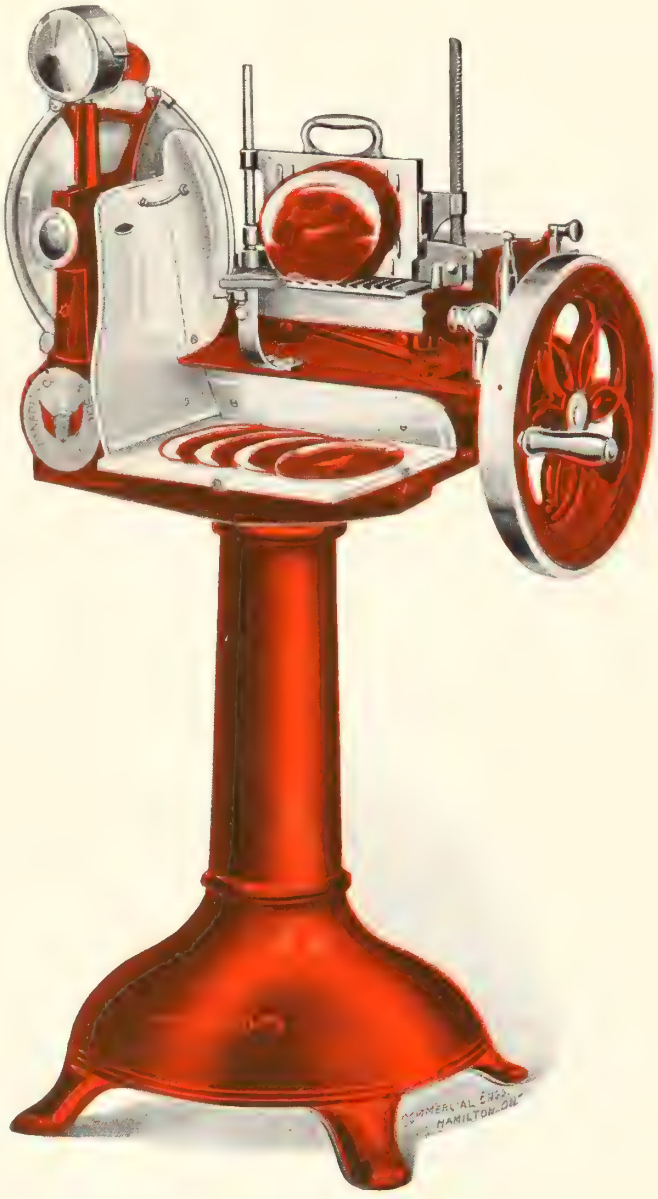
A good window and counter display of Brunswick Sea Foods with a card suggesting that they require no cooking and are ready to serve on opening will bring you results that will surprise you. Hundreds of grocers have found such a display highly profitable. Get one up today—it will pay you well.

Look over your stock now and order a good supply to meet the big summer demand for canned sea foods.

Connors Bros., Limited

Black's Harbor, N.B.

Winnipeg Representative : Chas. Duncan & Son, Winnipeg, Man.



MADE IN CANADA

The Red Bird

The best Meat Slicer ever offered.
It can't be made better.
Used by hundreds of the best Grocers and Butchers all over Canada, and every user is satisfied.

It's The One You Want.

Every Slicer Guaranteed

If you are offered a slicer said to be just as good at a lower price compare it with

The Blue Bird

This is the slicer we put in competition with all others. Write us and we will tell you all about it.

Canada Slicer Corporation Limited

Bowmanville - Ontario

Now is the time to anticipate your Summer refrigeration needs by installing . . . . .

EUREKA

REFRIGERATORS AND FREEZER COUNTER CASES

More **Eureka Refrigerators** are economically and efficiently solving summer refrigeration problems for Grocers, Butchers, etc., than all other makes of Patent Refrigerators combined. For over 34 years their ideal sturdy construction has earned for them a wide reputation for unequalled ice economy and perfect refrigeration. There is a type and size for your every need.

Your sales of perishables this summer will show a big increase if you display them in a **Eureka Freezer Counter Case**—the only Freezer Counter Case made in Canada.

Fully protected by Patents

Many merchants tell us they more than doubled their sales. Right now is the time to put in this superior equipment.

Write to-day for literature and prices covering these and other Eureka Models

Eureka Refrigerator Co., Limited

Head Office: Owen Sound

Branches: Toronto, Montreal, Hamilton

We positively guarantee **Eureka Freezer Counter Cases** in the following:

To get below freezing and stay there if necessary (a small cake of ice can be made).

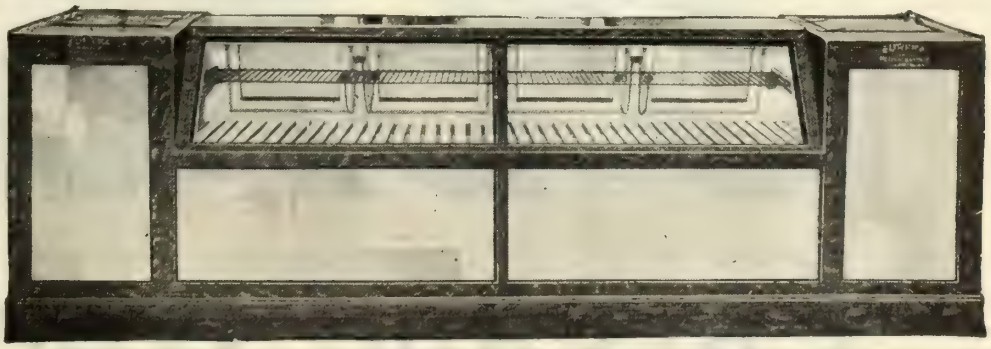
To keep meats not only over night, but for weeks.

That temperature can be regulated.

That our Case will maintain a perfectly dry atmosphere at all times, with a positive, constant and natural air circulation.

That our Case will keep fresh meats as long and as well as any cooler.

One-year guarantee to replace any defective material.



Model 105. Size 40 in. by 36 in. by 10, 12, 14, 16 and 18 feet lengths

For Every Transportation Need —

Ford

Cars and Trucks

Ford Motor Company of Canada, Limited, Ford, Ontario

By Staff Correspondent

HALIFAX, Aug. 4.—A good example of merchandising progress in the Maritime Provinces, is afforded by the new store of Hopgood & Sons, Spring Garden Road, Halifax, which in appearance, arrangement and equipment is one of the most modern grocery stores to be found in Canada.

Counters, display cases, scales, lights, refrigerator, shelving, cash register, and accounting system, are all of the most up-to-the-minute models, and the careful arrangement of stock and equipment gives the store an enviable appearance of modernized prosperity. The big feature

A REAL GROCERY

THE big feature in this store is lots of bin capacity and shelf room. Bins for bulk goods in bins of varied capacity of 20 lbs. to 200 lbs., also for all lines of fancy cakes. Lots of counter room, compact stock with quick service. Attractive display in bins, shelves and show cases, with lots of floor space for a waiting buyer to go about inspecting goods, without appearance of being crowded. A large ice box for cooling and ample office accommodation is the outstanding feature of the fixture installation, all supplied by us. In scales and other accessories it is a model equipment and one of the best stores for service in the province.

No. 3 Bevel Display Counter, full depth, large capacity roller bin of patent self-closing type, 35 lbs. to 135 lbs. capacity.

Are you disappointing and losing customers by slow service during rush hours, lack of display or excessive handling of goods on open display? You certainly cannot afford to lose customers, so why not install Walker Bin Fixtures. Less work and worry for you, pleased customers, less wages, lower overhead expense.

DO IT NOW!

No. 9 Refrigerator Counter. 9 and 11 feet long in stock. Good cool air display counter. Marble or display top.

The Walker Bin & Store Fixture Co., Limited

KITCHENER, ONTARIO

Every Grocer Should Own One

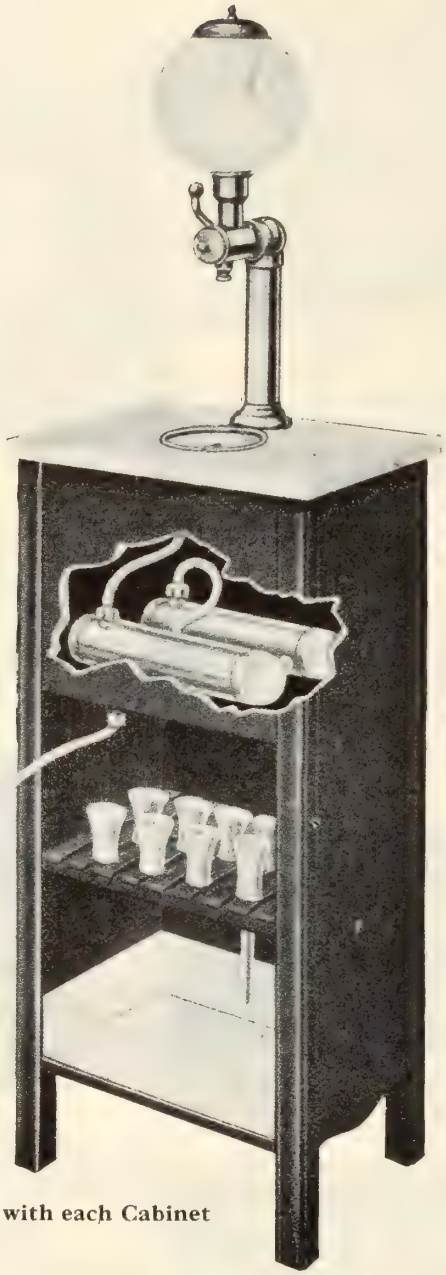
Costs Only

$125.

f.o.b. Montreal

Pays for Itself

In a very short time



Stands 5ft. high and only takes up 2ft. of floor space.

Finished in Mahogany, Marble Top, Nickel Fittings.

Simple to operate.

This complete Soda Fountain will give Grocers the opportunity of securing the beverage trade that has been going by your door.

Directions with each Cabinet

This complete Soda Fountain will increase your trade, please your customers, and make you an excellent profit. It is also a very attractive fixture for your store.

The Summer trade for beverages is worth while.

Now is the season to prepare.

Do not wait, the warm weather will soon be with us.

Send Your Orders Direct to

THE CRAWFORD MFG. COMPANY

LIMITED

Lemoine St. - - Montreal

It is Easy to Picture Both the Improved Sanitary Conditions and the Increased Attractiveness of Your Store When You Have Installed a

SHERER CLEAN FOOD COUNTER

COMPLETELY MANUFACTURED IN CANADA BY CANADIAN CRAFTSMEN FROM CANADIAN MATERIALS

SELL GOODS BY DISPLAY

Thirty or more lines are always before the eyes of your customers tempting them to buy, as they actually see the goods. One user said it was like putting thirty clerks to work showing goods—only he didn't pay them a cent in wages. That's what you can do—put thirty clerks to work for you—showing profitable goods.

STOP LOSS BY SPOILAGE

Every line in the thirty is tightly sealed against dust, dirt, vermin, mice—everything, including the nibblers—which cause you to lose many dollars in wastage every year. You can't afford to throw goods away any time, much less in these days of high prices. With a Sherer Clean Food Counter you can save what now you are wasting.

THEN THERE ARE OTHER GOOD REASONS.

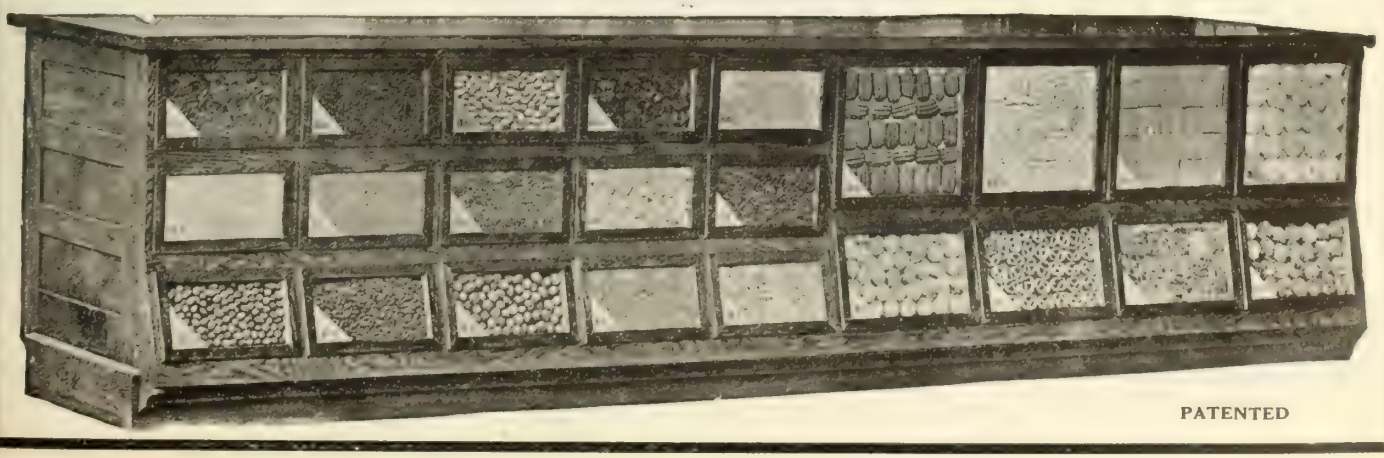
Think of the time you and your clerks will save by having thirty or more of your most rapidly moving lines concentrated in their thirty feet of space. Put your popular canned goods on the shelves behind your Sherer Counter and your scale on the counter and you'll increase the efficiency of every salesman at least 50 per cent.

Stop the shrinkage of dried fruits by showing them in a Sherer Counter. You are losing money every day you do not have a Sherer Counter in your store. You can make your Sherer Counter pay for itself out of its earnings. Write to-day, then, for Booklet 57, which tells you all about it. Stop losing—start saving—to-day.

SHERER-GILLETT COMPANY LTD.

Patentees and Manufacturers

SUFFOLK STREET GUELPH ONTARIO



PATENTED

Here's a Sign of Square Dealing

Why should you display this sign? Simply because your customers expect the assurance of correct weight that only this sign can give.

And your business needs its protection from overweight.

Interesting information will be sent without obligation.

Please write.

Canadian Toledo Scale Co., Limited

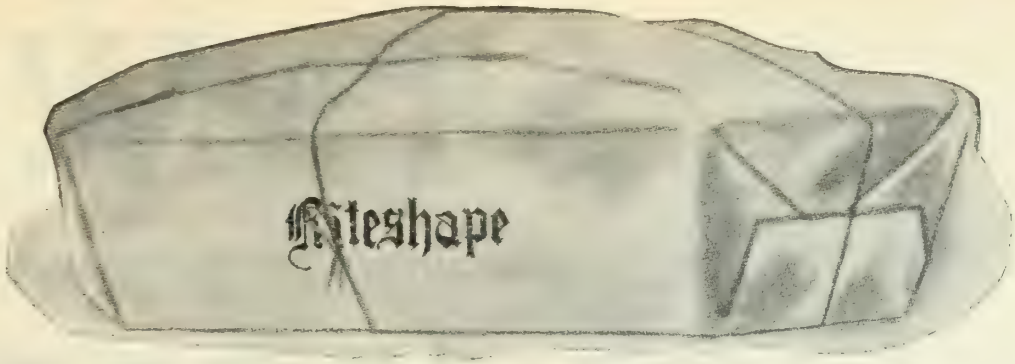
Windsor, Ontario

Offices and Service Stations in all Principal Cities:

— MADE IN CANADA —

TOLEDO SCALES

NO SPRINGS—HONEST WEIGHT



Neater Package—Less Paper and String

For Meats, Butter, Lard, Pickles, Etc.

The Riteshape saves you money and improves the service you give your customers whichever way you look at it. The Riteshape, with less paper and string, ties up into a neater package than any other. Besides this, it is odorless and non-absorbent. Made from thin slices of hard maple, all Riteshapes are carefully inspected, so that they reach you in good condition—every dish perfect—none to throw away.

Write for Samples and Prices

Victoria Paper and Twine Co., Limited

439-441 Wellington St. W., Toronto. **382 Notre Dame St. W., Montreal.**

Sole Canadian Distributors for the Oval Wood Dish Corporation, New York

Mr. RETAIL MERCHANT: Would You Like to Employ an Expert Bookkeeper at $10.00 a Month?

Without any further trouble on your part than making out your sales slip when your customer makes a purchase, would you like this bookkeeper—

I. To give your customer, with each purchase, without offending him, a statement of the full amount he owes you to date?

II. When a customer wishes to pay his account it gives you, within 30 seconds, a complete statement showing every item purchased?

III. To make you out a yearly statement of your affairs to conform to the requirements of the Dominion Income Tax Act within three hours after you have taken stock?

IV. After 15 months to continue to give you this service for nothing as long as you remain in business?

That is what the Barr Register will do. ***Write us and let us demonstrate.***

GEORGE LANE, Western Representative - 227-231 McDermot Avenue, Winnipeg, Man.

ST. WIL

GUARANTEED

Pure Jams and

IN FOUR POUND

PURE

Strawberry Jam

Raspberry Jam

ALL

ST. WILLIAMS
SIMCOE,

Selling

Langley, Harris
MONTREAL

LIAMS

GUARANTEED

Marmalade

GLASS JARS

PURE

Curling Brand

Orange Marmalade

Pineapple Marmalade

WINNERS

FRUIT PRESERVERS

ONTARIO

Agents

& Company, Limited.

TORONTO WINNIPEG

Now is the time to stock up with

CLUB HOUSE OLIVES

Warm weather always means big olive sales and now is the time to look over your stock and order a good supply of these popular high grade olives. **Club House Olives** represent the highest quality packed. They are large, carefully selected olives and their well known label needs no introduction to Canadian quality seekers. A good **Club House Olive** window at frequent intervals will bring you excellent profits. Try it out.

The Best Coffee the World Can Grow

RIDEAU HALL COFFEE

Rideau Hall Coffee is always popular wherever it is introduced. Its rich, full flavor and delicious aroma will bring you new customers and keep them coming. Try a sample order or write for list of our other lines.

GORMAN, ECKERT & CO., LTD.
LONDON, ONT.

Western Agents - Mason & Hickey, Winnipeg, Man.

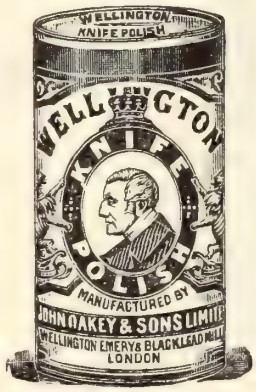
"MOHICAN" ADVERTISING BALLOONS
There is no surer way of getting your message or slogan right into the homes. Effective yet inexpensive. Trade marks, special designs and any wording can be imprinted.

EVANS & CO.
LIMITED

247 St. Paul St., W.,
MONTREAL

Their color delights the eye; their motion commands attention; their novelty appeals to young and old alike. Balloon advertising is the most direct route to the housewife.

Write for particulars of "Mohican" Counter Display Box, Assortment K, containing our three best 5c numbers. Quick sales—big profit—small investment.



OAKEY'S
"Wellington" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.I. Eng.

Agents:
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg Sankey & Manson, 839 Beatty Street, Vancouver, B. C.

Walter Woods Limited

WILLOW
CLOTHES
BASKETS

Hamilton - and - Winnipeg

Your Opportunity For Summer Trade.

REBUILD AND RE-ADJUST YOUR BUSINESS BY

Selling the Best Quality Lines Obtainable

PATRICO BRAND

Kipper Snacks

They are Fillets of the finest Herring.

This is a new line put up specially for us by the packers of our well known Crossed Fish Sardines. Send in a trial order today.

—H.P.—

THE ONE AND ONLY THICK SAUCE

During our present advertising campaign give H.P. a counter or window display. Your increased sales will make it worth while.

We also offer for your Fancy Trade—

Anchovies
Capers
California Fruits
Cherries in Maraschino
Gartons Cream Custard Powder
"Attex" Figs in Glass
Guava Jelly
Tuna Fish
La Perle Olive Oil

Write for Prices.

W. G. PATRICK & CO., Limited

Importers and Distributors

HALIFAX MONTREAL TORONTO WINNIPEG

Still the Strongest and Best ---and the Leading Seller

In grandmother's day the thrifty housewife preferred Cow Brand Baking Soda because its **greatest strength** made it more economical and more efficient. To-day this old established favorite is still the strongest and best and its sales records indicate that most women know it.

CHURCH & DWIGHT, LTD., Montreal

ENGLISH GELATINE

FOR ALL TRADES

DEGA
BRAND

GELATINE, SHEET
GELATINE, POWDER
GELATINE, THIN LEAF

Samples and Prices on Application.

CHAS. ZIMMERMANN & CO., LIMITED

33 St. Mary-at-Hill, London, E.C.3, Eng. *Cables:* ACIDOLAN, London

FIRST CLASS AGENTS REQUIRED-CORRESPONDENCE INVITED

Made in Canada

FLY TERROR

After years of experimenting, we have succeeded in manufacturing a product that will positively keep **Flies, Mosquitoes, etc., away.**

This preparation is in great demand by Hunters, Campers, Tourists, Fishermen, Surveyors' etc.

Order your supply NOW for the Spring and Summer Trade. A Big Seller—Showing a nice Profit.

Representatives Wanted

THE FLY TERROR MFG., "Regd."
7 NOTRE DAME SQUARE - - QUEBEC

Sells as freely as it Runs
Because week in, week out, the year through, striking advertisements impress its superfine qualities and suggestive name upon housewives everywhere.
SIFTO
TABLE SALT
FOR SHAKER USE
SIFTO SALT
and
Century Salt
Seasons all your Sales
CENTURY
TABLE SALT
THE DOMINION SALT CO
LIMITED
SARNIA ONTARIO
with the satisfaction which its sparkling whiteness and appetizing flavor give to your customers and the pleasure which regular profits bring to yourself.
DOMINION SALT CO. LIMITED
Sarnia - Ont.
116

7 Direct Lines Out of Stratford

Make It the Quickest Shipping Centre

We carry full lines of Staple Groceries, Foreign and Domestic Fruits in Season.

"Buy your fruits where you buy your groceries and your groceries where you buy your fruits"—***saving double freight and double cartage.***

Phones—Office 297 and 298, Residence 310, Shipping Room 256, Night Call 897.

James Lloyd & Son Box No. 266 **Stratford, Ont.**

You Can Increase Your Tea Sales

There are few things that a customer is more fastidious about than tea. She likes to be able to rely on a certain brand all the time. Change in quality annoys her and may mean the loss of a customer for you. The consistency of our blends is what builds up your tea trade. You can sell our blends in bulk under your own name, which means more prestige for your store.

FLOWERDALE

(Registered Brand)

A HIGH GRADE BLEND OF BULK TEA, THAT HAS ESTABLISHED ITSELF AS OUR BIGGEST SELLER, THROUGH ITS HIGH QUALITY.

R. B. HAYHOE & CO.

7 Front Street East, Toronto

"Meadow Cream" Sodas are always fresh and delicious

The wholesome flavor and oven-crispness of Meadow Cream Sodas will please your customers, Mr. Grocer, and our attractive moisture-proof and air-tight packages are excellent sellers.

Our newspaper advertising is boosting the sales.

Help us to help you increase your Soda-Biscuit Sales.

The W. J. Crothers Company, Limited

Kingston, Ontario

HIAWATHA

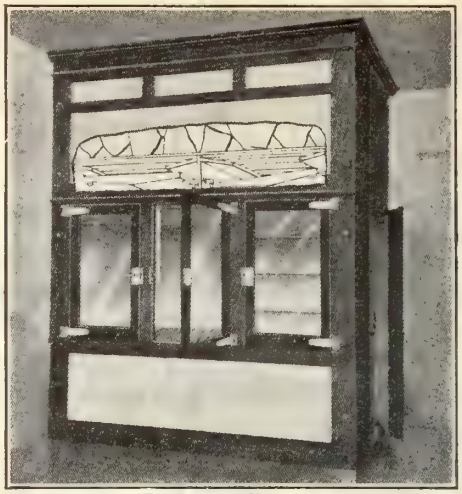
The name "Hiawatha" on a tin of apples means it contains only sound, selected fruit from the great orchards of Nova Scotia. We take special care in packing. This is indicated by the favor Hiawatha Brand gallon apples have met with in the critical Old Country market.

Pure Cider Vinegar

The same careful attention is given the manufacture of our high standard Pure Cider Vinegar. No fruit that has a blemish is used—only clean, sound apples are permitted to go through the cider mill. These two products will be found good money-makers by the Canadian grocery trade.

United Fruit Companies of Nova Scotia

Kentville **N. S.**



(Patent Applied For.)

There Are No Ice Box Troubles With This New Arctic

It has new patented ice box pans that can be swung over for easy cleaning, and removed completely if necessary. This is the best refrigerator ever made for butchers and provision merchants. Write for prices.

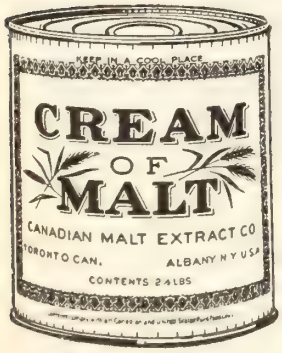
John Hillock & Co., Limited

Office and Factory
154 George Street, Toronto

Agencies:—E. L. Stailing, Granville St., Halifax; A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks Street, Ottawa; J. McMillan, 280 Main Street, Winnipeg; Western Butchers' Supply Company, Regina, Sask.

THE MALT OF A 100 SMILES

A SECRET WORTH LEARNING



Warm weather approaches.

Thirsts must be quenched.

After winter's hard struggle Health must be re-built.

People never have to be coaxed to buy CREAM OF MALT.

The oldest established Malt Extract in Canada.

Quality is the supreme test.

Brew your own.

Practise being happy.

Wholesale Distributors :

Perkins, Ince & Co., Groceries, Ltd.
H. P. Eckardt & Co.
Jas. Lumbers, Ltd.
Medland Bros.
Lumsden Bros.
John Garvey & Sons
Randall & Roos
T. Long & Bro., Ltd.
Parsons, Brown & Co.
Wholesale Groceries, Ltd.
Eby-Blain, Ltd.
John Sloan & Co., Ltd.
Sloan, Dickson & Bone, Ltd.
McPherson, Glassco Co.
M. Masuret & Co.
J. T. Festing & Sons
Hicks-Groom Co.
T. Kinnear & Co.

Reliable as the Sun. *Get the Best.*

CANADIAN MALT EXTRACT CO.
16 Pearl Street, Toronto, Ont.
Tel. Adelaide 3304.

"NONSUCH"

LILY WHITE Shoe Polish

(Liquid & Cake)

can be recommended as well as our other lines, as being the highest grade polish manufactured.

Quality always comes first.

Selling Agents for Manitoba, Saskatchewan and Alberta:
Stroyan, Dunwoody Co.,
Confederation Life Bldg., Winnipeg
Agents for British Columbia:
QUELCH & STERLING, Vancouver, B.C.

"Made in Canada"
By

The Nonsuch Mfg. Co.
Limited
TORONTO

SELL THE GRIMSBY LINE

All Grimsby Products are grown and packed right in the heart of the Niagara peninsula, well known as the Garden of Canada.

GRIMSBY PICKLE COMPANY, LIMITED

GRIMSBY ONTARIO

When Mrs._____ Knows—she can get a really fine TEA SET gratis through our new Bonus Coupon plan, particularly when the quality—as you know Mr. Grocer—of LANKA is unsurpassed—what ?

Why, She'll Buy LANKA

Buy it regularly and continuously. And that means big business and better profits for you.

It's Simply Up to You to Tell Her About it

Every package of LANKA which goes out now has a bonus coupon—applying on that tea-set—enclosed. If your earlier stock hasn't we'll be mighty glad to supply coupons to stick on the packages. Fill in and mail the coupon below: we'll gladly do the rest.

S. H. MOORE & COMPANY,
51 Wellington St. E., Toronto

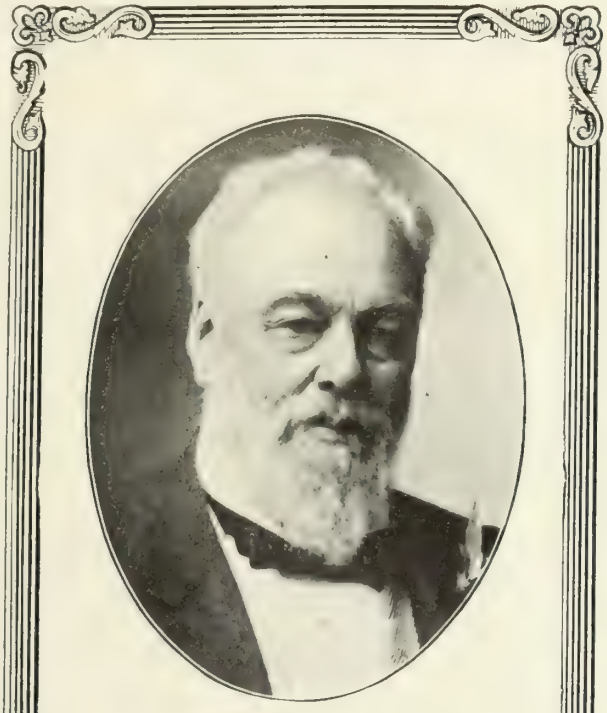
We have ..... pounds, ... half-pounds of LANKA Tea in stock, for which you will kindly send us the requisite Bonus Coupons.

Name . . . . .

Address . . . . .

. . . . . .

S. H. MOORE & COMPANY
GROCERY BROKERS
51 Wellington St. East
TORONTO



THE LATE WM. CHRISTIE

CHRISTIE, BROWN & Co., Ltd., had its inception in 1850 under the guidance of the late Wm. Christie, who laid as a foundation stone the principle of **quality first,** and upon this principle an international reputation of supremacy has been established for CHRISTIE'S

"BISCUITS of QUALITY"

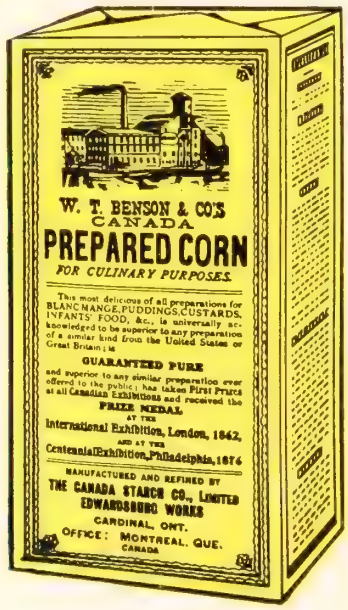
CHRISTIE, BROWN & CO.

LIMITED

TORONTO, CANADA

A SEXTETTE of SPEEDY,

"Quality" lines your customers



It certainly pays to display this line-up of well known quality lines on your counters and in your windows. Each one of them has proven a leader in its class, both in quality and sales, everywhere they have been introduced.

"Crown Brand" and "Lily White" Corn Syrups are now known in every household from Coast to Coast, as a spread for bread, toast, pancakes, and for baking, cooking and as an economical combination with sugar for preserving fruits.

Lassies, the latest member of this popular sextette is a most successful mixture of Molasses and Corn Syrup. It's a real "live" seller.

THE CANADA STARCH CO., LIMITED, MONTREAL

PROFITABLE SELLERS

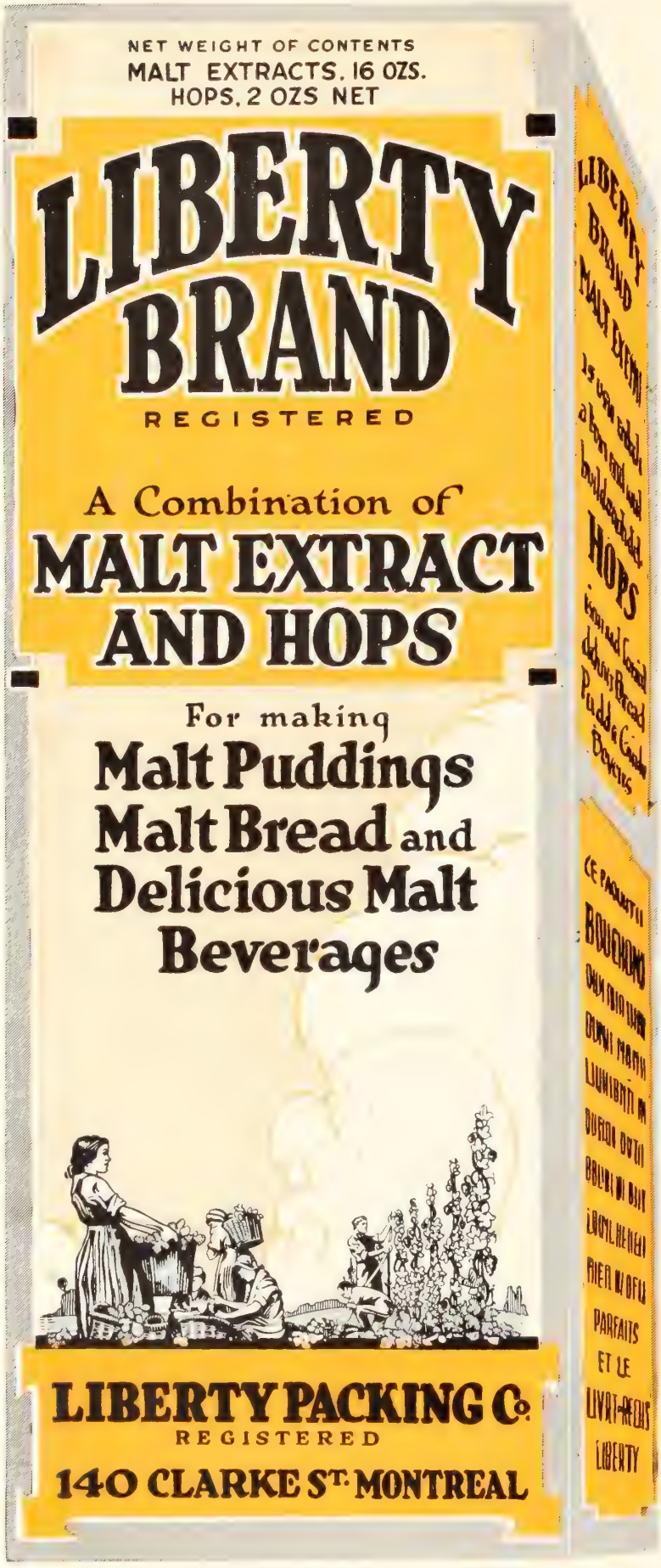
know and have confidence in.

Spring weather always brings a desire for lighter foods and dainty desserts. Corn Starch makes a surprising number of dainty wholesome desserts and dishes that are light and appetizing. A good stock of **Benson's Corn Starch** on your shelves will enable you to cater to your customers' requirements with maximum profit and satisfaction. Spring house-cleaning season is at hand and there will be many curtains to starch. A good window display of Laundry Starch will bring you many extra sales.

And don't forget that Springtime is Salad time. A good display of **Mazola,** the popular cooking and salad oil in your windows with your Spring fruits and vegetables will bring you double profits.

Get this line up of quality sellers on your shelves. Your wholesaler can supply you.

THE CANADA STARCH CO., LIMITED, MONTREAL


NET WEIGHT OF CONTENTS
MALT EXTRACTS. 16 OZS.
HOPS. 2 OZS NET
LIBERTY BRAND
REGISTERED
A Combination of
MALT EXTRACT AND HOPS
For making
Malt Puddings
Malt Bread and
Delicious Malt
Beverages
LIBERTY PACKING Co.
REGISTERED
140 CLARKE St. MONTREAL
LIBERTY BRAND MALT EXTRACT
HOPS
LIBERTY

LIBERTY PACKING Co.

REGISTERED
PACKERS OF LIBERTY BRAND
MALT EXTRACT & HOPS

140 CLARKE ST

MONTREAL
QUEBEC

May, 1922.

Dear Sir:

Three dollars a dozen – a quarter on every package – is what there is for you in the handling of Liberty Brand Malt Extract and Hops. We say "handling" because we will undertake to do the selling; – put it on your shelves and MOVE IT OFF.

During 1922, tons and tons of Liberty Brand are going to be sold in every dry province of Canada. It makes a delicious beverage – not an apology – and its sale and use is legal all over the country. Each package, besides the Malt Extract, contains patent corks for bottling and a little bag holding the hops – not extract – the hops themselves.

And, besides making an all satisfying, cheering and invigorating drink, Liberty Brand is Nature's own tonic for growing children and absolutely drugless. A huge quantity of it will be sold for this purpose alone, and still more for cooking uses. It is an important ingredient in Malt Loaf, Malt Pudding, Gingerbread and a hundred other things.

All of these uses we are going to advertise to your public in your own papers as soon as we have the necessary distribution. This is what we mean when we undertake to do the selling for you. Our money is not going to be wasted by half-doing the thing. Every one of your customers shall know every use of Liberty Brand, and for every package you pass over the counter (clean and easy to handle) you will make 25¢ and a friend who will only be too glad to come back to you.

Your own Wholesale Grocer can supply you.

Cordially yours,

LIBERTY PACKING CO., Reg'd.

Manager.

House Cleaning Calls

USE WITH WATER
On all Furniture except Fumed Oak. (See Directions)
O-Cedar Polish
REG CAN.PAT OFFICE
FOR CLEANING AND POLISHING
FURNITURE
PIANOS, MOTOR CARS
HARDWOOD FLOORS,
and for Renewing any Mop.
Restores the original brilliance by cleaning the surface — bringing out the color and grain beauty — giving a hard dry lustre—the beautiful effect so much desired. It is also excellent for dusting.
"Cleans as it Polishes"
One Gallon (Imperial Measure) Price $3.50
Manufactured and Guaranteed by
CHANNELL LIMITED, - - TORONTO, CANADA

for Quantity Sales of

O-Cedar Polish

ALWAYS saleable articles, always in steady demand, O-Cedar Products attain the zenith of their sales in May.

So important is O-Cedar Polish as an aid to Spring house-cleaning, that the up-to-date housewife would be as likely to attempt her annual clean-up without soap as she would be to start house-cleaning without a supply of O-Cedar.

This is the season your customers should be asked to buy O-Cedar Polish by the tin. Most women use enough of it at house-cleaning time to justify purchasing it in larger quantities. A bottle is not enough to last the average home through the house-cleaning period, and you can point out how much more economical it is to

"Purchase by the Tin"

Get the benefit of this big demand that comes in the Spring—display O-Cedar, together with O-Cedar signs and cards. Remind the women you have O-Cedar products—and this line—so splendidly advertised at this season and so fully appreciated by your customers—will practically sell itself.

RETAIL PRICES

O-Cedar Polish in bottles, 30c and 60c. In tins, $1.50, $2.50, $3.50

CHANNELL LIMITED, TORONTO

Every Grain

ROYAL ACADIA SUGAR

Pure Cane

The FAVOURITE SUGAR

For Every Sweetening Purpose

GRANULATED—
2 & 5 lb. Cartons
10 & 20 lb. Gunnies
100 lb. White Duck Bags
Icing, Powdered, Cut Loaf
Choice Yellows

Acadia Sugar Refining Co. Ltd.

MONTREAL ~ HALIFAX

CANADIAN GROCER

Vol. XXXVI. TORONTO, MAY 5, 1922 No. 18

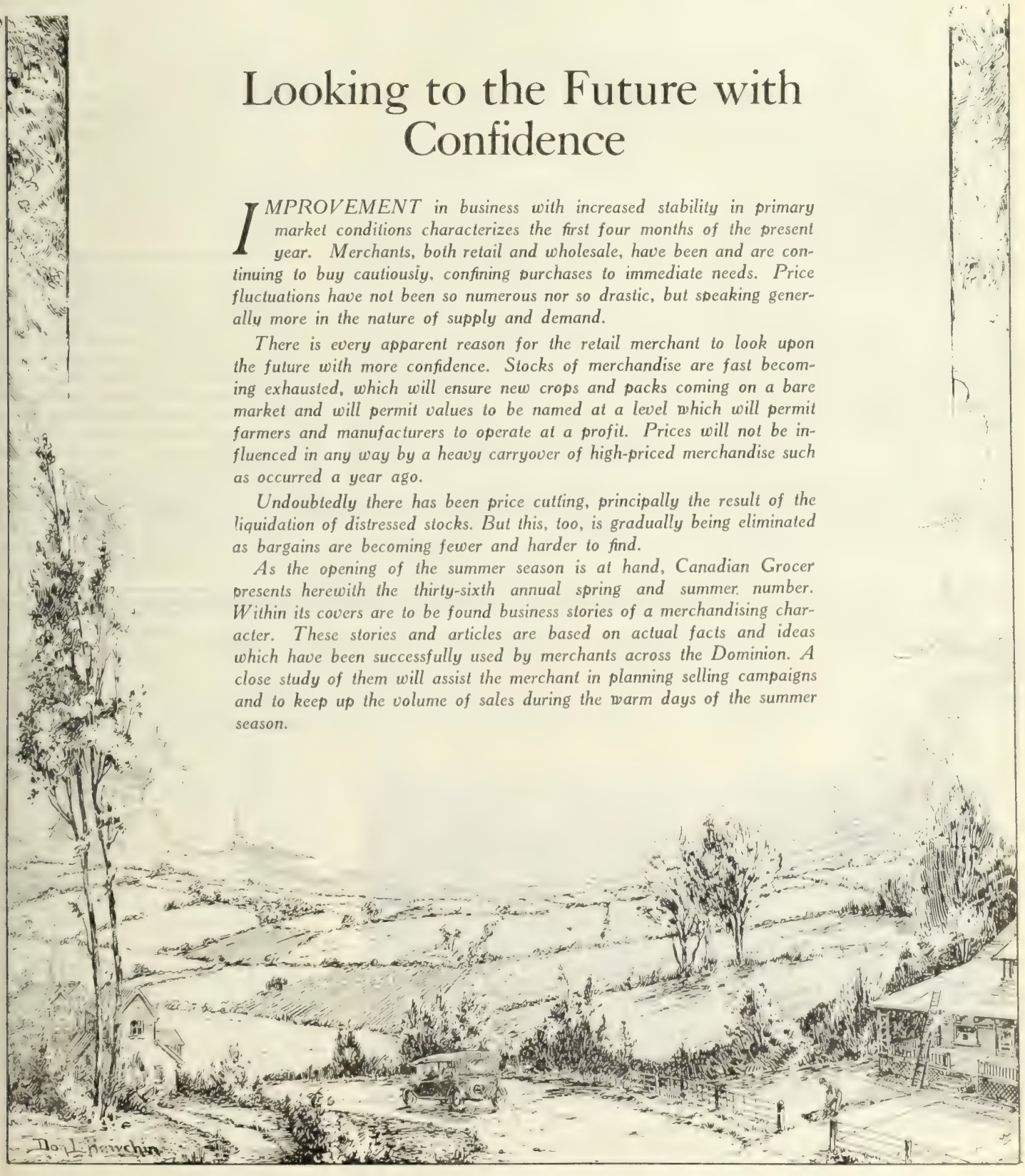
Looking to the Future with Confidence

IMPROVEMENT in business with increased stability in primary market conditions characterizes the first four months of the present year. Merchants, both retail and wholesale, have been and are continuing to buy cautiously, confining purchases to immediate needs. Price fluctuations have not been so numerous nor so drastic, but speaking generally more in the nature of supply and demand.

There is every apparent reason for the retail merchant to look upon the future with more confidence. Stocks of merchandise are fast becoming exhausted, which will ensure new crops and packs coming on a bare market and will permit values to be named at a level which will permit farmers and manufacturers to operate at a profit. Prices will not be influenced in any way by a heavy carryover of high-priced merchandise such as occurred a year ago.

Undoubtedly there has been price cutting, principally the result of the liquidation of distressed stocks. But this, too, is gradually being eliminated as bargains are becoming fewer and harder to find.

As the opening of the summer season is at hand, Canadian Grocer presents herewith the thirty-sixth annual spring and summer number. Within its covers are to be found business stories of a merchandising character. These stories and articles are based on actual facts and ideas which have been successfully used by merchants across the Dominion. A close study of them will assist the merchant in planning selling campaigns and to keep up the volume of sales during the warm days of the summer season.



"It is the Quick Turnover that Always Makes Money for the Grocer"

James Bros., Grocers at Biggar, Sask., Build up an Enormous Trade From a Very Small Beginning—Turnover Last Year Was in the Neighborhood of $194,000—Now Constructing a Larger Store

"IT IS NOT the profit that can be made on one line of goods, but it is the quick turnover that makes money for the grocer," remarked Mr. James of James Bros., grocers at Biggar, Sask. This business has grown from a very small beginning until the last year it was necessary to build a new store in order to accommodate the ever increasing trade. The new building has been constructed right alongside of the old one, and the accommodation that is now provided makes this store one of the finest in Western Canada.

The rise of the James boys in the business world of the West is an interesting story. Nine years ago these boys left a small town in Ontario near Ottawa, taking an excursion train to the West, with the result that they made Biggar, Saskatchewan, their destination. They went into the West with the express purpose of going into business, and consequently lost no time in building a store. They built it themselves. It was not long after their arrival in Biggar that they were occupying their new store and carrying on business. Their first stock was valued at four hundred dollars. "Last year our turnover was $194,000," remarked Mr. James, in contrasting the present condition of the business with the beginning.

Buying Right and Quick Turnovers

"We have worked hard to get where we are today," he continued, "but the effort has been worth while. We have built up a big business, and the secret of our success has been in buying right, and selling at one price, reasonable and fair to all. We have always made it a point not to carry any stock that could not be moved quickly. There is one thing that we insist upon and that is a quick turnover of all goods. We will not keep goods lying on the shelves for any length of time. Everything must be disposed of, within a reasonable period. We have found that it is the only way to conduct business successfully. We turn our stock at least once a month. Situated as we are in a farming community, we find it necessary to give credit, but we do not suffer in any way as a result. In the nine years that we have been doing a credit business, our losses because of inability to collect, have never been more than one half of one per cent. As far as we are concerned, we have no intention of adopting a cash and carry plan of doing business. It would not work out in our community, and we are quite satisfied with our present way of carrying on. We are not afraid to continue to give credit. We send our accounts out at regular intervals, some people getting theirs fortnightly, others monthly, and others a longer time."

Big Turnover in Fruits

James Bros. look upon fruit sales as the feature of their summer trade. Large quantities of fruits as they come on the market, are sold in this store every summer. From the time it starts to come in until the season ends, this firm is selling fruit. They buy all their fruits direct, getting a car lot at a time. "We have no difficulty in disposing of a car of fruit," Mr. James remarked. "Let the people know that you have it, and you will have no trouble selling it. Fruits represent a quick turnover and at the same time a very good margin of profit. We have worked up a big fruit business out here and must say that it is well worth while."

Supplying Steamships, Sailing Vessels with Groceries

SUPPLYING steamships and sailing vessels has been a feature of the grocery business of McAlary & Co., 34 Douglas Avenue, St. John, N. B. This firm has been in business for the past thirty-five years. "In the past four years we have supplied 187 steamships and barks," Mr. McAlary, manager of this store, told a representative of Canadian Grocer. "These boats are usually supplied monthly Others are away for longer intervals and consequently their buying is heavier. A great many of the boats we used to supply were lost in the war. It is now some years ago since we first realized what an opportunity there was for a grocer in going after this trade. I venture to say that we are among the first merchants doing the largest business of this kind in our city. Nothing but the best goods are bought for these vessels. Nothing of an inferior quality can be disposed of. After a boat has once been supplied, it is much easier to restock, but there is keen competition for this business and it will not come to the grocer, unless he goes after it."

Illustrating the store of McAlary and Co., St. John, N. B.—this firm specializes in supplying steamships and sailing vessels.

Largely a Credit Business

This firm caters to a splendid class of trade in St. John. "Our business is done largely on a credit plan," Mr. McAlary stated. "Many of our customers have dealt with us for years. We send our accounts out monthly always on the same date and our customers pay promptly. We do not have any difficulty in collections. Our losses as a result of giving credits are practically nil. I

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Selling Canned Goods by the Dozen

Montreal Grocer Gives Discount of Ten Per Cent. on All Sales of Canned Goods in Dozen Lots—Must Not Force Goods Upon a Customer—Housekeepers Use More When Supply on Hand is Larger

By Staff Correspondent Canadian Grocer

MONTREAL, Feb. 21.—In a prominent place in Grant's Grocery store 705 St. Catherine St. West, Montreal, there is a large sign which reads "Buy Your Canned Goods by the Dozen and Save 10 per cent." Each of the clerks has been instructed to feature this in their sales, at the same time being careful not to force an order on a customer or run any chances of overloading that customer with something that they cannot or will not use. Mr. Grant is firm on that one point, that in the endeavor to increase sales that goods should not be forced upon a customer. In speaking to a Canadian Grocer representative about this point, C. L. Grant said, "It is a bad thing to sell something to a customer that will stand on the pantry shelf for some time or to load them up with an order that will keep them out of the store too long a period. In that way sales are often lost, since every time a customer comes into the store they inevitably buy something that they had not calculated on buying. It is therefore a good plan to see that they come as often as possible to the store.

"At the same time, when a customer has a number of cans of goods in the house they are naturally going to use more than if they had to go out and buy a can every time they wanted one. We had this point illustrated to us in the sale of asparagus tips recently. We made a special sale of the line. Offered three cans for special price. We sold 45 cases but the effect did not stop there. Our sales in general increased. The people took home the extra cans. They had been looking upon the line as a delicacy before. With the three cans on the shelf it simply because a canned vegetable and they used more. Our sales in this line since that time have proven that the people are using more.

A Discount Pays

"Now we are offering a ten per cent. discount on all canned goods bought by the dozen, and it works splendidly. There are a few cases where it would be unwise to press or even suggest such a sale, for instance, to small families who could not readily use up that amount. But even in those cases we find it pays to make the special offer acceptable. On any canned goods bought by the dozen, we offer a ten per cent. discount on the retail price. For instance we will sell two cans of peas, two of tomatoes, two of corn, one of peaches, one of plums, two of pineapple and two of strawberries and give the discount on the total.

Where it Pays the Grocer

"The discount certainly pays us. When we are able to buy in larger quantities we can get a better price ourselves, particularly when we have the cash to do it. Then, two, we find that when the people buy in larger quantities they use more. In another way too it benefits. We are able to show the people that prices are coming down, that we are doing our best to bring down the cost of living and the public appreciate it. This idea cannot be overworked. Anything within reason that the grocer does to increase sales or his turnover will pay him well. Not only are we doing it with canned goods but with bottle goods too, we are going to make a special offer on quantity lots."

Display is Important in This Grocer's Trade

FROM THE accompanying photograph it will be at once evident to the reader that N. Trimble, the proprietor of this store at Evanson and Westminster avenue, Winnipeg, believes in a proper display of his stock. In conversation with a representative of Canadian Grocer, Mr. Trimble expressed his belief that attractive displays always meant an increased turnover. Mr. Trimble has been in business in Winnipeg since November first 1919, and in that period he states that his trade has steadily grown, until now it is of very gratifying proportions. Before starting in the West, he conducted a general store at Munster, Ont., for twelve years.

"We have a large store here," he told Canadian Grocer. "We have plenty of space for attractive displays of merchandise, and we pay a great deal of attention to the arrangement of goods, so as to make them as inviting as possible. Coupled with interior displays we also use our windows to advantage, and show something that we want to get moving. We change our window frequently. It is always an aid to an increased turnover of the particular line displayed."

Mr. Trimble conducts his grocery business on a credit basis. He gives the service of delivery, and it is on the principle of giving the very best service possible that he has built and is still expanding his trade. It is his opinion that the great majority of people like their goods delivered to them, and to many the service of credit is just a matter of convenience. His losses as a result of giving credit are the very minimum.

This store is splendidly equipped, as will be seen from the accompanying picture, equipment that facilitates service, and renders it not only easier to serve people but to keep goods in the very best condition.

Showing the attractive interior of the store of N. Trimble at Winnipeg. Attractive interior displays are part of the policy of this merchant.

Keeps Waiting Customers in Happy Frame of Mind with Music and Saves Expense of Extra Help

Store of People's Providers, Ltd., in New Westminster, B. C., is Unique Establishment—Has Lunch Room, Also Rest Parlor for the Ladies—Is Now Operating a Grocery on Wheels That Carries All the Time a $1,500 Stock of Groceries—Has Everything the Store Has

By Staff Correspondent Canadian Grocer

NEW Westminster, B. C.—As a grocery store, the People's Providers is one of the largest on the Coast. The store extends right from Columbia Avenue through to the next street, Front Street, with a width of about fifty feet. As Front Street is one floor lower than Columbia, the Front Street entrance serves as a receiving and shipping door for the basement which runs the full length of the store and is used as a warehouse for grain, flour, feed and other heavy commodities.

On the main floor, at the Columbia Street level, are grocery, fresh meat, cured meat, fresh fish, and delicatessen departments. A gallery extends over the rear half of the store, and accommodates the office, a lunch room, and rest room for ladies. At this lunch room about fifty girl students from the "tec" and high school sit down every day to have their lunch. They are made very welcome. They are not under any obligation to so much as buy a cup of coffee unless they wish. And when they have finished their lunch they may amuse themselves. A dainty sitting room with mirrors, running water, etc. for the benefit of the women shoppers is another feature.

An Orchestra Saturdays.

On Saturdays from 7 till 9.30 a small orchestra plays on the balcony. According to Mr. Rattray, this music saves the store some wages for extra help. "If it were not for the music, many of the immense crowd that enters the store on Saturday night would become impatient and leave, unless we hired extra help for those hours. As it is, they see that all the salesmen and salesgirls are working as hard as they can, and as it is pleasant to listen to the music, they are content to await their turn."

Utilizing Wall Space

Another modern feature of this store is the manner in which the high wall spaces have been used to beautify the store as well as sell the goods. The ceiling of the store is very high, which makes the space on the walls above the shelving unusually large. Space along one wall has been allotted to various manufacturers. One tea company's gardens are represented in one space. One local soap manufacturer has another. A B. C. pickle manufacturer has the banks of the Fraser River depicted, with fields of "cukes" and onions in the foreground. A national flour miller has a splendid farm scene with threshing in operation depicted as an incident in the manufacture of his particular flour.

These large paintings were done by a local scenic artist, and they contribute a very bright and attractive note to the appearance of the grocery store. There is still space of about one hundred feet on one wall and Mr. Rattray is making arrangements with several other manufacturers who want to advertise in the store. Mr. Rattray's lease is for five years, and he undertakes to leave the paintings up during that time.

All along the top of the shelves are cards as used in the street cars, which serve to promote the sale of dozens of the articles on the shelves.

The most outstanding departure from the usual methods of extending the store's trade is undoubtedly the "grocery on wheels" which is operated as an "extension department" of the People's Providers. This truck, fitted up as a small grocery shop, covers the various suburbs of New Westminster according to a publicly posted schedule and sells any and everyline that the main store sells, right at the householder's door.

When this nomadic cash and carry store approaches a neighborhood the whole district is apprised of this fact musically. On the exhaust of the truck is a set of pipes operated from the driver's seat, on which can be played many distinctive calls and simple tunes. It is

(Continued on next page)

"Public Wants More Service Than the Cash and Carry Plan Provides"

"THERE are great changes under way in the grocery business." So stated N. S. Rattray, the manager of the People's Providers, New Westminster, B.C. "I do not believe that the cash and carry business will persist. We operated on that plan for two years, and our observations agree with our own experience, that what the public wants is more service than the cash and carry plan provides for.

"I believe that the grocery retailing method that will be the thing in the coming months and years is cash and delivery chain stores in centres of dense population and, linked up with them, 'Groceries on Wheels' serving the suburban and rural districts.

"Our experience in New Westminster showed us that the customers need and wish delivery. When we maintained a strict policy of 'no delivery' we found our best and most desirable customers going to the service stores for their flour, sugar, etc., in order to have them delivered. Each time this happened our hold on the balance of their trade was jeopardized. A year ago now, we arranged for delivery on the following basis—a parcel or order of groceries is delivered to any point in the city of New Westminster for 10c. We pay an independent delivery man 25c an order. In other words, our patrons may have any purchase delivered at their homes, and we will pay the big share of the cost of this service. It works out splendidly. It cuts out the little trivial deliveries that are the bane of most grocers' lives, and has the effect of making the customer make most of her purchases here, to have all the packages delivered at the one cost."

Every selling effort that is worth while is carried out in the store of the People's Providers at New Westminster, B. C., the interior of which is illustrated above. Facilities for showing goods to the best possible advantage, it will be noted, are everywhere apparent.

"Leaders" Arouse Interest and Help to Increase Turnover

A. F. Fishman, Halifax, N. S., Takes Over Business That is Badly Run Down and Puts New Life Into it—Advertising Has Been Important Factor in Stimulating Sales

HALIFAX, N. S.—"If a man can sell something that is intangible surely he can sell groceries that a person can see when buying," is the argument of A. F. Fishman, one time insurance agent in Halifax, N. S. It was with this idea in mind that Mr. Fishman resigned his position that was paying him a good salary to take over a grocery busness in one of the poorer sections of the city. The store that Mr. Fishman now operates was formerly conducted by a man who paid absolutely no attention to the store, and as a result, was selling the magnificent amount of thirty to forty dollars worth of goods per week. On the day preceding Christmas 1920, the gross sales for the day were seventy cents. This is an example of what had to be overcome before the business could be made a success.

This store is located on the corner of Gerish and Creighton streets in Halifax, and within fifty yards of the store there are four other grocery stores. At the time of this interview, Mr. Fishman had been in business less than ten months and yet had built this business up from a complete wreck to weekly sales of six hundred dollars.

Does Not Want Credit Business

"If I wanted to give credit I could add one thousand dollars per week to my sales," said this man, "but that kind of business is not wanted in this store. When we order goods we are expected to pay for them in a reasonable time and when due, but in giving credit to your customers you get paid for them when they feel like doing so and many times you don't get it at all. The only kind of business that pays is that which you are paid for and I would much rather have a smaller turnover and get my money than do big business and have to worry continually as to whether I was going to have enough money to pay my bills. This has been the policy of the store and there has been no breaking away from it."

The first thing Mr. Fishman did when he took over the store was to start advertising. He uses hand bills and has found that they have been very effective. The bills are arranged in an attractive manner and each week there is offered some "special" that will be sure to interest the people. This man is a great believer in offering leaders for the week-end.

Children are accorded every courtesy in this store, and parents send them frequently to do their shopping.

As the hand bills have a wide circulation there are a number of people who are too far away to come for their goods, but call by telephone and have them sent. The telephone trade is being invited by the store and it is steadily increasing. This is a better class of trade and the people want better goods and are willing to pay for them.

As a result of a try-out, all goods on the shelves are now price marked, and the system is working well. The people do not have to ask the price of anything they are interested in, and there is only one price to all.

The first grocery store on wheels at the Coast.

KEEPS WAITING CUSTOMERS

Continued from previous page

stated that this musical signal can be heard for a mile. A complete refrigerator is incorporated in the truck. All bulk goods are carried already weighed up and parceled in convenient quantities but a full range of branded goods is carried. "With this kind of a store we cannot afford to let the public think that our assortment is limited," said Mr. Rattray. "The cash customer expects exactly what he asked for, and as far as we can manage it, we aim to give him exactly that.

"The store staff utilizes many minutes that would be wasted, by preparing the packages for the truck in advance. A fifteen hundred dollar stock of groceries is carried in the truck all the time."

GAINING GOOD-WILL

A merchant who realizes the value of catering to all juvenile customers, provides small-change envelopes. He has a supply of these envelopes—in size like pay envelopes. On the front he has printed the name of his store, Whenever young children make purchases which require the return of change he inserts this loose change in one of the envelopes and in this way serves his customers a good turn—and incidentally advertises his store.

The Summer Tourist is a Free Spender

Many Grocers Situated in Lake and Country Regions Look Upon Tourist Trade in the Summer as a Big Opportunity to Increase Turnover—The Adams Grocery, Ltd., Lindsay, Serves a Large Colony in the Kawartha District

FOR THE grocer who is situated in a lake region adjacent to a summer resort colony, there is no better way to stimulate summer trade than to go after the business of the cottager and the camper, spending their vacation in some one or other of Canada's numerous watering places. Canadian Grocer has from time to time told of the enterprise of various merchants who have realized a big turnover in business of this kind. Wm. Hanna and Sons from their store at Port Carling, Ont., cover in a big way the summer residents in the Muskoka chain, with their two supply boats fitted out as completely as any grocery and provision store. These boats calling at the various islands bring to the residents everything that a modern grocery provides. Peter Hutchinson, of Bracebridge, serves summer cottagers too in the Muskoka region. He reaches them chiefly by means of the telephone, and on one Friday night alone he has sold as much as eleven hundred dollars' worth of groceries over the telephone. W. E. Preston Co., Ltd., of Midland, Ont., send out a supply boat from there every day serving the summer colony in the Georgian Bay district. Many other grocers in many other parts of the Dominion could be cited, who look at trade of this kind as a feature of their summer business.

Is A Good Spender

The tourist on his summer vacation whether at his cottage in his own favorite lake region, or a canoe trip, a motor trip, a camping and fishing expedition, is a good spender, buying his supplies with a fair amount of abandon. It is the grocer's opportunity to give him service, to provide him with those commodities that have a particular appeal on an outing of this kind.

The Adams Grocery, Ltd., of Lindsay, Ont., serves a large summer colony at Sturgeon Point and at Pleasant Point, two places that are very popular in the summer months. These resorts are situated in the Kawartha Lake region and are not far distant by boat from Lindsay. The summer population of Sturgeon Point numbers about 800 and at Pleasant Point around 400. Other nearby resorts are Greenhurst and Thurstoria. Many Torontonians summer at these places. There is also a great influx of American visitors.

Boat Service Helps Trade

"There is a splendid boat service to these places," J. E. Adams of this firm told a representative of Canadian Grocer on the occasion of a recent visit. "Thus it is an easy matter to deliver goods to these summer residents. The boats make two trips daily and in the busiest season there are three trips. Our opening orders for people at the beginning of the season are on a large scale. By giving service and attention to the resorters we aim to maintain a continuance of these orders throughout the summer. Many of the cottagers at Sturgeon Point now have telephones. Orders are phoned into us and we deliver the goods to the boats and the boat is met by the customers. I myself live at Pleasant Point and each day when I come in to business, I bring a number of orders, that are filled and returned on the boats."

Big Turnover in July and August

Discussing this summer business, Mr. Adams remarked that it is well worth while. This store turned over more than thirteen thousand dollars' worth of goods in both July and August of last year. This was somewhat lower as compared with the same months in the preceding year, but this, Mr. Adams stated, was due to the declines that have taken place in prices, rather than to any decrease in volume.

Buys A Good Class of Goods

"The summer cottager at the lakes buys a good class of goods," Mr. Adams stated. "Jams sell well with us during the summer season, particularly with this trade. The better grades of canned goods, olives and foods that are easily and quickly prepared, sell well. Of course the tourist season is a good time to push the sale of picnic lines. Our town is a good picnic centre, and our people are constantly taking little picnic trips either by boat or car, during the summer months. Last summer one line that we sold a great deal of with the summer residents was grape juice. Our turnover in this article was greater than ever before, and largely because we put selling effort behind it, suggesting it to the visiting tourists."

Service To The Customer

In developing a summer trade with the lake residents, Mr. Adams pointed out that one of the chief factors contributing to its success, is that of service to the customer. The tourist appreciates any little attention in the way of looking after his order, care in packing it, willingness to secure something asked for, but which may not be in stock at the time requested. "A great many of our customers write us from Toronto, or from whatever city where they may happen to live," Mr. Adams continued, "at the beginning of the season, giving us their opening order, and asking us to have it ready for them on the day of their arrival. We have customers who have followed this plan season after season. Attention to orders of this kind has meant much to the maintenance of this business, and also to the growth of it. Customers tell their friends about the service at our store, and after all, in trade such as this, a satisfied client telling her friends is our best investment."

Forgetfulness

Diner—"Where's my change?"

Waiter—"Dar ain't no change; dat's mah tip."

"But I didn't tell you you could have it."

"Oh, dat's all right, boss. Ah's fo'-getful mahself sometimes."

The store of the J. E. Adams Grocery Ltd., as illustrated here is replete with equipment that makes for quick and convenient service.

This store is doing a business averaging $11,000 per month and in the summer it goes higher as a result of summer resort trade.

Has Turnover of $11,000 Per Month

Must Sell Goods and Sell All the Time in Order to Get the Turnover—Clerks Must Get Behind the Goods and Sell Them to the Trade—Farm Customers Buy in Large Quantities

WITH a turnover averaging around eleven thousand dollars every month, and in the summer months running into much higher figures, the Adams Grocery, Ltd., Lindsay, Ont., is selling goods and selling all the time. Located on Kent Street, the main thoroughfare of this thriving little town, this grocery which is a combined grocery and meat business, occupies a splendid position by way of getting the people in the shopping centre. Having a large staff of clerks they are busy all the time, doing something more than merely taking orders. The grocery windows too are made to show results combined with the selling efforts of the clerks.

A Heavy Farm Trade

"Our business is very good at the present time," J. E. Adams told the representative of Canadian Grocer. "The last two Saturdays have been the heaviest for a long time. We have a very heavy agricultural trade here, as well as a good town business. We give the service of both delivery and credit, but taken as a whole our credit business is all good. With our farm customers we sell in large quantities, and aim to do so. It is not an infrequent occurrence with us to sell a farmer 500 lbs of sugar at one time or 500 lbs. of flour. But the special lines in the grocery trade sell better with the townspeople."

Introduces New Lines

Discussing the question of introducing new lines, Mr. Adams told Canadian Grocer that provided they were convinced that a new article on the market was sufficiently worth while and of proved quality, they did not mind getting behind it with real selling effort. "But the article must have merit before we will recommend it," Mr. Adams declared. "Recently a new washing powder came on the market. It is a good thing, and we got behind it, when we first stocked it. It has taken well with our customers and we are getting repeat business on it all the time now. Just the other day one of our customers brought into me an empty can that had contained a certain brand of table cream. She stated that a friend in the city had sent her a tin of it to try. She liked it and wanted to get some more. We have never had it, but will endeavor to get it on this customer's recommendation. We will then suggest it to other customers, and create a demand for it. It should be a good line to sell in the summer months.

100 Cans of Prepared Milk at a Time

"We sell a good deal of canned milk and cream in this store. While we had not this one line that the woman requested we have other brands that sell well with us. We have one customer who buys one hundred cans of prepared milk at a time."

At the time of the visit of the Canadian Grocer representative the Adams Grocery, Ltd., was showing a certain brand of canned pineapple. A lot of it was piled on the counter, and the clerks were suggesting it to customers. "We have been selling quite a lot of it the past few days," one of the clerks told the Grocer, "and we are going to keep right at it until we clean it all up."

Coffee sales run into good figures in the course of a year at the Adams Grocery. "An electric coffee mill certainly increases one's turnover in coffee," Mr. Adams remarked. "Our coffee sales run a little better than fifty pounds a week. We consider this very good in a town of this size. We grind the coffee as the customer orders it, and we think this is an advantage that helps the sale."

Labor Saving Equipment

In the way of equipment the Adams store has all the devices for facilitating service to customers, as well as saving the time of the clerks. Dust proof pivoted bins, computing scales conveniently situated, showcases, all contribute to the splendid equipment of this store. "We have had these patented bins now for some years," Mr. Adams stated. "We would not be without them. They keep stock in the very best sanitary condition, always clean and fresh. From the standpoint of display they are also valuable, and add to the attractiveness of the store."

EXPORTS OF COCOA FROM BAHIA

Shipments of cocoa from Bahia, Brazil, for 1921 amounted to 672,200 bags of 132 pounds each, as compared with 144,900 bags during 1920 and 822,600 bags during 1919. The United States, the principal buyer, took 305,100 bags of the 1921 crop, against 402,200 bags in 1920 and 26,900 bags in 1919. Germany, the chief distributing point in Europe for Bahia cocoa, was second, with 159,700 bags, against 106,200 bags in 1920 and 2,500 bags in 1919.

"Summer Campers Buy Only the Best"

Grocers in Lakefield, Ont., Find Their Biggest Turnover in Jams and Some Lines of Canned Goods in the Summer When the Tourist Season is in Full Swing—Opening Orders for Cottagers Are Substantial Accounts

"WE HAVE been filling orders for summer residents on the Kawartha Lakes for the past eighteen years," P. Spence of Spence and Sons, grocers at Lakefield, Ont., told Canadian Grocer recently. "Some of these people have been sending us their orders every year during all that time. They write ahead telling us when they plan to come through, and we have their orders filled and at the boat for them.

"A number of these summer residents deal with us throughout the season, and we send up their orders on the boats, but of course the stores at various points on the lakes are more convenient and supplies are wanted in a hurry. However the boat service is very good, and orders sent down in the morning can be delivered in the afternoon. Very frequently they are telephoned in to be delivered to a certain boat. We fill a great many orders in this way. This business is all good and orders are substantial, some of them running up as high as thirty dollars. As a rule the opening orders range between twenty and thirty dollars."

Spence and Sons have a grocery business with an annual turnover of around sixty thousand dollars. This firm carries a stock of between six and seven thousand dollars. "We turn our stock about ten times a year," continued Mr. Spence. "We aim to carry only the best goods on the market. It used to be, in jams for instance, that we could sell the compound varieties, but we can't any more. People want the pure jams. Our biggest turnover in jams is during the summer season. We sell a lot of it to the cottagers at the lakes. They are our best customers for jams. In a village such as this most of the people in it as well as in the farming communities, preserve their own supply of fruits and jams, so the demand for jams is not so great with us as with grocers in larger places. However we dispose of a good deal of it to the tourists, and they all want the best."

Marmalade or Jam In Every Order

Discussing an opening order for the summer tourists, Mr. Spence remarked that in addition to the regular list of staples required, it would be an unusual order that did not include a jar or two of marmalade or jam. Canned goods in case lots sell well with this class of trade, and canned beans have a particularly heavy inquiry from camping parties as well as the cottagers."

Good Trade In Candies and Tobaccos

A feature of Spence & Sons' business is the trade they have built up for candies and tobaccos. "We carry a high-grade chocolate, and the demand for the same is good at all times," Mr. Spence stated. "Our sales average about 100 pounds in six weeks. These are bulk chocolates of course, and in addition we sell a number of the boxes. In tobaccos our turnover runs about $150. per month. We buy tobaccos in such a way as to take advantage of all discounts. We believe this is the only profitable way to make a tobacco trade worth while. Both candies and tobaccos are good sidelines for a grocer, and can be made to show a very fair profit."

"This is a thing that has saved us a lot of work," remarked Mr. Spence as he placed some accounts in an account register, on the end of the counter. "We have had this account register for some time, and it certainly has been a great labor-saver for us. It simplifies the keeping of accounts, and we would not now be without it."

"A Dozen Tins of Pork and Beans"

"In practically all campers' and tourists' orders there is an item that reads 'a dozen tins of pork and beans' and sometimes more," stated J. A. Porter of Lakefield, Ont., in discussing his summer trade. He sells a lot of merchandise of this kind to people at the lakes. "In fact canned goods of all kinds sell well in the summer to the campers and cottagers," he continued. "Here is a line of coffee," he added, as he lifted a tin of it, "that we sold a great deal of last summer. It seemed to take particularly well with the people at the lakes. Canned milk sells very well here too. Our sales of jams to the people in our villages are not heavy, but we have disposed of a fairly heavy supply to lumber camps during the past winter. We will sell a fair amount of jam too in the summer with the campers at the lakes."

The Best Seller

Pointing to a certain brand of peanut butter on the counter, Mr. Porter remarked, "That peanut butter is the best seller with us. We get repeat business on it all the time, and our people it seems will not have any other. It has a flavor all its own."

Mr. Porter has a bakery in connection with his store, and makes all the bread, cakes and other confectionery of this kind that he sells. He does the chief trade in these lines in Lakefield, and this fact is a stimulus to his grocery trade as well.

SOUR ORANGE CROP OF SPAIN

The 1921-22 crop of sour oranges in the provinces of Seville and Cordoba will be some 220,000 half chests (a half chest contains 143 pounds of fruit). About 160,000 half chests will be exported. Part of the fruit not shipped will be used in the local manufacture of orange pulp. Most of the oranges exported from Seville go to England where they are made into marmalade, but the price of sugar in that country has been so unstable that British importers did not make large purchases of oranges this season. Very few fresh oranges are shipped to the United States but the American demand for orange pulp in 10-pound tins is greatly increasing.

A realistic display of soft drinks can be arranged in this way. Most of the window space is occupied by large baskets of fresh fruits. Directly in front of each basket is a smaller basket filled with soft drinks and non-intoxicating wines, made from fruit represented in the neighboring basket.

Sells 1,000 Gallons of Gasoline Monthly

Merchant in a Country Store Has Gasoline Pump and Finds it is Profitable in the Summer Months—Motorists Stopping to Replenish "Gas" Buy Other Lines as Well—Sells Ice Cream and Soft Drinks

GROCERS and general store merchants situated in country places are finding it profitable to sell gasoline. The number of merchants who have installed gasoline pumps in front of their stores is increasing. The motorist travelling through the country is pretty sure to have to replenish his supply at some stage of the journey and the country grocer realizing that fact is making money out of it.

Frank Magee with a general store at Fowler's Corners has a gasoline pump, and last summer sold on an average one thousand gallons of gasoline each month for a period of five months. Fowler's Corners by the way is really only the crossroads, and has not reached the status of even a village. Mr. Magee's store is situated half way between Peterborough and Omemee, on the road to Lindsay. It is located on a much travelled road, particularly in the summer months, for the reason that tourists motoring to Pidgeon and Sturgeon Lakes travel this way. These lakes are part of the Kawartha chain and are very popular with people from Toronto and American cities. Realizing the possibilities of selling gasoline to the hundreds of motorists who pass this way, Mr Magee's predecessor in business installed the gasoline pump and tank. Mr. Magee took over the business a year ago, and last summer was more than gratified with the sale of gasoline. "While we are situated fairly near the larger centres, we felt we sold a very fair amount of gasoline last year," Mr. Magee remarked to a representative of Canadian Grocer. "I think the average motorist appreciates the fact that he can replenish his tank at a wayside store such as this, as very often he does not think of gasoline until he is almost out of it. It does not entail much added labor on the part of the merchant, while it attracts people who usually make other purchases when stopping to get more "fuel." In this section of the country a great many of the farmers now have their own cars. Knowing that they can buy their gasoline here, they very frequently buy their groceries too. In fact one of the chief advantages of having a pump, is that it usually sells more than gasoline.

The gasoline pump in front of this grocery store is not only profitable for the grocer but provides a real service in the country to the motorist.

Sells Ice Cream and Soft Drinks

"Last summer motor parties passing this way very frequently stopped whether wanting "gas" or not. We sold ice cream and soft drinks during the summer months, and our store was a convenient place to stop for a cool drink or ice cream cone. All our ice cream is sold in cones practically. Our sales of ice cream and soft drinks are a feature of our trade in the summer, and people in cars are our chief customers. Chocolate bars we also find are a popular sale with the motorists."

A Camping Ground Nearby

Pigeon River is not far from where Mr. Magee's store is located. This river the past few summers has become popular with a number of people who motor there to camp. In fact it is reached only by motor car or horse and vehicle. Last summer, Mr. Magee stated, there was quite a number of campers who spent their holidays on the banks of this river. They drove in from Peterborough and some came from Toronto. On their way through they purchased considerable of their supplies at Mr. Magee's store. "We intend to go after this trade again this summer, and knowing something of the lines that appeal to campers, from our experience of last year, we will be able to render even better service than before. It is business well worth cultivating, and the campers finding that they can purchase their supplies near at hand, appreciate this fact, provided they can get the things they want. We are going to aim to give them that service which we believe will bring them to our store, and which will save them the trouble and inconvenience of going farther away for their "eats."

Suggesting Other Lines

"These campers who chiefly come in cars buy their gasoline at our pump. It is in suggesting groceries and other supplies to them, that we have gained their trade. The number of campers is not large but the trade is worth while, and the number that comes will grow from year to year. One friend tells another."

Mr. Magee's store is situated in the centre of a prosperous farming community, and of course the bulk of his trade is with the farmers. In this connection he does not wait for business to come to him, even though he is in the country. He has two trucks, and is able to give the service of delivery where it is necessary, and to go after orders as well. He maintains his stock in good supply at all times, enabling him to give his customers the goods they want, or if not just what they ask for, something just as good.

Regains Lost Coffee Trade and Creates A Bigger Demand Than Ever

Merchant Who Finds His Coffee Sales Are Slipping Away From Him Adopts Methods That Mean An Increased Turnover and a Reputation for Good Coffee That Means Profit Well Worth While

MANY merchants have found that by putting a little extra effort into selling, or by adopting a different method of selling, that often a line which has been lying dormant and sales have been dragging along more or less indifferently for several months and even years, have pulled that line or article out of a rut and eventually made their store headquarters for that particular article. Not only that, but the merchant by so putting a little more energy into the otherwise indifferent seller has got more fun out of the business and incidentally built for himself a reputation in his neighborhood for selling a very fine article.

Take coffee for instance. every merchant sells more, some less, but as Canadians are not heavy drinkers of coffee and as the natural tendency for many people is simply to drink coffee occasionally, some merchants have got into the habit of letting coffee go by the board. Now the study of coffee is one of the most interesting subjects, and the merchants who are building a big trade for this line are in a position to do so simply because they are putting a lot of thought and study into the game. The flavor, freshness and method of grinding are the three principal things that are constantly being watched. Then, too, they are everlastingly suggesting it to their customers, by advertising in the daily papers, selling talks over the counter and some have even found it profitable to place the coffee mill in the window, allowing the odor of the freshly ground coffee to permeate the air of the store, and a whiff of which caught by the passerby on the street is enough to tantalize the appetite, and cause him to drop into the store for "some of the same."

How these merchants have first started to build a profitable business for coffee, are all interesting stories and none perhaps more so, than Robert Kirby's of Sarnia, Ont.

A few months ago Mr. Kirby came to the conclusion that the little coffee trade he had was slowly dropping away. He was selling, what he thought, a pretty good quality which was being ground as sold, which in the ordinary working of things should have given satisfaction. Now Mr. Kirby is a sound believer in female clerks, and he is certainly to be congratulated upon the efficient staff he maintains. But there was one place wherein the ladies fell down, and that was in the grinding of the coffee. Sometimes this coffee reached the customer, very often in a "cracked condition" instead of in small evenly ground or pulverized particles which in itself is really part of the building of a coffee trade.

Now the lady clerks were not wholly to blame for this condition of affairs, because Mr. Kirby had an antiquated hand mill which he had purchased some ten years ago for the munificent sum of ten dollars. To operate this mill required much muscle and who could blame anyone from shirking such a job if it was at all possible?

Instals an Electric Mill

The first thing then was to get rid of this antiquarian, which Mr. Kirby proceeded to do. He installed an electric mill, which by a simple turn of a button and a twist of another he was able to grind the coffee coarse, fine or pulverized according to the desire of the customer, and while the coffee was grinding, not by man power but by the energy produced by the "white coal," he was in a position to give his entire attention to the customer, serving more promptly and leaving more time to be devoted to the selling of other articles.

The next thing was to select a blend of coffee which would give satisfaction and then plan an advertising campaign, to create a demand for his coffee, all of which Mr. Kirby proceeded to do. The first was done by careful testing of several blends until one was decided upon for flavor and which Mr. Kirby was convinced would give entire satisfaction. An advertising campaign was planned and in this instance it did the trick.

An Invitation to Every Customer

The plan was to send out to every customer and others in the neighborhood of the store an invitation to try Kirby's Coffee. A card size as two ordinary post cards, but perforated in the center, so as to fold over announced that "this coupon is worth five cents to you in purchase of one pound of coffee." The other side said something about the kind of coffee and the new electric mill. A reproduction of one side of this card appears here. Six hundred and fifty cards mailed out in lots of fifty each. The second day after the cards went out, twenty-one came back to the store and on the second day forty-eight and at the end of six weeks seventy five per cent. of the cards were redeemed. To promote the making of good coffee in the homes, Mr. Kirby put in a stock of coffee percolators. "These percolators cost us ninety-five cents each and we sold them with one pound of coffee for three dollars," said Mr. Kirby. "In one week we sold twenty-four such combinations and in two months we sold more coffee than we were previously selling in a year."

GOOD MORNING.

Was Your Coffee Good This Morning?

Perhaps the coffee was alright, but was not properly ground. It makes a lot of difference how it is prepared.

That's why we have installed a new Electric Coffee Mill to give you the best service.

With Coffee freshly ground, you get all of the strength and flavor. Just tell us what kind of a pot you are using, and we will show you the difference between the old way and the Electric way of grinding to please.

Yours very truly,
KIRBY'S GROCERY,
Coffee Specialists

Fully Informed

The Jobber—"I'm afraid you are not qualified for the position; you don't know anything about my business."

Salesman Applicant—"Don't I tho'! I am engaged to your stenographer."

Bright Colors Stimulate Buying

Every Way One Turns in the Beaver Grocery in Vancouver Attractive Displays Greet The Eye, Offering Suggestions of Appetizing Foods—Make the Customers Feel That They Must Have The Article, And When Well Displayed It Usually Means a Sale

VANCOUVER.—While it is a fact that groceries are an absolute necessity and most groceries are bought merely because it is unavoidable, yet, it does not conduce to free spending to have the business of buying food too "drab."

Sam McElroy, in the Beaver Grocery, Granville Street, Vancouver is proving every day that it pays to make the buying of groceries rather a pleasant experience. The Beaver Grocery is one of the most colorful shops on the street. Mr. McElroy believes that bright colors stimulate buying. He believes that dullness means "gloom" and "gloom" is not conducive to good business. Most of the manufacturers are putting attractive, colorful labels on their wares these days. Mr. McElroy floods his store with light till every varnished label glows, and every glass sparkles. Every way that a customer can turn, attractive bright displays scintilate with pleasing suggestions.

Displaying Mincemeat

On one display, a large globe contains bulk mincemeat, while grouped around it are several different packaged mincemeats for those who prefer their mincemeat in packaged form. "Everybody doesn't lose his taste for mince pie, because he ate too much at Christmas time," says the merchandiser. "Many made their own mincemeat at Christmas time. That is all done now. The appreciation for mince pie lingers long after that Christmas batch has been eaten up. I catch a good many customers like that, who are influenced to buy by that attractive display."

When the customers see the golden light reflected in the display of bottled honey, they can almost taste how good it would be on their hot biscuits. Then while they are still thinking in terms of honey, their glance is arrested by t adjoining pyramid of honey in the comb, and many a sale is consummated right there. All the shelves in the Beaver Grocery are narrow. They are shallow. They only accommodate bottled pickles and such like two deep. The entire shelves can be kept clean and well filled without overstocking.

The counters, the tables, the countershelves are all ornamented with neat, pleasing groups of appetite-teasers. Maximum displays in every direction coax open the purse of every customer who enters the store under the mistaken impression that all they wanted was a pound of butter, or a tube of rolled oats.

Looking more carefully to see just what contributes to that festive, cheerful appearance, one might think it was the few vases of bright colored carnations, or poppies (artificial) that set off some of the displays, or maybe it might be the glossy, vivid green of the few palms here and there. Really though, it is the artful combination of all these things, and the ample illumination, that makes the store a cheerful looking place to deal at. Someone has said that when nature painted the oranges and lemons and grapefruit with those bright, warm, cheerful colors, she knew what colors would make them most attractive.

Three Displays of Fruits

If that be true, then Sam McElroy is letting nature's color work for him full time. When Canadian Grocer visited the Beaver Grocery there were no less than three separate displays of citrus fruits. One at the front of the store, one at the back, and a display, flanked by the rich green of fresh vegetables, in the window.

It was noticed, that the stock that graced the shelves in front of the serving counter, and the groceries dressed at either end of this counter and all around the front of the store were not staples. They are not the things that most people ask for first.

Favored Places for Specialties

His most valuable space is used to sell the extras, the Fancy Groceries, the things that carry a margin. Of course he sells oatmeal, and bread, and milk and flour and butter. Lately he has taken to putting his butter up under the Beaver label. There's only one place in the city where "Beaver" butter can be obtained. And its the finest butter McElroy can buy! But it is honey, and marmalade, and pickles, and olive butter and bottled jams, etc., that shine under the brightest lights in the most favoured places.

The impression that Canadian Grocer carried away from the Beaver Grocery is one of cheeriness. People these days seem to run to the "bright lights" even to buy their prunes.

SUPPLYING STEAMSHIPS

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think the reason so many merchants lose money with credit accounts is because they do not keep close enough watch on these accounts and follow them up as they should. They let them run too long, encouraging carelessness.

At the time of the visit of the Prince of Wales to Canada and during his stay at St. John, Mr. McAlary had a model of the famous Quebec bridge set outside the store, and floating beneath was a replica of the Lusitania. It was a splendid reproduction of both and caused a great deal of favorable comment.

Illustrating the interior arrangement of the Beaver Grocery in Vancouver. This store has a reputation at the Coast for attractive displays, not only in the windows but throughout the interior.

Selling Oranges by the Dollar's Worth

J. McTaggart & Son, Vancouver, B.C., At The Present Time Are Selling Three Dozen Oranges For a Dollar, and Find Most Sales Are in This Way—People Will Almost Always Buy as the Grocer Suggests, As In This Instance of The Oranges

(By Staff Correspondent Canadian Grocer)

VANCOUVER.—"If you quote oranges by the dozen you are not likely to sell by the case. If you quote three for a quarter, you will likely sell a quarter's worth at a time." Thus Ernest McTaggart & Son, Ltd., expressed a fundamental truth in price marking, and in the McTaggart store this has been proved to be absolutely true.

At the present time the window is dressed with oranges and the large and attractively lettered card reads, 3 dozen for $1..00. Mr. McTaggart is selling most of his oranges by the dollar's worth. If he thought that a householder could handle a case at a time, it is certain that they would have been quoted by the case.

"It is an astonishing thing to me," said Mr. McTaggart to Canadian Grocer, "why so many retail grocers will permit their stock to get so low that they can be asked for so many articles which they are not able to deliver. Just this morning a lady bought a couple of pounds of fresh cranberries here. She said to me that it was quite a treat to be able to get what she needs. She had tried several stores along the street, and we were the only ones who, in answer to her request for cranberries, handed out the cranberries instead of an excuse. There is no reason that I can see why any store could not stock a few pounds. I mean, of course, any city store, so close to so many wholesalers as any city store is. A merchant can only make a profit on what he has for sale. When business is slack, it seems a pity to pass up any that is offered, no matter how small."

The writer noticed a display of that old fashioned rock candy on the counter. That simple confection that many folk considered the only wholesome candy for small children. Mr. McTaggart said that two or three people asked if it was procurable so he sent an order for a shipment. It has sold splendidly. The margin is worth while. As far as I have ever noticed, that is the only rock candy for sale in the city. This is not intended as a suggestion that every retail grocer should order some cranberries and rock candy, but these two commodities in the McTaggart store are examples of the hundred and one articles that an alert merchant will use to swell his day's totals. Items that might not amount to much loss if dispensed with, but on the other hand, add to the totals if sold.

This firm puts bright ideas into practice and profits thereby. They do not sit and wait for business to come to them, but use attractive window displays to advantage, following up the same with letters to different classes of patrons. Reference has been made in previous issues of Canadian Grocer to these letters but a word of repetition will not be amiss. "It is surprising how this personal appeal to the people meant, in almost every instance, a sale," remarked Mr. McTaggart. "A letter to customers makes them feel you are taking a real interest in their buying, and indicates that you are anxious to give pleasure and satisfaction. We have a list of business men, and the idea occurred to me that if they had a box of apples in their offices they might eat more, and hence my letter to them. The idea appealed and we greatly increased our sales of these special boxes.

"In following up first orders, we have found that a letter to the woman often results in a new and permanent customer. In this way, we show that we are anxious to cater to their needs, and the person in question feeling that you are ready and willing to give them real service invariably wants to deal with us. Service is always appreciated and this little letter to prospective customers is just one of our ways of extending our trade. The majority of people like attention of this kind, and it spells profit to the merchants who give it.

"We have greatly increased our sales of tea and coffee through this medium, Building a reputation for good coffee and tea is good business, and getting the people into your store to buy these two lines, it is invariably the case that an order for general groceries can be secured."

A Basket of
Assorted Fruit

Nothing could be more acceptable as a "Bon Voyage" Gift.

We are making a specialty of Fruit Baskets made up to suit your taste—and delivered to steamer or train on short notice.

Ask to See our $1.00 Assortment.

J. McTaggart & Son Ltd.
767 Robson Street, VANCOUVER, B.C.
Two Phones: Seymour 2211-2212

In every bag of fruit that leaves the McTaggart store there is dropped this little slip featuring the fruit basket suitable for a "bon voyage" gift. There is no passenger boat leaving this port that does not carry a few of McTaggart's baskets of assorted fruit, gifts to departing tourists from thoughtful friends left behind. McTaggart features the fact that any baskets so bought are delivered to the boats and trains.

This Plan Increases Fruit Sales Ten Times for This Merchant

R. Balish, grocer, 507 Wyandotte St. E., Windsor, Ont., has found at least one way in which to increase the sales in fruit. Since adopting this plan Mr. Balish claims that his fruit sales have increased at least ten times.

On the right hand side of the store as one enters is the candy display case and immediately following this is the section given to the fruit. In a space eight feet long Mr. Balish has built a set of display counters in the form of stairs and on this he very carefully arranges his better lines of fruit. Below this, on the floor in front, are two rows of bushel baskets containing apples and vegetables. Care is always taken to see that the fruit and vegeables are carefully washed and made as attractive as possible so that they present at all times the nicest appearance. The display is changed around frequently so that one does not get tired of seeing the same things each time on entering the store.

One window in this store is always given over to the display of fruit and vegetabes. "It pays to always have these lines displayed to the best possible advantage," said this merchant.

As a means of increasing the turnover in oranges, J. McTaggart and Son, grocers in Vancouver, advertised them three dozen for a dollar. The "stunt" has been a success and the above illustration shows the window display that was used at the time.

Fruit Sales Run High in this Store

Sells All the Early Arrivals in Fruits and Vegetables—Turnover in These Lines Has Been as High as Two Thousand Dollars per Month—Show a Good Profit and Increase Trade in Other Groceries

SUMMERSIDE, P. E. I.—After being in the grocery business in this place for a period of more than thirty years, W. A. Ching awakened one morning in 1915, to see his store and a great many others on the main street, being rapidly wiped out by fire. When the smoke and fire had died away, Mr. Ching realized that his life efforts had been pretty well destroyed, and all that was left was the insurance he carried on his stock. Although not by any means a young man, he was not dismayed, and immediately set about looking for a place to start again. This was not easy to find, and after much endeavor the only suitable location that could be procured was that of an alleyway between two other stores, and on this Mr. Ching put up his present store.

Reputation for Quality

Here he has been located since the fire, and here he has built up a reputation for carrying the very best that can be procured, in the way of fruits, vegetables, and general groceries. Mr. Ching makes a practice in the early spring of having the first fruits and vegetables that come on the market. Through display and selling effort he has greatly increased his turnover of these lines. He aims to be the first to handle them. New lettuce, green onions, fresh rhubarb and fresh strawberries are all stocked, and in his town Mr. Ching has created a demand for them, the result being a profitable sideline for him.

Attract People to Store

"These specialties such as the imported fruits and vegetables, out of season," he told a representative of Canadian Grocer, "attract people to the store, and not only do they sell themselves but they invariably sell other lines as well. There is a demand for this high-grade stuff in this town, and the people I believe will buy the best quality every time, if it is put before them. Before I started to sell these early fresh fruits and vegetables, out of their season, it would have been thought impossible. The people look to me for them now. Sales of fruits and vegetables have run as high as two thousand dollars per month with me, and while this is not an average, the turnover is always large, and altogether very gratifying."

Catering to Picnic Parties

Picnics in the summer months, and parties in the winter, are catered to in the Ching store, in a way that means profitable returns. "For picnics and parties people will always buy the high-class groceries," Mr. Ching remarked. "Picnics are popular in our district in the summer, and by suggesting those lines that have a particular appeal for affairs of this kind, the grocer can almost always sell. We find it a good plan during the summer to inquire of our customers if picnics are being arranged. Keeping in touch with customers in this way, allows an opportunity to sell those lines that are popular for outings. We can always dispose of fancy lines, at this time, as everyone wants to have something out of the ordinary for their own picnic."

Big Turnover in Candy

Candies too of a first-class quality are carried by Mr. Ching. Turnover of candy looms large in the aggregate, during the entire year, in this store. A large and varied stock is always carried, and Mr. Ching emphasizes the importance of always having it fresh and attractively displayed if sales are to continue. It is on quality and the fact that it is fresh that a grocer must build his reputation for candy, Mr. Ching declares, and on these factors any success in candy selling is dependent.

The best cigars and tobaccos are stocked in the Ching store.

Window Displays Get Results

Great results are obtained by Mr. Ching from window displays, and it is through constantly keeping fresh goods, and changing the display that the peo-

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"May Have Bananas by Dozen But Must Pay for Them by the Pound"

Vancouver Grocer Who Undertakes to Sell Bananas by the Pound Naturally Had Some Arguments on His Hands But the System Works Fine Now—In Fruits and Vegetables the Price is the Last Consideration

VANCOUVER, B. C.—"When we first started to sell bananas by weight, we naturally had some arguments on our hands. People said they preferred to buy them by the dozen. We pointed out that we would always be happy to sell them by the dozen, but that we would only charge by weight, and that they would only pay for what they got. If the children were to be given bananas, the purchaser could choose small ones if she liked; or for slicing she could choose the large ones, and in either case she would fare just as well." So spoke Mr. Dean, of the Morrow and Dean Grocery Store, 7th and Yew Streets, Vancouver.

Now Eggs the Same Way

"Now we have started the same system in regard to eggs. Or what amounts to the same thing. They are graded by size and weight to conform to government standard grades, and though sold by the dozen, the weights per dozen increase with each higher grade so the consumer is really paying by weight. We have never had to convince any of our customers of the advantage of buying our eggs graded ac cording to this plan. They just naturally pick out the ones that are going to suit best the purpose for which they are required, and pay what is asked. There are some folks, as you know, who always imagine that the eggs they get are smaller than the ones they saw. Graded, they are all the same size, and if large ones are preferred they may be had and paid for in proportion.

Prices in Line With Markets

"There is not anything like the same disposition to haggle about prices that was evident a few months ago. Of course all our prices are in line with the present markets, but our trade—mostly family trade—are now satisfied that our prices are right for the class of goods they want, and price is far less frequently mentioned.

"In fruits and vegetables, of which we sell large quantities, the price is the last consideration. The quality must be above reproach—given the quality, the order is assured.

"In a business such as ours," said Mr. Dean, "where our trade is all family trade, it is possible and we have been fairly successful, in engendering a certain loyalty to our store among our customers. This is a real and tangible asset—usually called good will—and it is well worth working to achieve."

Bottle Their Own Vinegars

Morrow and Dean bottle their own vinegars. The vinegars are bought in barrels and bottled in sterilized bottles—then labelled with the store's advertisement. In speaking about the complaints about certain vinegars that forced them to bottle their own, Mr. Dean said: "It seems incredible to me that so many manufacturers—and in all parts of the country—will build up a demand for their various lines by producing a good quality article and good merchandising methods, and then make the colossal mistake of imagining that they can rest on their laurels, stop their promotion work and start substituting, and adulterating and diluting. The line has never been handled in a grocery store that will gather sufficient momentum in any number of years of good manufacturing, to carry it along in the face of deteriorated quality. Some lines stagger farther than others after they have been 'knifed' from within—but the dealer is quick to note the falling off of favor that follows a reduction of quality standards. A line where the quality is maintained will respond to the grocer's co-operation."

The windows of the Fourth Avenue branch are used to display the special lines that the store makes a feature of from time to time. Special care is used in dressing windows each night, as the well lighted windows receive considerable attention from the crowds attending the Picture Theatre a few doors east.

One Against Another

In speaking of advertising Mr. Dean mentioned the tendency among some publishers of weekly papers such as abound in the suburban districts of every city as well as in all towns of any size. Having got one merchant started to advertise his groceries, making specials for Saturday at slightly re-

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Showing a window display of fruits in the store of the Mutual Trading Co., at Ladysmith, B.C.

This store specializes in fruits and sales on a large scale. The windows are constantly used to sell fruits.

Sells Carload of Fruit in Two Days

Fruits Constitute One of the Best Revenue Producers in the Summer Months—J. A. Carroll, Lindsay, Ont., Believes That the Selling Power of His Windows Cannot be Overestimated—Location is an Important Factor

"OUR WINDOWS are strong selling factors we find," J. A. Carroll grocer at Lindsay, Ont., declares. "We keep them dressed all the time." Judging from the one that was in at the time of a recent visit of the Canadian Grocer representative, the Carroll store certainly has some very fine windows. It was a window of olives, and the arrangement was indeed an artistic one. Against a background of white the green of the olives in bottles contrasted splendidly, showing up to advantage, and bound to attract the eye of the passer-by. Speaking of the results of this window the staff of this store all declared that they had sold more during the time that it was in, than for some time past.

Location an Important Factor

"Our location on the street certainly makes our windows very valuable to us," Mr. Carroll added. The Carroll store is on the main street, almost at the corner. Just around on the other street from that on which the grocery is situated, Mr. Carroll has a tobacco shop. The two departments are separate and complete in themselves. In fact it is only a few years ago that Mr. Carroll took over the grocery store. He has for many years been in the tobacco business in Lindsay, and the opportunity having presented itself, he decided to enter the grocery field. Consequently he moved his tobacco stock to its present location, which is really part of the main grocery store. The two are connected and it is not necessary to go outdoors to move from one to the other. "Location counts for a good deal in the success of any business," Mr. Carroll believes. "Traffic in this town is heaviest just here at our corner. Consequently the selling power of our windows cannot be underestimated. We would be losing a valuable aid to sales effort, if we neglected to give them the attention that we do. We have had ample proof that people are frequently attracted to our store by our windows."

Display Throughout Store

From the standpoint of arrangement of stocks in a store, the Carroll grocery represents one of the finest that it has been the privilege of the Canadian Grocer to witness. Extreme cleanliness is everywhere apparent. Shelves, counters, showcases, and the tops of them, all display goods in a way that seems to put them right before one. Everything carries a price ticket. No matter which way one turns it would seem that some particular line draws the attention, and yet it is not one line but numerous articles that catch the eye. Attractive price cards—some large, others smaller—are on everything. Mr. Carroll is an adept at the work of lettering cards, enjoys doing them, and believes that they are extremely valuable in promoting sales. "I think a display that tells the price is the only one worth while," he remarked. "People like to know what they will have to pay for the commodity that is before them. We carry only the best goods that are obtainable. We have a patronage that demands the best, but our customers like to know the prices of things, and the price cards tell them, often when it is not convenient for us to do so. We have built our business on a reputation for quality and service, and we cannot afford to carry lines that do not measure up to our own standard of quality. Thus in seeking to increase the sale of any line or in introducing a new article on the market, it is a foregone conclusion of course, that its quality has been proved. Otherwise we would not be handling it."

A Car Load of Fruit in Two Days

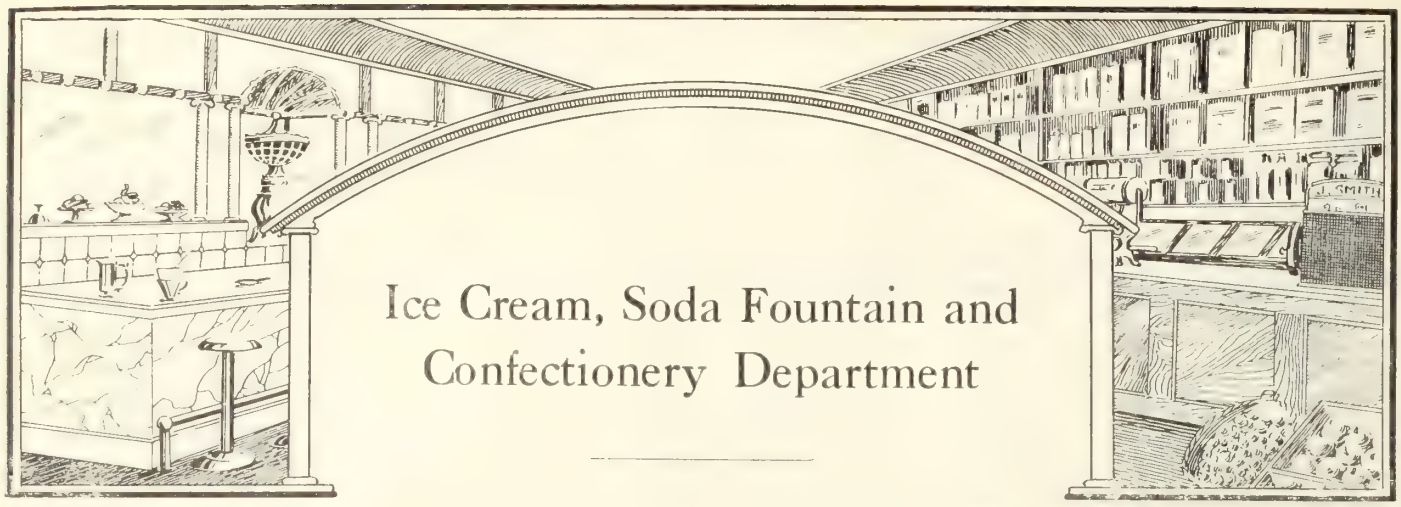
As soon as the fruit commences to come on the market, Mr. Carroll starts to sell it. "It is a profitable line in the summer months, and we sell a lot of it," he stated. "Of course in the spring months we are handling the imported fruits and vegetables too. We have a clientele that will buy this early stuff, and we find it profitable to carry. But as the season advances and the Canadian fruits are available we are very busy filling orders for strawberries, raspberries, peaches, plums, grapes, etc. Last year early in September we sold a carload of peaches, plums and pears in two days. We consider this pretty good business. It represents a quick turnover and a very good profit. In disposing of this large quantity of fruit in such a short time, we had to concentrate on the selling of it. We telephoned our customers, advertised it, and had it piled in front of the store. Right through the summer we are selling fruits, and from week to week our turnover runs into large figures. We look to our fruit business at this season as one of our best revenue producers."

MAY HAVE BANANAS

(Continued from page 94)

duced prices, some publishers will go to the competitor and induce him to come in too, and naming lower prices still, to "beat out" the other fellow. This was done in the Kitsilano suburb of Vancouver, some time ago, when one such publisher had four merchants pitted against each other—all losing money. Morrow and Dean have ceased to advertise items and prices and stress their service, courtesy, promptness and the quality and freshness of their stock.

The centre illustration is that of the interior of the J. A. Carroll store in Lindsay, Ont., on either side of which are Easter window displays—The art of window display in this store has been highly developed, and great results are obtained from the same.



Ice Cream, Soda Fountain and Confectionery Department

Ice Cream Increases Sale of Biscuits

This Grocer Finds an Ice Cream Department a Profitable Sideline—Tried it Last Summer for the First Time But is Already Preparing for a Bigger Season This Year—Sells Other Lines

JOHN SPEER, a grocer on Hunter Street East, Peterborough, Ont., sold ice cream in his store last summer for the first time, in the history of his grocery business. He is so well pleased with the success attending his efforts in the first season that he is going to sell it again this year, and hopes to do very much better than in his first summer. All conditions considered, his turnover in ice cream last summer looks good, while to many merchants situated in much bigger and busier districts than where Mr. Speer is located, it might not seem very large. He stocked ice cream only in the months of May, June, July, August and the first half of September. In fact he did not commence to handle it until the 24th of May. An ice cream and confectionery parlor is close at hand, but now having established the fact that he is in the ice cream game for all time, he is anticipating a much bigger season in 1922. During this period around two hundred gallons of bulk ice cream were sold, in addition to seven hundred bricks.

Has Special Department

The Speer store is a spacious one. It was to utilize some of this space that Mr. Speer conceived the idea of opening an ice cream department. One half of the store is used for this purpose. This spring he has had made a latticed partition which will divide the ice cream parlor from the store. It has been painted white and green and lends attraction to the store. Several tables make ample accommodation for persons wishing to partake of ice cream in the store.

"Is ice cream a worth while line for the grocer?" the Canadian Grocer representative asked Mr. Speer.

Sells More Biscuits

"It certainly is," he replied. "There is no reason why the grocer should not handle it as well as the druggist or anybody else. There is no doubt about it but the fact of carrying ice cream sells more groceries for you. And once people know you have ice cream, they are going to drop in for a dish. When in the store they frequently buy other things, and when you get them buying one thing you can usually sell them something else. One instance of this is in the sale of biscuits. We find that our selling of ice cream has increased our sales of biscuits. Last summer we sold more biscuits than ever before. People on their way home from business dropping in for a brick of ice cream to take home for supper invariably bought a pound of biscuits to go along with it. In this way we greatly increased our sales of biscuits. We have the biscuit cabinet standing near the entrance to the ice cream parlor, and we believe this fact also tends to enhance our sales. We also carry a certain line of cakes and in the summer when the sale of ice cream is on, we notice a great difference in the number of cakes we sell."

A Good Location

The Speer store is so located as to get considerable "catch" trade, and this fact Mr. Speer believes will mean heavier sales of ice cream this coming summer. People who reside in that section of Peterborough known as East City, have to cross the river to go into the main business district. Mr. Speer's store is situated just at the end of the bridge, and consequently there is a great flow of traffic in front of his store. Consequently it is an ideal location to get the passing customer, and now that his ice cream department has become fairly well established he is anticipating bigger sales than ever.

Mr. Speer is only one of the many grocers who are finding it profitable to carry ice cream. He has gone after this trade, by providing accommodation for the serving of ice cream in his store. This fact alone, he declares is responsible for a better grocery trade. From the standpoint of profit, according to the statements of grocers who are selling it, ice cream shows a good margin. It provides the enterprising grocer with a sideline that should be developed to the full extent of its possibilities.

Sells 5 Dozen Ice Cream Bars in a Day

Sales of This New Ice Cream Bar Are as High as Eight Dozen in Robt. Kirby's Grocery in Sarnia and This Turnover Was in the Month of February—Bricks Average 36 Daily

AN ICE cream novelty which is meeting with much favor among the retail grocers who sell ice cream is the chocolate coated bar of ice cream. This latest piece of confectionery looks like an ordinary bar of chocolate but in reality it is a bar of ice cream dipped in chocolate. It is wrapped in tinfoil, packed in ice and taken care of in the same manner as bricks of ice cream.

Merchants who have been selling ice cream for several years claim that this novelty has been the means of greatly stimulating sales of ice cream during the past winter and from the experience of some of these merchants, the chocolate coated bar of ice cream is doing a great piece of missionary work in making ice cream an all year 'round article.

"When this ice cream bar was first offered to me, I looked upon it as somewhat of a joke, and ordered the first lot more for that reason than anything else." stated Robert Kirby, Sarnia, Ont. "I have changed my opinion now, however, and consider ———— bars as the means that have greatly added to our sales of ice cream during the winter months. The demand is increasing every day for the bars and not only that, but we are selling more bricks than ever."

"Do you thing the ice cream bar will supplant the chocolate bar?" asked Canadian Grocer.

"I do not think so," replied Mr. Kirby. "It is true that the children buy the greater portion of them, but then we have 'grown-ups' too, who buy several to carry home and who serve them on the table as an individual dessert. As far as taking some of the business on chocolate bars and candy, our experience does not point that way, as our sales of candy have greatly increased. My experience so far is that these individual portions of ice cream, will help ice cream sales. Our sale of ice cream bricks during the past winter is a good deal larger than a year ago."

Since this article was written, Robert Kirby has commenced alterations in the interior of the store. He is planning to increase business at the soda fountain by moving it from the center of the store to a location near the front entrance. Another section measuring six feet in length is also being added to the soda fountain.

The Kirby store is equipped with an ice cream fountain, but it is only during the summer months that it is in operation. Ice cream, however, is handled all the year round, but for home consumption only. During the month of February, sales of the ice cream bar averaged five dozen each day with the exception of Saturday when sales would run eight dozen, making a total of over 1,500 for the month. The sale of ice cream bricks averaged thirty-six daily or a total of nearly 900 pint bricks for the month.

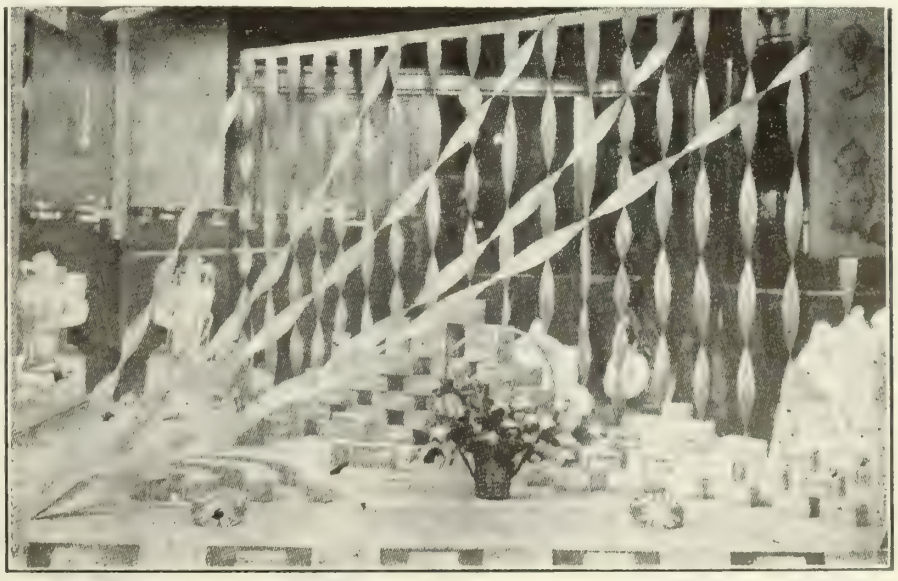
The ice cream fountain is situated about half way down the length of the store and on one side opposite the regular grocery counter. This fountain has all the features that are to be found on the fountains of a larger type and is an attraction to the store when it is in full operation during the summer months. The cost of installing this fountain was paid from the net earnings of ice cream during a period of five weeks.

PROHIBITION CONTINUES A BOON TO SALE OF CANDY

WASHINGTON, D. C.—Men who make and sell candy, ice cream and soft drinks scarcely will join or support any movement for the abolition of prohibition in this country, for to do so simply would amount to working against their own best interests. Prohibition has given a wonderful impetus to this line of business, as shown by official figures, issued by the U. S. Bureau of Census.

In 1919, for instance, when war-time restrictions were applied, the production of sweets and soft drinks jumped from less than one-half billion dollars for the preceding year to $637,214,000, and for 1920, with real prohibition in effect, the total ran well over the billion mark, and was of even larger proportions this year.

There is no question that this line of business has profited immensely as a result of the changed conditions brought about by the prohibition rule. There is evidence on every hand that people largely have increased their consumption of sweets, ice cream and soft drinks since the passing of the old-fashioned saloon.



Here is an ice cream window display that is very easily and simply arranged. Twisted crepe paper, a basket of flowers, a few dozen ice-cream-brick receptacles and a couple of glasses of foaming (the foam being made out of batting) sodas, are all the "properties" required.

These Grocers & General Merchants are Finding Ice Cream Increases Sales of Other Lines

THAT the selling of ice cream is not wholly confined to the larger centres is evidenced by recent interviews with retail grocers in several of the smaller towns. These merchants find ice cream a ready seller yielding a splendid profit and enticing people to trade at the store who eventually become regular customers for foodstuffs and other lines carried by the particular business.

While perhaps the greater majority of merchants in the smaller towns throughout the Dominion are only handling ice cream to carry home, many of them are operating regular soda fountains, while some have even gone further and have set aside a certain portion of their store as an ice cream parlor, serving practically the same fancy drinks and ice cream creations as are to be found at the fountains in the larger cities.

The town of Rockwood, Ont., has a population of 600 inhabitants. There is one grocery store and two general merchants. One of the latter stores is conducted by R. B. Richardson.

"I just started in the ice cream business on the second of February, of this year, handling the chocolate coated ice cream bars and the bricks," remarked Mr. Richardson to Canadian Grocer. "For the month of February we sold forty dozen of the bars and seventy-six bricks. During March we sold fifty dozen bars and ninety-four bricks. This was absolutely new business and my customers think it is great to be able to get ice cream during the winter months especially in such a small town as ours. One Saturday night near to closing time, a party telephoned for some ice cream bricks. These people were not regular customers and as they live about a half a mile from the store, they motored for them. After purchasing four bricks of ice cream, they made other purchases amounting to $3.57. Since then they have become regular customers. We deliver to them twice a week on our regular delivery days in their direction. It was the ice cream that made them regular customers. This summer we expect to handle a very large quantity of ice cream and although we have not a soda fountain, we are figuring on putting one in."

Deloraine, Man., has a population of about 800 in habitants. A. H. Atkinson is a retail merchant in that town who apparently is grasping every opportunity to induce people to become regular customers of his store. One idea that has brought many new customers is his ice cream department. He operates two soda fountians besides an ice cream parlor in connection with the grocery business. He has found that the selling of ice cream not only shows a satisfactory profit in itself but it encourages people to come into the store and who finally become regular customers. In Mr. Atkinson's experience ice cream also cements a closer friendship with the regular customers and holds the ones who are inclined to drift. He related such an incident when a woman remarked "I have no fault to find with your store or your service, I just drifted away, but your ice cream brings me back."

Another small town is Brodhagen, Ont., having a population of around 100. Querengesser & Diegel are retail grocers in that town who commenting upon ice cream as a profitabe line to carry remarked "we find that ice cream helps to increase sales on other lines and we find it a profitable business, even in a small village such as this. We sell quite a lot of beverages also."

Some Suggestions in Recipes for the Fountain

Coffee Syrup

Take three ounces of prepared coffee which dissolves instantly in either cold or hot water, three quarts of water and from 3½ to 4½ pounds of sugar. Mix the coffee first with one quart of cold water, then add two quarts more of water and sugar and stir until the sugar is dissolved.

Honey Boy

Pinapple syrup, 1 pint, vanilla syrup 1 pint, lemon syrup 1 pint, strained honey 3 drams, fruit acid 2 fluid drams, soda foam 4 fluid drams. Serve 2 fluid ounces in glass and fill with carbonated water.

Nectar

Pineapple syrup 1-3 gallon, strawberry syrup 1-3 gallon, lemon syrup 1-3 gallon, oil bitter almond 6 drops. Color deep red and add one ounce soda foam.

Fruit Frazzle

Fruit syrup 2 ounces, powdered sugar 1 teaspoonful, cracked ice 2 ounces, carbonated water sufficient. Mix syrup, sugar and ice with about 9 ounces of the water, stir, strain into glass containing slice of pineapple, peach, orange or lemon, and a few selected berries or small fruit.

Grape Orange

Lemon syrup 1 ounce, grape juice 1 ounce, orange water ice 1 scoopful. Dispense in 12 ounce glass, shake and fill the glass with carbonated water. Decorate with a slice of lemon and orange and serve.

Nougat Special

Put a No. 16 mound of strawberry ice cream into a fancy stem glass and pour over it a ladle of nougatine dressing. Then add a disher of lemon ice cream (vanilla may be used, or in summer a water ice) and a little more of the dressing. Fill the glass with whipped cream. Drop a few pistachio nuts into the whipped cream. Pecan halves can be used, but the effect is not quite so pleasing.

Pay-day Sundae

Into a fancy stem glass put a ladle of bittersweet chocolate dressing. Add a spoonful of chopped pecan nut meats, 1 of walnuts and a No. 10 mound of vanilla ice cream. Fill nearly full with whipped cream and place a No. 20 mound of chocolate ice cream on top.

Tulip Sundae

Take a six-inch fancy flat glass dish and place on it a large (ten to the quart) cone shape dipperful of vanilla ice cream. Then pour a small ladleful of crushed orange around the edge of the ice cream and over

(Con. on Page 110)

The enclosed section in the above illustration represents the ice cream department of Hugh Stephens' grocery at Collingwood, Ont. It is one of the finest in the country. Ice cream has been a profitable sideline in the Stephens' store now for some time.

An Ice Cream Parlor in a Grocery Store That is Attractive

Hugh Stephens, Collingwood, Ont., Has a Pretty Little Refreshment Department in His Store—Finds He Sells More Groceries Since Having Ice Cream

"IS THE above photographic reproduction indicates, there are few more attractive ice cream parlors in towns of similar size as that of Hugh Stevens of Collingwood, Ont. Previous reference has been made to this refreshment department, which is to be found on the very same floor with the grocery section of Mr. Stephen's store. When Canadian Grocer devoted space in a previous issue, to tell of Mr. Stephen's entry into the refreshment game, it was to relate something of his success in maintaining business in his ice cream department during the fall and winter months. The article told how he kept it open the year through, serving hot drinks to those who desired them, in the cold weather, but for the people who in spite of climatic conditions still enjoy a dish of ice cream or a soda, the same could be obtained in the Stephen's store.

A word might not be amiss even in repetition in describing this ice cream parlor. It is very attractively fitted out, the two colors, cream and a pretty shade of blue being used throughout. The furniture, chairs and tables are also in these shades. The whole effect is very pleasing to the eye. A partition running part way to the ceiling separates the refreshment room from the grocery, and both open into one, at the front of the store. As one enters the main door from the street, to the left are two long silent salesmen for the display of high grade chocolates. The shelves to the rear are also filled with candy boxes. One passes it on the way to the ice cream section, it being on the same side of the store, but it attracts customers for either department as it is well up to the front.

The appointments of the place throughout are decidedly "chic." Pretty little menu cards in the same colors are on each table. The glassware and silver is good, everything combining to give an air of refinement and exclusiveness to the establishment that is extremely distinct.

Mr. Stephens is another grocer who, having gone into the ice cream business, finds that it has increased his sales of groceries. It is his experience right along, that the fact of having ice cream means a better turnover of other merchandise. People coming into the store purposely to have a dish of ice cream are reminded in passing along the grocery counter that there is something in groceries that they need, and forwith ask for it. "Perhaps it is a display of some grocery product that suggests it to them, or maybe merely the fact that they are in a grocery store. At any rate they buy," Mr. Stephens states, "and it is noticed more than ever since instituting an ice cream department."

FRUIT SALES RUN HIGH

(Continued from Page 93)

ple's interest is maintained. The passing public pays a great deal of attention to these windows, and to sustain their interest, Mr. Ching plans on altering his displays from two to three times each week.

Study the Customer at the Fountain

Little Courtesies and Attentions That Are Appreciated by the Public and That Build Business for Your Soda Fountain and Ice Cream Department—Caring for Your Equipment

STUDYING the customer's wants has been found advantageous by grocers who are building an ice cream trade in connection with their grocery stores. As one merchant stated, "a man comes in and asks for a certain drink. He comes in and asks for the same thing the next day. After a few times he does not have to ask for it. We serve it."

Little Attentions Appreciated

"We endeavor to study our customer, his wants, what he likes at the fountain, and it saves us a great deal of time," he continued. "For instance: You go into a cigar store to buy a cigar. If the clerk sets before you your favorite cigar or package of cigarettes, you are likely to go back there again. That is the idea we try to drive home, over the fountain.

"Another thing: In serving our ice cream and soft drinks we try to do this: As soon as a person sits down, a glass of water and a napkin are placed in front of him. We do this especially when the fountain is very busy. The psychological effect is that it has a tendency to hold the customer, and in ninety-nine cases out of a hundred, a man will sit there until his turn comes.

Ice Cream to Take Home

"In the serving of ice cream to take home, we take a paper bag and fill it about a quarter full of water, then squeeze the top, shake up the bag and let it run out. Then we put the ice cream pail into that bag, and the ice cream will keep from three to four hours longer that way than if you just put it in the ice cream container itself. A good many dispensers put the water in the pail where the ice cream goes, with the result that the little globules of water which stuck to the sides have frozen and formed a fine granular ice which is found in the ice cream after it is taken home. This bag idea is the best way to serve ice cream for home consumption.

Watching the Equipment

"Every two or two-and-half months, we have a thorough inspection made of the soda fountain. We take all the ice cream containers out of the cabinet, we get behind the ice pack in the back bar, we inspect it all thoroughly for any leaks or holes that might come from rough handling or putting the ice in the ice chest. In putting the ice cream in, the same sometimes gets over the side, forming rust; we take care of things like that right away; we don't allow them to grow. It starts as a little hole, then you have to get a new container.

"We have never had a replacement of any kind at the fountain, such as new coils, carbonator or draught arms, for the same reason. We don't allow those things to creep in and we save money by watching equipment that way."

No Longer Are Sodas, Nut Sundaes, Only Feminine Luxuries

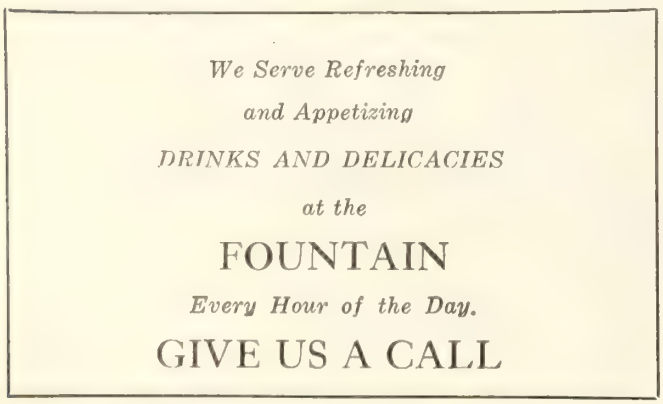
"Never has there been such an extraordinary multiplication of shops and counters where candies, fruits, light lunches, sandwiches, hot and cold sodas, bouillions, milk-and-egg drinks and the like are to be had as within the last six months," comments Dr. Woods Hutchinson, in the Saturday Evening Post apropos of the consumption of soft drinks since the enactment of prohibition.

"No longer are ice cream sodas, nut sundaes, and hot fountain drinks to be regarded as feminine luxuries and dissipations. There are as many men as women customers at these unscreened bars, and the consumption of fruit, sweet drinks, ice creams, candy and other forms of sugar have risen enormously.

"This might give us a thrill of apprehension for the safety of the national stomach. But when we remember that sugar is the substance of which alcohol is only the shadow, that it is a real food and fuel instead of a sharp one, that it gives strength instead of a mere feeling of strength, and that if we are well and active we can burn half, or three-quarters of a pound a day of it, clean and safe without injury to our boiler linings, we can be reassured that we still have a margin of safety between us and dangerous excess.

"Particularly striking has been the blossoming out on every foot of possible soil of a multi-colored crop of every description, in forms convenient for carriage in the vest pocket. Peppermints, fruit juice tablets, gum, in lozenges, squares and rings, catch the eye now on every newsstand, at every subway or railway station, at the entrance or in the hallway of every office building. And all this in spite of the serious shortage of sugar and the highest prices that have ever been known.

"What the ultimate effect on the national health may be remains to be seen, but so far all that is visible is that one health office after another is pointing with pride to the lowest death rates on record, and we know well that as a disturber of the stomach alcohol is a champion while sugar is a mere amateur. The latter, in the language of the ring, could be told to get a reputation before it would have a right to contest for the belt."



Cards such as these will when put in the windows, bring into the store many a thirsty passer-by.

Sells 500 lbs. of One Line of Candy Monthly

J. A. Walters, Sydney, N.S., Specializes in Groceries of the Higher Grades, Directing Particular Attention to the Sale of Candy—How He Introduced a Certain Line That Had Not Previously Been Sold in This Town.

By Special Correspondent Canadian Grocer

Sydney, N. S.—One of the biggest displays of candies to be seen in Sydney, N. S., is in the store of J. A. Walters, Charlotte St. This man sells the higher class lines, goods that are suitable for parties, picnics and special occasions.

Inquiry as to how this man had built up his sales of candy, Mr. Walters told a representative of Canadian Grocer that through display, and advertising in the papers he had greatly increased his turnover. "If a man puts an advertisement in the paper on Friday," he remarked, "telling of the 'Saturday Specials' and then follows this up with a window display showing the same lines as advertised in the paper, he is bound to put it over. But if there is no particular backing to the newspaper advertisements the results will fall flat. The idea of advertising one line in the paper as a special and then showing something else in your window is not advisable."

500 lbs of Candy in a Day

Mr. Walters is somewhat of an artist and uses his talent in making attractive window cards and backgrounds. The latter, if fashioned along original lines, have a wonderful drawing power for the windows and increase the sales considerably as they have a big tendency to attract the passerby. A "special" was made of candy not long ago and for this five hundred pounds of candy were ordered. It was all sold in the one day. It was all displayed in the window and as a background a home scene was made, showing "Daddy" bringing home the week-end treat. It is the contention of this man that a background like this along with a big display will sell goods any time.

Introducing a New Line

An example of what can be done if one only gets behind a thing was cited to Canadian Grocer. An agency was obtained for a high-class line of candy, which up to the time of getting the agency was unknown in this city, and whenever a customer came in and bought articles for parties, etc., they were given a package of this candy free. The size of the package depended on the number of people that were to be present, the boxes ranging from two to five pounds. This same scheme was also tried out with people who were planning picnics, and as a result of these methods, the sales have grown to five hundred pounds per month. There was no special favor asked of the people giving the parties, such as suggesting that they mention the new line, etc., it being decided to wait until they noticed the difference between the new line and others. Of course the newspapers were used to tell of the new goods, and the samples "put it over". People who have tried candies in this manner are now sending in from twenty-five miles, for the line. Before the war it was quantity that came first but now it is quality, not "how many will I get but rather what brand are they."

Plenty of Light in Windows

"There are too many merchants that are far too careful of the electric lights," Mr. Walters continued. "When the crowd is in the streets, the windows and the interior of a store should be well lighted. Where many merchants make the mistake in lighting the windows, is that they have lights on only one switch, and they must be either on full or off completely. This is a very poor system, and not good judgment."

Mr. Walters has each of his windows equipped with five switches so that he can regulate the light when it is most needed. This is the way he handles his window lighting on ordinary nights. From six to seven when it is just beginning to get dark he turns on one light in each window, at seven he turns on a second and at seven-thirty the balance, which remain on, until ten o'clock when two are turned out, at eleven one more while the other two burn until the store is closed. On Saturday night the entire window is kept lighted from the time the people come on the streets until the crowds have mostly gone home. This system is of course regulated by the time darkness sets in and according to the amount of traffic on the streets.

"Hard to Sell a Cheap Candy Where You Cultivate a Trade for a Good One"

Grocer in a Small Village of 800 People Sells 1,500 Pounds of High-grade Chocolates in the Course of a Year

"Where you cultivate a trade for a good candy, it is hard to sell a cheap one," remarked T. C. Ivory, a grocer in Omemee, Ont., to Canadian Grocer recently on the subject of selling candies. Mr. Ivory is a grocer, long established in Omemee, and a merchant who believes in stocking only what he thinks is the best, irrespective of what it is. In his candy sales he specializes in one high-class brand. He carries both the boxes and the bulk varieties. "Last year," he stated, "we sold 1,500 pounds of the chocolates made by this one manufacturer, which I consider very good for a village of this size. Since we have been selling the better grades of chocolates we find it difficult to sell the cheaper kinds."

Chocolates are shown in Mr. Ivory's store in a handsome silent salesman, right up at the front of the store, so situated as to attract the eye of the customer coming into the store. "We think of course that there is nothing better in the way of candy, than the kind that we are carrying," Mr. Ivory added. "We aim to always have it fresh and also a good assortment. The young people of the community are the chief buyers of candy, and knowing that we aim to have a good fresh supply always on hand, they come here for it. But there are times when we sell a good deal of candy to our regular customers, when making their weekly purchases. We have been suggesting it in this way, and in almost every instance a sale can be made."

Mr. Ivory sells ice cream through the summer months, but handles it only in the bricks. Sales during the hot weather last year, he stated, averaged 50 bricks a week. While this is not a heavy turnover at all, as a sideline, it is satisfactory, and very frequently means the sales of other lines, when the purchase of a brick of ice cream is being made.

RESTRICTION ON APIARISTS

Ottawa, May 3.—The importation into Canada from Europe of bees, used or second-hand hives, or raw hive goods or products, excepting honey, is prohibited on and after the first day of May, 1922, according to an order ssued by the Federal Minister of Agriculture last week. The order, a statement issued by the Department of Agriculture says, is necessary owing to the danger of introducing a contagious disease of bees, known as the "Isle of Wight" disease.

Cent Candy Sales Total 60,000 Pennies

Christie & Co., Truro, N. S., Believe in Paying Attention to the Children and Accord Them Every Attention That Would be Given the Parents—"If One Can Get the Confidence of the Children, the Good Will of the Parents is Easy," Declares the Manager

ATTENTION to the children who are sent by their parents to do the shopping should receive the thoughtful consideration of every grocer, according to the statement of the manager of Christie & Co., Truro, N. S. "One half of the business done in this store is with children," he stated to a representative of Canadian Grocer recently. "We owe the growth and extension of our business in a very large measure to the treatment accorded children when they come into the store. It is my opinon that a child shopping for its parents should be treated in the same manner as the parents. The parents too, know that if they send their children to this store, that they will be given just as good a class of goods, as if they had come themselves. Many children bring notes but many do not, and there are a number of the latter who forget what they came after, and it is necessary to call up the parents and find out exactly what was sent for. The parents appreciate service of this kind. It certainly pays to make friends of the children, and it is a bad policy to be abrupt with them as many merchants are. Children remember the courtesy shown them, and parents are quick to resent any slight shown towards a child sent to do the shopping. If one can get the confidence of the children, the good will of the parents is easy."

This store has the record of having received from the children the first year in business, in the form of one cent sales of candy, 60,000 Canadian pennies, indicating as it does something of the popularity of the store with the children.

Sales Ahead of Last Year

"Sales in this store have been ahead of last year," the manager of Christie & Co. continued. "We have only one price, and while prices are not cut, they are such that customers are buying at a reasonable figure, and at the same time leaving a fair profit for the business. When we commenced, we adhered strictly to cash, but now have broken away somewhat from our original idea. However our credit accounts are light, and all are good.

Educate Customers on Delivery

"Educating our customers when to expect delivery of their purchases has been our endeavor ever since we started. There are people who through the laxity of other grocers have developed a habit of calling up at all hours of the day for goods, and expecting each time to have them delivered. Such a condition has been brought about largely by merchants who have moved at the beck and call of customers, and who have made special trips, no matter how large the order may be.

Never Consider Cost

"These grocers never stopped to consider the cost of this service, and instead of getting better satisfied customers, they were educating them to a service that positively could not be continued if the business is going to grow. Goods from this store are sent out when the customer asks for them, but where the customer is an old offender at the "must have them right away" game, they are told that the car is away at the other end of the city, and that there are others in equally as big a rush. They are told that they will get their goods according to the time at which the order is received. An explanation of this kind to the customer has been the means of eliminating a lot of these rush orders. We have an automobile delivery, and we are able to give a quick service. I make a call twice daily myself on the customers getting orders, and at the same time it shows the customer that I am taking a personal interest in them."

Too Many Grocers Pass Up a Profitable Line in Soft Drinks

W. A. CHING, a grocer at Summerside, P.E.I., is of the opinion that a great many grocers overlook the additional business that can be procured through the sales of soft drinks. He handles them in his store, and declares that any merchant will be well repaid for stocking the same. They produce gratifying returns, and are well worth while. Mr. Ching gives a lot of prominence to soft drinks in his store, and in addition to the numerous lines of bottled goods, four varieties of ades are sold. Mr. Ching not only sells these drinks in case lots and less, but he sells them for consumption in the store, and for this purpose he makes his own ades, aiming to have them fresh every day. He thinks that by serving drinks in his store, he gets people inside that otherwise might not come, and once they are in, he says it is not hard to sell them other things. Handling soft drinks is not only profitable in themselves, but they are profitable from the standpoint of other lines that they sell.

Novel Stunts That Help the Ice Cream Department

A stunt that resulted in a new use for soda straws was that arranged by an enterprising merchant recently who has a fountain. He constructed a small lattice work fence against the window glass. Soda straws in crisscross fashion formed the fence. Behind the fence came a single row of bottles of soft drinks. Ice cream cones were placed upside down on top of the bottles. The remainder of the display was devoted to candy. It proved an effective advertisement of the ice cream department.

Display of Ice Cream Cones

A striking effect can be had by filling the entire window with strings of ice cream cones, which hang from the ceiling and reached almost to the floor. Five cones may be strung at equal distances apart on each string. Each cone was filled with fluffy white cotton to represent ice cream.

A merchant last summer employed kewpie dolls to attract attention to the ice cream cones handled. The center kewpie, three feet tall and becomingly attired in a frilly crepe paper dress, carried an empty ice cream container under her arm. Surrounding this doll were two smaller kewpies, with ice cream cones in their hands.

Woodenware

"Is this the woodenware department?"

"Yes."

"I dunno if I am in the right place."

"What is it you wish?"

"My wife told me to get some lipsticks."

Getting Results From Advertising

Points Made in Appealing to the Public Must be Lived up to—Goods Must be All the Merchant Says They Are—Here Are the Views of a Man Who Has Learned From Experience How and Why it Pays to Advertise—You Must Make it Pay

(Written by a Retailer in Western Canada)

A STUPENDUOUS amount of nonsense (this article will probably be included) has been written about most of the important things in our modern world from golf right down to orthodox Christianity, yes, a great deal of nonsense; but without fear of contradiction, we make the statement that more twaddle, bosh and slop has been written around and about the theme of "Advertising" than has been written about anything else in the world.

Must Be Lived Up To

Some of the stuff is actually excruciating but for simon-pure inanity, lamentable vapidity and rock-bottom insipidity, nothing can surpass the horrible axiomatic slogan, "It pays to advertise." Just say that phrase over to yourself a few times and then repeat "Water is wet," and if you can sense any difference in the meaning of the two, you have a keen brain.

It pays to be honest; it may even, at times, pay to be dishonest, but surely there is no person, however illogically inclined, will maintain that the only reason why one should be honest is because it is a paying proposition, or again, that a man should be occasionally dishonest for reward, and so, in the case of advertising, that it pays is no argument. Of course it pays to advertise, but on one condition only; that it pays, is the steel frame-work upon which advertising is assembled; if advertising did not pay no one would advertise, or, to be more exact, if advertising could not be made to pay no person would bother with it.

"Pay," reward is an inseparable concomitant of advertising but only if the advertising is lived up to. No advocate could ever hope to win a case with a verbal deluge of axioms, because every utterance of his would be greeted with cries of, "We know that," meaning, really, "We have always known that." Mere monetary reward is not sufficient reason for advertising, but is simply one of the inevitable results of conscientious publicity.

All establishments, religious—social or commercial—to be worthy, must have moral backbone, and the great function of advertising is two-fold: first, to supply the backbone, if not already there, and, secondly, to keep the moral stiffness of the figurative vertebrae from relaxing.

A merchant may conduct a business without advertising of any kind and get along in a pottering kind of way, and with little effort, because he has no standard of quality or service to live up to; he has not promised to do anything definite; he has not pledged himself to deliver a certain, unchanging quantity and quality of merchandise and attention to his patrons; in short, he has not signed any contract with the public, and so, without aim, without objective without self-imposed obligation, without fear of breaking his given guarantee, without any promise to buy and to sell only the best, without any colors to nail to the mast or even any mast to nail to a flag, he slumps along, depending on haphazard and transient trade, with small chance of ever catering to the same customer twice; ..... waddles on not caring, until the very advertising which he ignored, grows weary of not being picked up and put to work, and starts out of its own accord, publishing abroad, in that merchant's field of operations, the dreadful state into which things have fallen, and soon even the spasmodic customers sidestep the non-advertised store, even the cobwebs gather fast, the mildew spreads its green hand of destruction over all, and soon it is a case of no customers, no cash rceipts, no credit, no stock,..... a case of sans everything.

Living up to Assurances

The fundamental attribute of an advertisement is that it is a voluntary contract, paid for and signed by the person issuing it, and very few people will doubt the integrity of a concern which of its own accord, binds itself to do a certain thing for the public and puts its name on the dotted line. For instance a grocer puts in his local newspaper:

> "To-morrow morning from ten till twelve, we will sell one dozen large Sunny oranges for 25c."

Do the readers of this ad believe the statement—why they never think of doubting it, and at the given time, numerous people who have read the ad will be waiting to buy the oranges. Now, and here the "Pay" part of an ad. comes in. The oranges must be large and they must be "Sunny." The customers want just what the grocer said he would sell, and they get it, for the grocer's reputation, not, mind you, merely his cash-register, but his reputation and character are at stake, and he has to sell what he said he would sell or suffer the penalty of all contract-breakers. Again, a grocer may advertise:

> "A clean store, a tidy store."

Now, instinctively, the readers of that ad., who have cause to enter the store will make an inspection of the premises, and if the general appearance does not measure up to the full standard of "clean" and "untidy," conversant customer's impression of the store will be a poor one, and not just because of apparent dirt or untidiness, but because the proprietor advertised a well-kept store and failed to deliver the goods. Disorder in a dozen other stores might have passed without criticism, but disorder in a place advertised as spick-and-span is bound to cause adverse comment.

Like Launching an Attack

Yes, it pays to advertise if the advertiser ever and always, does what he said he would do. Every letter of the contract with the public must be lived up to. This is the unalterable law, the Median Persian law, of all advertising, this, the backing up to the hilt of an ad., is the mint through which all advertising must pass before it can be converted into negotiable gold. Advertising is the battery with which a concern hammers at the wall of public indifferences, and a well sustained and carefully planned attack must eventually cause surrender, but not unconditional surrender, of the beseiged; but unless every word of the terms of capitulation is kept to the letter the public will scurry back to their fortress, convinced that the attacker was only making a noise, and will treat the blusterer with the contempt which means commercial decease.

Advertising is the inflexible, implacable taskmaster of rectitude in business. Flash-in-the-pan ads. may shoot across the sky for a few awe-inspiring nights, but if the pyrotechnist can't back up his display with the "goods," all his rockets will have been burned in vain.

Non-advertising will bring about a lingering business death but advertising not lived up to will result in a snappy and sudden exit.

"It pays to advertise" may be forgotten, but "You pay to advertise" must be remembered; yes, you pay to advertise and it takes untiring effort to advertise and it takes untiring effort behind the screen to get returns on your investment.

Advertising is a constant urge to do the utmost; a pitiless, self-inflicted goad to success. Advertising is not a magic wand, which miraculously changes goods or service into cash, rather is advertising a many-thonged tawse with which the advertiser flagellates himself to constant and ever-increasing effort to serve his patrons to fullest extent of his ability.

To sum up, advertising is either the voice of unadorned truth, or it is but the sound of brass and tinkling cymbal.

You must make advertising pay.

Does not Advertise Many Articles but Talks in a Convincing Way About a Few

The Malcolmson Idea is to Make an Advertisement so Alluring in Its Interest and Yet so Simply Worded That His Readers Are Looking for it Every Night

ONE DICTIONARY gives the definition of advertising as "a notice in public print: an announcement." But this, in the writer's opinion, would not assist the student of advertising very materially in constructing an advertisement with pulling power, one that would create a desire in the mind of the reader to possess a certain article. An advertisement to sell goods must tell something about the article offered for sale in such an interesting way that the reader is at once impressed with a feeling that some of the goods must be his or hers. In summing up the definition of advertising, Elbert Hubbard has perhaps come closer to the true meaning, when he says that "advertising is the education of the public, as to who you are, where you are, and what you have to offer in the way of skill, talent or commodity." He also says "there are two good reasons for advertising: one to sell goods; the other is to create good-will." Pick up any newspaper and the advertisement which lingers longest in our mind is the one that tells us the most interesting story about some particular article, and if it happens to be some article of food, the mouth fairly waters, and the reader is likely to exclaim, "My, that sounds good. I must order some of it."

The Malcolmson Way

Such is the impression conveyed to the mind after reading an advertisement by Malcolmson's, Limited, Chatham, Ont. These advertisements do not occupy a great deal of space, rarely ever larger than six inches in length and one column in width, but they tell the story so intensely interestingly that the reader at once feels that to become more acquainted with the Malcolmson store would indeed be profitable, and one can almost hear the reader of the daily paper, as she opens it each evening say, "I wonder what Malcolmson is advertising today?"

It is not the Malcolmson idea to publish a long list of articles, but rather to choose one, two, or three articles, and say something about them as simply as possible—and just as if a salesman was talking to you over the counter. Three of these advertisements are reproduced on this page, and the following excerpts are from some of his more recent advertisements.

"Santa Clara Prunes.—The fine blue-black prunes that have a flavor all their own. They are grown in a sunshiny valley, where they absorb such a lot of goodness. A quart of water to a pound of prunes, and cook the prunes in the water in which they are soaked, add a very little sugar. The result will be prunes that are most appetizing."

(Continued on page 106)

About Salads

As everyone knows the French are the great Salad makers. With them the salad is a daily occurrence, and many things are made into most appetizing salads. Of course the dressing is an important part of it, and as salad dressings are a little expensive to buy we give here a recipe for a plain French Dressing for salads.

Three tablespoons of good Olive Oil; 1 tablespoon of Vinegar; ¼ teaspoonful of salt; ¼ teaspoonful of black pepper.

First put the oil into a small bowl, then add gradually the salt and pepper until they are all mixed. Then add gradually the vinegar, stirring continually for about a minute. Remember it must be thoroughly mixed. Lettuce Salad requires less vinegar, but for any other vegetable salad the above answers splendidly. Beets, Celery, String Beans, Cabbage or any other vegetable may be used.

Malcolmson's Limited

Rich, Mild Cheese

The creamy flavor of our cheese is what appeals to all who really know how, it has the real cheesy flavor, whether you use it alone or with mararoni, or with macaroni and tomatoes you will find it always good.

RICH MILD CHEESE, 28c lb
FINE OLD CHEESE, 35c lb
CUT MACARONI, 10c pkge
IMPORTED MACARONI, 18c
CANNED TOMATOES 20c can

Fancy Biscuits

The pick of the biscuit factories you will find here. Such variety to choose from, and each [illegible] because of [illegible] are

The Lure of the Maple Tree

There is something fascinating in the idea of getting an [illegible] syrup from a tree. Then the running of the sap is a sure promise that Spring is near. No doubt it is a combination of these two things that makes Maple Syrup such an interesting thing. Of course, having once tasted it; there's no doubt where our interest lies—it is in the flavor.

The old method, very picturesque, but not clean—of boiling sap in an open kettle over wood fire has been changed. Now it is evaporated in a long series of pipes, so that no smoke, nor dirt has a chance it.

Canada, as you know, produces the finest Maple Syrup—cause we have the hard maple The Eastern Townships Quebec produce the finest le Syrup in Canada, be- of the climate, and an dance of hard maples.

will like this syrup, it is h, and rich, and soft. e here about the end of month—price only $2.75 n.

olmson's Limited

"Always Better to Put Price on Article"

This Firm Introduces High-Class Specialties Providing the Same Are Profitable and Worth the Time of Selling Them—Well Dressed Windows Are the Magnet to Draw People Into the Store

"IT IS always better to put the price on the article whether it is a special quotation or the regular price," stated Mr. Steubing of Steubing & Co., grocers at Kitchener, Ont. "We use our windows to sell goods for us all the time. We used to be around in a side street. Since we have moved to the main street, our windows are more than paying for the difference in the rents of the two places. Location of course counts a great deal in estimating results to be obtained from window displays. Where we are now located, we are in the best block in the city. All the down-town shoppers must pass our store, and the windows are the magnet that gets them into the store. A grocer cannot too highly estimate the value of the windows as an aid and stimulus to selling.

Out of Season Green Stuff

"All winter we have sold out of season fruits and vegetables—lettuce, tomatoes, rhubarb, strawberries, spinach and cauliflower. We bring them in especially for the week-end trade, and some weeks our sales have run over three hundred dollars. Display has been the big factor in seling these lines. We not only use the windows for selling fruits and vegetables but a massed display arranged on the floor just inside the door catches the eye of the customer immediately on entering, and a tempting array of these early varieties is bound to induce sales. While of course our biggest sales are at the week-end we carry them right through the week. A window of these lines gets the "catch" trade, the people who do not deal regularly at our store. They are drawn into the store through the medium of the window, and when in here, it is not difficult to sell them other things."

Window Sells Beans

Discussing the selling power of the window, M. Steubing cited several instances where display had been the means of increasing the sale of certain articles. "Recently we put in a window of a line of canned pork and beans. We put the price in the window. The price is always important, whether it is a reduced one or not, and we always put it on an article shown in the windows. During a week we sold between four and five cases of these beans. The window did it. While we did mention this line to people at the counter, a good many people came in and asked for three cans of the beans on display."

Only Top Quality Goods

Steubing & Co. have a high-class trade. They are the oldest established grocers in Kitchener. They believe in carrying only top quality goods, and have no difficulty in getting the high prices that merchandise of this class commands. "We have a demand here," Mr. Steubing stated, "for food products that perhaps are too high priced for many merchants to consider it profitable to handle. Just lately we got a certain kind of cheese that is high in price but is nevertheless selling well. We introduced it to our trade, by suggesting it, when giving their orders, and now a good many of them are buying it right along.

"We do not mind getting behind an article by way of getting it started, if

This reproduction illustrates a section in the store of Steubing & Co. at Kitchener, Ontario. It is apparent that facilities for displaying the goods are not lacking.

This firm not long ago moved to the main street of the town, and find that their displays as a result of the change are great revenue producers.

we think it is worthy of the effort. In fact we follow such a policy all the time, and have had some pretty good success in this regard. Of course the article must be good, and must show a reasonable margin of profit to pay us for our time in "pushing" its sale. In the past few weeks we have been selling a cake flour for the first time. It is a very high grade line and we had no difficulty in getting our customers to give it a trial. It is now a real seller. In fact we have re-ordered four times since placing our first one. People are buying it right along."

Introduces New Biscuit

"Here is another thing that we have introduced with very gratifying results," Mr. Steubing added, as he lifted a package of biscuits. "It is a high grade specialty, but is a good seller with a certain class of trade. Its quality cannot be disputed and some of our customers now will not have anything else in this line. We had not previously stocked it, until about four months ago, but the continued sale of it promises well. We have also been selling a lot of ripe olives this past winter. There is a very good demand for them. We keep them out where people can see them and very frequently in taking the orders, suggest them. However we have regular customers for them who ask for them all the time."

Is Well Equipped

The Steubing store is a well equipped grocery, as the photographic reproduction of one side of it, accompanying this article, will indicate. "Anything that makes for convenience and better service to our customers we like to have," remarked Mr. Steubing. "We have had patented bins for a good many years now, and would not like to be without them. They are not only a great convenience, but are sanitary and clean, keeping bulk stock in first-class condition all the time.

DOES NOT ADVERTISE MANY ARTICLES

(Continued from Page 104)

"Extra Quality Halibut.—This last shipment of halibut is surely the nicest we have had in weeks. All the halibut has been nice, but this is extra quality. Whether you boil it, or fry it, you will surely like this."

"Canned Fruits.—The canned fruits we sell are selected fruits, put up in heavy sugar syrup, just like you would do at home. You will find the flavor simply delicious."

"Fancy Biscuits.—The pick of the biscuit factories you will find here. Such a variety to choose from, and each one selected because of some special goodness. There are rich ones, and plain ones, and fruit ones, and jam ones, and many another kind to suit all tastes."

It is an acknowledged fact that the potatoes grown in Ontario the past season were not up to the mark, and in some localities were particularly poor quality. Malcolmson apparently realizing this, put in a stock from another province and this is how he told his customers about them:

"New Brunswick Potatoes. — The only real dry cooking potatoes last fall came from New Brunswick. The weather in most of Ontario was such that good potatoes were not plentiful. But with New Brunswick it was different—and really good potatoes came from there. These potatoes are large in size, rather uniform, and bake splendidly."

"Maple Syrup.—The cold climate, the hardwood maple trees, the rolling country, all combine in the Eastern Townships of Quebec to produce the finest maple syrup in the world. And then the care taken! The maple sap is evaporated in a series of pipes, so that neither smoke, nor ashes, nor dirt come near it. We have bought from the same firm for the past fifteen years. It has always been so good that our customers wait for it."

(Continued on Page 109)

A Window Display That Resulted in an Increased Turnover of Seeds in the Spring Months

The above illustrates the way Fenton and Smith, of Pembroke, Ontario, dressed a window for the display of seeds. A frame was built five feet by seven, which was covered with green crepe paper to match the walls. On the frame there are sheaves of wheat placed, and the walls are covered with artificial flowers to fill in space which is covered with package seeds. In the bottom a tray is built in the shape of a star, which is filled with different colored seeds and in each space is a letter of the firm's name. When spelled out, it reads Fenton and Smith. The window was trimmed by one of the staff, W. R. Tario.

"Cash and Carry Pays and Pays Well"

Grocer Makes More Money in the First Year He Has Cash and Carry Department Than He Ever Made in Any Previous Twelve-month—Still Has the Regular Service Department Where Credit and Delivery Are Extended

B. G. Crabtree has operated a grocery store in the City of Ottawa for a number of years, giving the service of credit and delivery. Not so very long ago he decided, following the suggestion of a customer who always paid cash and carried all her purchases, to inaugurate a cash and carry department in his store. It has been in operation long enough to convince him that it is fully appreciated by a large proportion of his clientele. He commenced it by way of experiment, and at the outset only reserved a small corner of his store for the same. It was only a short time, he states, when he saw the wisdom of spreading the system throughout the entire store. Each clerk was made familiar with the two prices, the regular price including the service of credit and delivery, and then the cash and carry price. In an interview with the Ottawa correspondent of Canadian Grocer, and contained in this article, Mr. Crabtree states that some of the worst cranks on the question of delivery have been converted to the cash and carry plan of doing business, and from his standpoint he says that he has been able to cut down on the expense of delivery and accounts, saving approximately six per cent. on these two items, a few months after adopting the new way.

"EVERY grocery store should have a cash and carry department. It pays and pays well," remarked B. G. Crabtree, Elgin street, Ottawa, while discussing the merits of this system with the Ottawa representative of Canadian Grocer.

"Cash and carry meets with the general approval of my customers," explained Mr. Crabtree. "When I started the system going in my store not so very long ago I was rewarded by a hearty vote of thanks from many of my best customers who were only too glad of an opportunity to save a little money by carrying their own parcels. I set the ball rolling in a modest way, by reserving a small corner of the store for cash and carry by way of experiment. The newspapers and my windows were used extensively to bring the matter to the attention of the buying public. The scheme took well immediately, and it was not long before I saw the wisdom of spreading the system throughout the entire store. That is, I had each of the clerks familiarize themselves with the two prices, regular and cash and carry, and the cut rate articles were sold in every part of the store. To add stimulus to the scheme and encourage as many as possible to fall in line with it, I commenced to put on special sales at regular intervals for cash and carry customers exclusively. That is, certain articles were offered at a price even lower than the cash and carry price. These articles were well displayed in the windows with attractive price tickets attached."

What About the Results?

"And what about the results?" enquired Canadian Grocer.

"Fine, putting the system into operation I had two delivery trucks and a rig, and was employing three drivers. It was not long before I was able to dispense with the services of one of the drivers and get rid of one of the trucks. I figured that I was saving approximately 6 per cent. on delivery and accounts and decided to give my cash and carry customers the benefit of this. One customer kept tab for a month and found that by carrying all her purchases and taking advantage of the special sales, she had saved 12 per cent. In a very short time we had practically changed our business from a charge to a cash trade. The tables were almost completely reversed.

Profits Are Right Too

"At the beginning we had four direct telephone lines. In a short time we were able to dispense with one of these at a saving of fifty dollars a year. We gave the customers the benefit of this saving also and this helped to increase trade more."

"You seem to have been mighty generous with your customers, what about profits?" enquired the interviewer.

Mr. Crabtree smiled. "Why, the first year, we made more money than we had ever made in any previous year," he replied. "The saving in many ways was remarkable and we were enabled to purchase a number of time and labor saving devices which also helped greatly. Also, it was a wonderful inducement to those people who were the worst cranks about delivery. We had one customer who, for months was in the habit of telephoning for a cake of yeast just about closing time every second night. If the delivery men were busy, we found it necessary to call a boy in off the street and give him some candy as a reward for making the delivery. Thus it very often cost us five cents to deliver a three cent article. Very shortly after we put the cash and carry system into operation this customer came in to make some inquiries about it, and we thereupon seized upon the opportunity to do a little explaining that opened her eyes. She had not realized what a nuisance she had been. Fortunately she was one of the many customers who became enthusiastic over the cash and carry proposition and now she comes to the stores regularly every day, buys her groceries, pays for them and carries them home.

Showing the Groceteria section of B. G. Crabtree's store on Elgin Street, Ottawa. Mr. Crabtree finds the business in this department constantly increasing.

This is another illustration of the store of B. G. Crabtree on Elgin Street, Ottawa, showing the service department. Customers preferring the service of credit and delivery shop here

Regulates Delivery

"With a number of such cases adjusted we were eventually able to maintain a regular delivery system. It is very seldom now that we are called upon to deliver an article after four in the afternoon, whereas in the old days we were delivering at all hours, very often after six o'clock."

"Do you confine cash and carry to certain articles?" was the next question.

"Oh no, it applies to everything we sell. Every article has two prices."

"What class of people mainly take advantage of this system?" queried Canadian Grocer.

"All classes, rich and poor alike," was the answer. "We have many fairly well-to-do customers who have charge accounts, but who also at times take advantage of cash and carry. Many of these have cars and use them to very good advantage in this connection."

"What has been your actual saving in delivery?" the interviewer asked.

$2,000 Saved in Delivery

Mr. Crabtree replied that last year it cost him $2,000 less for delivery than the year before. "And our business has been getting in much better shape on that account," he added. "We are doing a much larger volume of trade. Of course it means a lot more work, but it is very interesting and what is even more important it pays well. I, have been trying to preach cash and carry to a lot of the fellows in this city for some time, but they don't seem to see the wisdom of it yet."

"It would be interesting to know what gave you the notion to start the ball rolling?" suggested Canadian Grocer.

"Well I don't mind telling you," quickly replied Mr. Crabtree. "I had one good customer who for years always made it a habit of coming to the store for everything that was required and paying cash for it. It was very seldom that we were called upon to make delivery to the home of that customer. One day when we were conversing about matters in general she called attention to the fact that she gave us very little trouble in the way of making delivery and keeping accounts for her, and gently suggested that she should be given some consideration. She went as far as to offer the suggestion that we might make it an inducement for others to follow her example, by offering a certain amount off for cash and carrying. I turned the matter over very carefully in my mind for several days, and finally decided to make the venture. I have never had any reason to regret that decision."

NEW YORK EATS 11 MILLION GALLONS OF ICE CREAM IN YEAR

New York.—Six million gallons of ice cream.

That is the amount of the cool, favorite summer dish New Yorkers ate during last summer.

It is the figure given by James Cooney, Chief of Division of Food Statistics and Market Conditions, Board of Health.

"New York uses 11,000,000 gallons of ice cream a year," says Cooney. "Over half of this—almost three-fifths of it—is eaten in the summer and early autumn months. It averages about one gallon per person during those months."

DEVISES NOVEL PLAN TO INCREASE CANDY SALES

A merchant anxious to increase his sales of candy devised a new calling card consisting of a small box, card size, containing two or three pieces of his best candy. His name and business would be printed on the cover in the usual calling card style, with perhaps the invitation, "Open Me," added.

Getting his prospect to eat a bit of this candy would be a good opener for his selling talk. At any rate, the novelty of the card would break the ice and make the prospect more genial.

BELGIUM HOLDS SURPLUS PRESERVED FOOD SUPPLIES

Belgian imports of food products were reduced considerably during 1921. Canada's exports to that country dropped accordingly. An explanation of the cessation of buying of Canadian and American products, especially canned goods, is apparently the fact that the Belgian Government bought very large stocks of preserved foods during the war and after the armistice. These stocks were purchased at very advantageous prices, and at almost par of exchange. Steps were taken recently to liquidate these stocks, and wholesalers have purchased heavy lots at reasonable prices. It is supposed that these stocks are now in the hands of jobbers and are interfering with the regular importations.

For the twelve months ending January, 1922, exports of Canadian products to Belgium amounted to only $12,642,495. This compares with $35,306,624 for the year ending June, 1921.

"Motor Car the Big Factor in Success of the Self Service Store"

This Department Has Not Lost Favor in the Last Twelve Months, Declares Manager of Grocery Department in Vancouver Store—Volume Has Been Maintained and Even Slightly Increased.

By Staff Correspondent Canadian Grocer.

VANCOUVER, B. C.—"Self service has not lost any favor in the last twelve months," stated W. Ellis, manager of the grocery department in the David Spencer Departmental Store, Vancouver.

"I find," said this executive, "that the volume has been maintained, even slightly increased, in the last few months. Of course the motor car is a great factor in the success of a self-service, cash grocery store. I can conceive of places, where the cars were few, where there might not be sufficient trade to maintain a non delivery store, but in the cities, and where a large percentage of the customers drive, the non delivery store that shows a saving will continue to be patronized. Moreover, the number of cars is on the increase each month, and it is very easy for anyone to run in, gather the articles required, pay for them and load them into the car.

Delivery a Big Item of Expense

"Anyone who has given any thought to delivery expense can well understand that the elimination of this item will permit of closer prices, and the savings that can be shown to the grocer purchaser will make it well worth while to drive down and pay cash. I don't want you to think, though, that the large proportion of the trade is strictly motor trade. A big trade is done with those who drive autos, but the major part of the business is done with those who come down once or twice a week, buy what they require, and take their purchases home on the street car, or carry them.

"The self-service grocery is also a splendid shopping place for the children. Often I have found, on the floor, that the children know as well as I do myself exactly where to find any article. Needless to say, each article has a definite position and is never moved from that position. Consequently, all of our customers become familiar with the location of every article."

Placing the Favored Lines

One little wrinkle that transpired in the course of our conversation had to do with the preference given some lines. In the Spencer Self-Serve section the display stands, on which all merchandise is shown, are broad at the base and taper towards the top. The top shelves are slightly above the level of the eye. The bottom shelves are a few inches above the floor. The goods which are favored in the store are placed immediately opposite the average person's shoulder. To get the lines which are not so favored, the customer must stoop. It is remarkable, according to Mr. Ellis, the difference it makes. All of us are more or less unconsciously lazy. Everything else being fairly equal we will reach out for what is taken with least effort.

DOES NOT ADVERTISE MANY ARTICLES

(Continued from page 106)

"Pure Jams.—The jams are made from fresh fruit—not fruit pulp—so you get all the fine flavor of the fresh fruit. When you buy jams here, you get what you want."

"Orange Marmalade for breakfast—one of the nicest things, made with oranges and sugar only. You will find it very tasty."

Sometimes Malcolmson's advertisements tell about the store service. A recent one started out like this. "There's a freshness and crispness about the way we sell and handle groceries. It's the constant turnover that keeps our goods so fresh and nice." And the advertisement goes on to tell about how the perishable goods are kept and the firm's long experience and judgment in buying, winding up the talk with "whether it is fish or vegetables, or meat, or butter, or coffee, or any other perishable food, the same great care is given them. Things to eat must be good, and cannot be too carefully handled. You are safe when you shop here."

Showing the interior of the groceteria of the David Spencer department store at Vancouver—the goods that are favored in this store are placed so as to be in line with the average person's shoulder. The left side shows the various display racks to catch the eye of the passerby on the street.

Random Talk On Subject Of Window Trims

To get the very best results from his window displays is the ambition of every grocer when he is dressing and arranging the same. The writer of this article on this page brings out some very good points, the observance of which will lead to better window displays, and in all probability, to better results from the standpoint of sales. Are your windows too artistic with no attention paid to the question of price tickets? Are the windows too high? These as well as other points are briefly but interestingly dealt with in this article.

PROBABLY the most important step a window trimmer, whether amateur or professional, can take towards success is to bear in mind that he is not dressing his window with the intention of showing how clever he is, how artistic or how original, but is working to sell goods, to make the window part of the sales force. In fact the professional window trimmer falls down more often on this point than the amateur, since the former knows his power. He is fond of the originality of his ideas and he is trained in the principles of window trimming often to the loss of the sales idea. He forgets that he is not a decorator, but one branch of the sales force, an important branch too.

He succeeds in attracting attention and comment but very often that is where it ends. A woman will go home and say, "Smith's windows are lovely this week," but later on she will say, "Oh there are some fine bargains on at Blank's tomorrow. I saw them in the window." Very often the effectiveness of the display is in the presence of price tickets, but even should they be there and the goods are not arranged in an attractive way, the attention of the public will not be gained.

Benefit By Another's Mistakes

But at the same time let the amateur trimmer beware of scorning the professional's artistic bent. Colors and color schemes play an important part in catching the eye. There is no sin in stealing another's ideas in window trimming. A study of a competitor's window will often betray faults which will help in making your own window more effective. At the same time a good plan after a trip downtown or through the retail part of the town or city, is to sit down for a minute and try to recall one or two of the windows you passed. Then ask yourself why that window appealed to you or attracted your attention. The striking part of the display will stick in your mind. To the grocer of course, the grocery windows will appeal most and to the dry goods merhcant, the dry goods windows, on account of the common interest.

Little Freaks Of Color

A striking example of the effectiveness of color is demonstrated in the window of a Montreal grocer, who a short time ago was displaying marmalades and jellies. Color is the secret of attraction in this case. The window is well ballanced with two pyramids of bottles built in a "V" shape from the front to the back. At the rear of the window is an ordinary soap box draped with red crepe paper and built up around the front and over the top with bottles of marmalade and jellies. At night, the evenings are long now, two lights are lit in the box and red and orange glow, lent by the light filtering through the pyramid of bottles, commands attention. In this case the effect would be nothing more than pretty if the big card as a base of the window did not feature the price, which in itself is attractive.

Uses Wall Paper

In the case of another grocery store, wall paper of different designs serves as a base for window displays which is comparatively inexpensive and at the same time attractive. The merchant changes his window once a week and from ten to twenty cents' worth of wall paper will cover the window, which is a large one. He points out that the style of paper used depends upon the goods to be displayed since he plans to have a contrast. For instance, he features a window of catchup (red) on a white wall paper and when he has a display of white labelled cans he uses a dark paper. The design in the paper serves to make the goods displayed, stand out. Eggs, bacon, butter or cheese stand out well on a base covered with sawdust, excelsior or straw. At Easter a display on straw is particularly attractive.

Can Windows Be Too High?

Another grocer, who pays particular attention to his windows, claims that many windows are too high and that the display is lost in the big expanse of store that can be seen behind it. He has avoided this by a big lamp shade made of a wooden frame and draped with red crepe paper and a fringe made by cutting the paper into very narrow strips. This big shade covers half the window and contains three lamp globes. To one looking at the window the red glow attracts, with its warm appearance but the bright light confined to the goods in the window emphasizes just what the grocer intends to advertise. In this case, too, the price is featured by neat cards on everything in the window.

Link Up Advertising And Windows

Never forget the important relation which exists between printed advertising and window-advertising. If you bear this relation in mind and act accordingly, you can create a chain of circumstances that in a goodly proportion of instances will lead men and women in your vicinity straight to your store. In the case of the newspaper advertising, the suggestion born of the advertisement in the evening will often be forgotten by the next day, but if in passing the store the idea is again brought to mind by the display of the goods themselves the sale is made immediately and the money spent on the advertising is not wasted.

Colors Attract But the Price Is Essential

Photographs His Window Displays and Keeps a File

A merchant in the West is noted in his city for his unusually effective window displays. Here is how he has made such a reputation possible. He purchased a camera and now he photographs each display that is used, catalogs and files the resulting pictures according to seasons.

When he prepares his Easter exhibit, for instance, he turns to his files and finds an accurate pictorial record of the windows as they looked at the Easter season in previous years. In his effort to improve upon former displays the decorator is stimulated to produce new and still more attractive effects.

SUGGESTIONS IN RECIPES

(Continued from page 98)

it put a small ladleful of crushed strawberries. Cover with whipped cream.

Cherry Blossom

Place a slice of white cake on a plate. On this put a slice from a brick of tutti frutti ice cream and over all pour a ladleful of crushed cherries. Top with a spoonful of marshmallow and a cherry.

Fill a cone shaped dipper with chocolate and vanilla ice cream, half and half. Over this pour a ladleful of hot chocolate fudge sundae and sprinkle generously with toasted shredded cocoanut, with a few pieces of chopped nuts.

"Better Goods Bought On Credit Plan"

Teasdale Bros., Dartmouth, N.S., Prefer a Credit Business to the Cash Trade at Any Time—Between Sixty and Seventy Per Cent. of Their Annual Turnover Represents Credit, and They Declare Losses Are Less Than One Per Cent.

By Staff Correspondent Canadian Grocer

DARTMOUTH, N.S., Dec.—"I prefer credit business to the cash business at any time" says Mr. Teasdale of Teasdale Bros., Dartmouth, N.S. "People will buy better goods and will give a merchant more of their trade than can be done in a cash store. Beside the merchants are able to give better service.

Over 60 Per Cent. Credit

"My credit is at the present time between sixty and seventy per cent. of the turnover, and yet the losses through the giving of credit are less than one per cent of the turnover. There are some cases where the accounts have run for several weeks, but they cannot be considered as losses as they are old customers who have run into a little hard luck, and will quickly adjust the balance when labor conditions are better. There are very few people who require accounts sent to them, as they keep their slips which are given with each purchase and when paying their bill bring these with them. This is one of the features of the account register as it saves time and prevents mistakes that sometimes occur through other methods."

Solicit Orders

The one method which is getting business today in this store is going after it. Four times each week soliciting is done for orders, and the sales that are made through this method are very gratifying. There are many people who are buying from the Teasdale store, only because of this service which is extended to them. Another thing that is pleasing to the people is being able to get goods when they require them. Some grocers refuse to deliver only at certain hours but not so in the Teasdale store, for if a customer calls up and wants something immediately, they get it if it is at all possible, although care is taken not to let this become too much of a habit. Mr. Teasdale believes that this system is not costing him any more money than the delivering only at certain hours, and that his system is holding the customers more than the other. "If you want to get and hold customers to-day you must be willing to cater to their wants and giving delivery of goods when they are wanted is one of the best ways of dispensing service, Mr. Teasdale maintains.

Selling on Telephone

There are some customers who are called by telephone every morning for their daily order, and this service is very much appreciated. When talking to these customers on the 'phone it is always necessary to suggest things as people cannot always remember all the things they want, and many times things suggested are bought that the customer had never considered buying. A few months ago there was a line in the store that was not selling very fast and try as they might it didn't seem to go, until Mr. Teasdale suggested that in all telephone conversations these goods be mentioned, and a description of the kind and quality be given, also that they could be returned if not satisfactory. This was tried out and in a very few days the entire supply was sold. There was not a complaint.

A very extensive line of fruit is displayed in this store and as a result of this the sales are very large. One window is given over to fruit exclusively and the people have come to look upon this particular window as the place to find the fruit. The windows are without doubt the best place to advertise goods in the opinion of Mr. Teasdale. "If merchants would keep their windows neat at all times. The policy of following the markets has always been adhered to in the Teasdale store, Teasdale Bros. maintaining that such a policy is always the wisest one.

The particular store here referred to is one of three stores under the Teasdale name and in two years the sales have increased over fifty per cent.

Keeping in Constant Contact With Your Customers—A Little Preachment on the Grocer's Place in His Store

MONTREAL.—In the case of the larger grocery stores where the proprietor's attention is required for many details, there is often the question as to what place in the store the proprietor should occupy. His duties, it would seem, demand that he take a position in a little office at the back of the store, in a balcony overlooking the counters or up above the store, but the proprietors of some of the largest stores refuse to sever their intimate contact with their customers. It is therefore safe to say that the grocer's station in his store has an important bearing on the success of the business.

Must Oversee Buying

Experiments have been tried by grocers in dividing the buying among the clerks, and while this has a measure of success, it has its disadvantages, particularly where the buying is on a large scale. Many grocers have found it imperative to do their own buying, not because the clerks are incompetent to do it, but because it often entails a risk, a hazard that a clerk would hesitate to shoulder. Good buying cannot be done by rule of thumb. The proprietor takes the same risk but does it knowing that in the case of a mistake he has only to answer to himself and that it is his own money involved. Such a risk in most cases carries with it the opportunity of a wider margin of profit, but nevertheless bears equal chances in the other direction. It is therefore hard for any employee to do full justice to the position of the buyer and the proprietor is called to shoulder it.

Contact With Customers

On the other hand the proprietor stands to lose quite as much, if he isolates himself from his customers in a little secluded office. There is, no doubt, more element of personality in the retail grocery business, than in other lines. A customer establishes a connection with a grocer and either calls at the store or telephones, at least three times a week. That customer naturally expects more personal service, attention and interest from the grocer than from the dry goods merchant. Much depends upon the personality behind the business and all too often it is entirely lacking, unless it is lent by the proprietor himself. His presence in his store is almost imperative.

In view of this, it is interesting to see what the proprietors of some of the larger grocery stores think of the proper place for the grocer in his store. Chas. P. Macklair proprietor of two grocery stores in Montreal, one at 419 Union Avenue and one on St. James Street, is always to be found on the floor of one store or the other. He claims that his buying can be most intelligently done when he has personal contact with his customers, can sense their wants and study the tendencies for the future.

(Continued on Page 113)

Sells 450 lbs. of Shortening in a Day

Suggesting Quantity Buying to Customers Results in This Merchant Filling Larger Orders Than Ever Before—Buys in Quantities and Aims to Sell in the Same Way—Believes in Quick Turnovers

"WE ALWAYS aim to make customers feel that they are always right," remarked Peter Clark, Sarnia, Ont., to a representative of Canadian Grocer. "We guarantee everything we sell and if for any reason customers do not like the goods, they are quite welcome to return them, get their money back, and no questions asked."

In making the statement, Mr. Clark undoubtedly expressed the fundamental reason why the Clark business has been in existence for over half a century. It was in the year 1856 that the business was founded by the present owner's father, the late Daniel Clark. At that time Sarnia was little more than a village, and with the exception of a two-year period, the business has occupied the present location at the corner of Christina and George streets. In 1864 the store was destroyed by fire, and the business was removed to another location, but two years later at the completion of the present two-story brick building, the business was moved back to the old location. In the year 1889, at the death of his father, Peter Clark took over the management of the business and has conducted it continuously ever since.

Believes in Quick Turnovers

Like many another old established business, Mr. Clark is a strong believer in buying in large quantities, providing there is an incentive for so doing, such as extra discounts etc. Mr. Clark also firmly believes that a fast turnover is quite necessary in these times of keen competition, and for that reason prices are sometimes pared, but never below the safety line.

Having bought in large quantities, Mr. Clark in order to have a fast turnover has adopted a selling idea for suggesting to customers that they also buy in larger quantities. Instead of quoting certain articles at so much a pound, his plan is to quote so many pounds for the dollar, and in this way clean up a large quantity in a short time.

For instance, not long ago he offered shortening at so many pounds for the dollar, and one Saturday alone he passed over the counter 450 pounds. Spreading over a period of five months, he sold twenty-five tierces of shortening (a tierce weighing from 380 to 400 pounds).

27 Gross of Jelly Powder in a Day

During the months of January and February of this year, twenty seven gross of jelly powders were sold, while on a Saturday a few weeks ago he assisted into consumption, twenty-five boxes of prunes.

Although toilet paper is an article all retail grocers handle, the sale of this article is left more or less in the hands of the customers, that is, it is only on rare occasions a display is made of it or suggested to the customer in any shape or form. Generally it is to be found occupying an obscure corner in the store or hid away in some out of the way place. A month ago Mr. Clark decided he would make his customers and others know that he was able to supply this necessary article, and at the same time get his customers in the habit of buying a number of rolls at one time instead of the usual custom of ordering one or two rolls. He filled one window with toilet paper, mentioned it in his advertisement, and by offering so many rolls for one dollar managed to clean out eighteen cases in one day. Another stunt similar to those mentioned above was to dispose of thirty dozens of a certain brand of custard powder in about two weeks.

Window Display and Advt.

Window displays and daily newspaper advertising play an important part in the Peter Clark business. The windows are changed frequently, always once a week and sometimes oftener. The goods on display in the windows are also linked up with the advertisements and usually a small counter display is also arranged of the same articles. In this way the articles that are featured at that particular time are suggested to the customer three-fold, which no doubt has something to do with the large turnover in a short period.

"If You Are Sure It Is Good Recommend It

But If You Are Not Sure It Is Better To Keep Quiet"

A GROCER, operating a very small store in one of the northern Canadian summer resorts, was heard to make to one of his customers a confidential report on how he successfully introduced a new line of jams to his summer trade and incidentally he put forward a good selling argument for that particular brand, making one more sale in that line.

This grocer, who purely by dint of his interesting and drole personality, has won from a much more attractive store a goodly part of the trade in that island district, confided to a lady customer as follows:

"I have a brand of jam here that was delivered to me against my best judgment, since it is slightly higher in price than a number of other better known brands. I thought, however, that I would give it a fair trial, so I asked Mrs. ——— to take a jar home and let me know whether or not she thought it was worth the extra few cents a pound. She is quite a stickler on those lines, you know, and pretty keen when it comes to price too. Not that she has to be, 'cause Lord knows they got lots of it," he added with a grin.

"Anyway, she took a four pound jar home on the understanding that she would only pay me the price of the cheaper grade if she didn't think that this was worth more. Well," he said, shifting his weight from one elbow, on which he was leaning, to the other, "that very night Bob, that's her man, came over and paid me the full price, saying that it was worth every cent. More than that, she has been talking that jam to all the women about the lake ever since, and besides me feeling justified to recommend it strong to my customers, most people are asking for it now. It's the only jam I sell and I sell a lot too. The idea is this—if you are sure its good, you can't recommend it too strongly. If you aren't sure, the best thing you can do is to keep your mouth shut. But it is good to get your customers started on it themselves. Then they think they are real tasters and take an interest in the line and that helps a lot. You know you can't beat women for talking; bad or good," he finished with a broad grin.

His jovial chuckle brought his unstudied sales talk to an end and the customer smiled, not at the joke, but at his irresistible, rustic good-nature, as she said, "Let me try a four pound jar."

The sale was made. If the grocer is sure of the quality of the goods he is selling he is not afraid to push it and he can afford to use the advertising trick of asking the customer, as a favor, to sample the goods on her own table, knowing that by doing so, he is making a booster for the line and perhaps tickling the vanity of that particular customer.

Quality and Service Hold Tourists' and Campers' Trade

Fills Many Orders for People Going to Summer Homes and Camping Grounds—Have Never Lost a Cent on Business of This Kind

THE SUMMER months bring an influx of Americans to Canadian summer resorts, a fact that is of paramount importance to the grocer who is continually on the look-out for means of increasing his business. Ottawa and Ottawa district are visited every summer by a large number of Americans who come north to enjoy Canadian rivers and lakes. These visitors must be fed but the question is "how can a grocer go about getting the business for himself?" The needs and tastes of these people are often foreign to the small country grocery store and therefore the city merchant is called upon to meet the demand.

American Trade In Ottawa

W. Bate, proprietor of Bate and Co., grocery store, 111 Sparks St., Ottawa, told a Canadian Grocer representative that just as soon as the winter was over he looked for the orders to come from residents of the U. S. who move north in May. When asked how he went about securing these orders he replied, "The only thing that I do is to give them the best service possible the year before, remembering that these people appreciate quality." Mr. Bate went on to say that the initial order for the season always comes in a week or so before the people arrive and that it has to be carefully packed and shipped to the cottages so that it will be on hand for the first meal. In a case like this service and accuracy are absolutely essential.

Care in Packing

"A grocer has to take particular care in packing these orders, for good service in such trade means much more than it does in every-day city business," remarked Mr. Bate. "The grocer must often use his own judgment in filling the order. I have seen orders where items were omitted that I knew were needed and these, with a note mentioning the fact, show the customers that particular interest had been taken in their order. These are the little things that build up the summer trade for a grocer. These people tell others in distant parts, about the service and so the trade grows.

A Varied Demand

"The grocer is called upon to meet a varied demand in filling these orders. These holiday makers write in every week or so for an order to be shipped. These orders often include nails, paint, fishing tackle, tools or anything from nails to overalls. It means that the grocer must go out and buy these things and pack them with the groceries. It is often inconvenient but it gives the service which builds up a trade that really pays. To avoid trouble, itemized invoices should be mailed, showing, in the case of a number of parcels, in which box or container the different articles are packed, so as to make it easy to get at the things that are needed first.

A Good Paying Trade

"I have never lost one cent through credit given on these accounts. Some of these people have come to me absolute strangers, and have opened big accounts but everyone has been paid at the end of the season. I have found that it pays to cater to this class of trade and my firm belief is that quality and service constitute the best basis on which to build it up. There is one other factor that plays an important part; the general appearance of the store itself, particularly the exterior. When a newcomer to the city goes looking for a place to buy the food for his family, it is the clean, bright, business-looking grocery store that gets the account."

Sends Out Catalogues

Mr. Bate also sends out catalogues to his customers. When a family leaves for the country they are given one of these catalogues which helps them in placing a large order by suggesting things that will be needed for the weeks ahead. This catalogue quotes no price but contains a list of all the goods carried by the store and does much to build sales, particularly with the campers.

The only advertising that Mr. Bate does is a small ad. in the evening newspapers which speaks of the special attention given to campers' orders and the service in shipping that is afforded by the store. Mr. Bate also mentioned the fact that he had a list of the home addresses of these holidaying customers, and that he was considering sending a circular letter to each this year recalling the service that his store had rendered to them in the past.

KEEPING IN CONSTANT CONTACT WITH YOUR CUSTOMERS

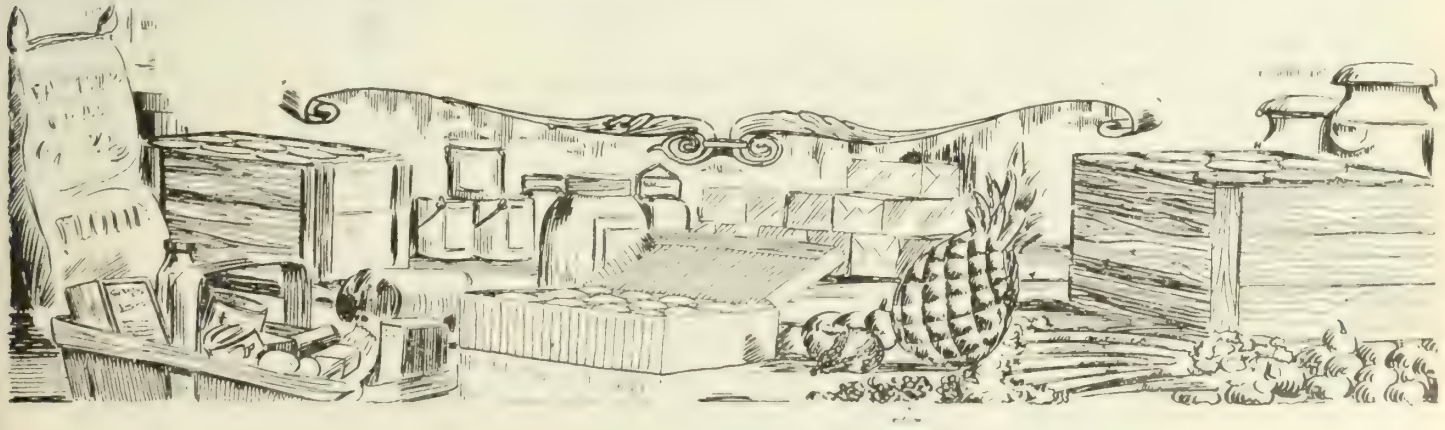
(Continued from page 111)

Over Forty Years In Grocery Store

Henry Russel, a grocer at 847 St. Catherine St. W. Montreal, has spent forty-two years on the floor of his grocery store and even now refuses to take a place in the office. He still serves behind the counter. He attributes most of his success to the fact that he has kept in personal touch with his customers and regulated his buying by an intimate knowledge of the requirements of his customers. Mr. Russel counts as one of his chief assets his ability to call most of his customers by name which he is only able to do by being constantly on the floor of his store.

Not the Cake Kind

Mrs. Newlywed (tearfully, after complaints about sponge cake)—"It's that wretched chemist's fault—he must have given me the wrong k-kind of sponges!"



"We Shall go Forward Not Backward"

Answer to the Oft Repeated Query "When Do We Get Back to Normal?" is Found in the Assertion That Normal Conditions Again Are Conditions of a New Normality—Is City Competition an Advantage or Disadvantage?

By HENRY JOHNSON, Jr.

IT IS hard, apparently, for business men, old or young, to have patience through these times. They query: "When do we get back to normal?" The answer is that time does not work backward. We shall never get back anyhere. We shall go forward to a combination of circumstances and conditions never hitherto experienced. And when we get there and are running along at what then may seem an even pace, we shall have "normal" conditions again—but they will be conditions of a new normality—or "normalcy" if you will—not conditions of any normality that we have known.

I write this because men seek to return to familiar things—and there can be no such return. Things change. Everything that lives changes. Living speech changes—only dead languages are fixed. So long, then, as your business lives—which it must do to yield you a living—it will change constantly.

Now read these letters and you will see why I have written this preface:

Canadian Grocer,

Gentlemen:—I am very much interested in your magazine and have derived great benefit from the articles therein by Mr. Johnson. We are well located here. Doing a cash business. Sales run between $600 and $700 per week. We have been figuring on an average of 20% profit (margin?). Have done no advertising of any kind since we began here. Our business seems to be dropping off a little. The department stores here are doing extensive advertising in the local papers and sell as cheap as we can buy. I would like you to write me how to figure a margin of profit, how to deal with competition of department stores, whether newspaper ads once in a while would pay and if so the best kinds to use. We are very well satisfied with our business but feel with your advice we can better ourselves during this period of depression. Hoping to hear from you P. D. Q., yours very truly.

Canadian Grocer,

Dear Sirs:—The many articles which appear in your welcome journal by Henry Johnson, Jr., I have found to be very interesting and instructive. In them we find that merchants in many localities have their vexing problems the same as we have here. Let me state mine.

City Competition Advantage Or Disadvantage?

Our village is located in rich farming community; about 600 people; no factories, mines or other employing industries. Twelve miles distant an aggressive city, 50,000 population, with good oiled roads between which make good traveling all the year. In said city many chain and self-serve cash stores. Not all can truly claim supreme quality but they do lay stress on price. These have hypnotized many of our people to serve as missionaries without pay—especially certain women. Members of missionary clubs, parent-teachers and other "uplifters" are unselfish in their spread of the "wiggly-wiggly-ogglyoggly" gospel, but never fail to ask local merchants to contribute to their organizations. No business organization here, though I have tried to form one. Each likes to go it alone. Most storekeepers have had little or no training in merchandising, so intelligent competition is out of the question. Our people expect to get chain store prices with credit and other service features—also out of the question. Is it your opinion that the retailing of foods is undergoing a permanent change—that the chain store is to be permanent? Will normal times cause chains to cease to be a factor? If the change is to be permanent, the small town merchant will seemingly have to adopt new methods or quit. What do you think? Do you think it would be safe for me to change to strictly cash basis, no credit to anybody and make appeal on price basis? That seems to be cause of chain store success—personality is not doing it for them, evidently. I am not pressed for money, have stock paid for, but trade is getting away from our town, and it will have to come back before much more than a living is possible for any of our merchants. May we hope for an early expression of your views?

Subscriber.

To cover the first letter first:

In your town of 30,000 newspaper ads will pay if your location is fairly central. Otherwise, the waste circulation entailed by inconvenience of getting to your store will make this extravagant and circulars will be more effective. In that size town, if newspapers are used, the most effective are little "locals" or "readers."

Bear in mind that advertising is a profession in itself. It is not done successfully by instinct. You should get big city dailies regularly and study the food ads to learn how to be snappy, yet sufficiently descriptive, and how to concentrate much in little space. The foundation of all advertising, whether newspaper or circular is knowledge of the goods. You must know what is inside the can and package. Then tell about the goods as you would if meeting and speaking to the customer. Avoid sensation, flippancy, "humor." Be honest, straightforward, serious minded and sincere—and study everlastingly. Then you may get there—but it's no joke.

The Ghost of Banquo Again

Margin computation? Well, I don't have to write again; for now you can secure booklets, free for the asking and they will give any merchant the needful rudimentary rules for margin computation. Get them by all means! They are worth big money to any merchant. But when you get them, remember what Lord Bacon said, thus:

"The reason why people who borrow books do not return them is that it is much easier to keep a book than to get what is inside of it." So remember that the booklets will do you no good whatever unless you read them—study them—really get what is inside of them to the last word and sentence. You'll find a lot of sales-hints in them, too; hints you can apply to any business.

To meet any competition, department store or other, start a back fire. Do not "meet it" at all. To "meet competition" is to be on the defensive. Start things yourself—be aggressive. What? I cannot tell you specifically without being on the spot. But if you look diligently within your business and try to cultivate observation of things right around you, I think you can find out what to do. It is worth while, too, for once you hit on the first thing, new vistas will open to you that extend indefinitely into the future.

Read good books, not necessarily all business. Read history and biography. That is not only a broadening process, but hints are scattered all through literature which an alert mind will catch. Use every odd minute this way—every one, I said. But write me any time with specific figures on questions from your business. Then I can take hold of something tangible and I shall gladly help whenever possible. Your best indication is that you are thinking, peering into things, trying to find out. Keep it up. You will find the way.

Roads Run Two Ways Always

To my second correspondent, I might point out that "good oiled roads" lead not only to the town of 50,000. They lead likewise from that town to his village. That condition, that characteristic of

(Continued on page 115)

Getting Business on "Blue" Mondays

Five Per Cent. Discount on Cash Purchases for Mondays Increases Sales on a Day That is Usually Quiet—Two Per Cent is Allowed for Cash Sales on Other Days

By Staff Correspondent Canadian Grocer

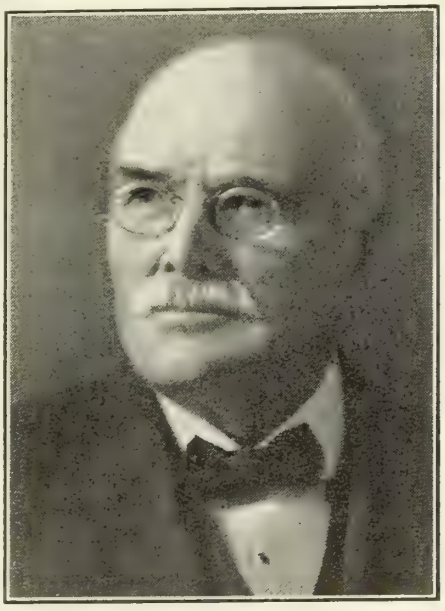
OTTAWA.—Robert McGregor, proprietor and founder of McGregor's Limited, Grocers, 225 Bank Street, Ottawa, has in his forty years in the grocery business developed a number of interesting schemes for increasing business and getting a quick turnover of his stock. Mr. McGregor opened his first grocery store on June 27th, 1882, in what was then called New Edinborough, now Ottawa. From that day to this he has been at his desk in the store at eight o'clock every morning. He takes a keen interest in promoting new ideas and adapting the business to present day conditions. To a Canadian Grocer representative he spoke of the many changes in conditions affecting the grocery trade during the past forty years. He recalled the old system, the old stocks carried by the grocers, the increase in the cost of food products and the overhead expenses of the grocer. The grocery has always been looked upon as a public utility according to Mr. McGregor and in some ways as a banking institution. This grocery store which has carried the credit system from the time of its inception in the past two or three years found it necessary to do anything within reason to switch over to the cash system on account of financial conditions.

Encouraging Cash Trading

Mr. McGregor pointed out a system which they have established in their store which is aimed to encourage cash buying. The cash registers in the store automatically print a receipt for the purchase with the date stamped theron and headed "keep this receipt. We redeem it in cash." On the back of the receipt is this notice, "this receipt is worth 2% of the amount printed on the other side. We will pay cash for it any time you present it at the store." This is equivalent to 2% off on current prices and Mr. McGregor claims that it is well worth the 2% to the grocers to get the money for the groceries when they are turned over. He also stated that it has encouraged cash trading in cases where the people can well afford to pay for the groceries when they buy them, people who have previously bought on credit simply because the opportunity was afforded them.

Discount Pays Grocer

Mr. McGregor has learned through his forty years' experience that at this time particularly, the cash in hand is worth 2% at least to the grocer and that it is a paying scheme to redeem coupons either in cash or in groceries. He pointed out that the grocer with the ready cash can



ROBT. McGREGOR

Proprietor and founder of McGregor's Ltd., Ottawa, who has been forty years in the grocery business.

today buy more cheaply than the man who has to depend upon his credit. This fact is quite evident since wholesalers and manufacturers are also willing to give discounts for cash, and not only that. The grocer is not tied down to buying from any particular firm when he is able to pay cash for his purchases. In that way he is able to buy where the price is best and to a greater extent demand the service and consideration of those who would handle his accounts.

A Cure For Blue Monday

In speaking to a Canadian Grocer representative about getting a quick turnover, Mr. McGregor said:—

"Every grocer finds that Monday is a quiet day. It does not pay to have the staff idle nor does it pay to allow goods to stand over on the shelves any longer than can be helped. We have inaugurated a plan by which we increase our business on Monday, and keep the wheels turning quite as busily as other days. This plan also distributed the work of the week more evenly. On Monday our cash register turns out a special receipt for cash purchases. This receipt is printed on an orange ticket, while on other days of the week the ticket is white. These orange receipts are good for a 5 per cent. refund on the amount of the purchase printed on the face of the receipt. We have found that this brings business on Mondays and many of our customers make an effort to purchase ahead for the week on Monday so as to benefit by this 5 per cent. discount."

WE SHALL GO FORWARD

(Continued from page 114)

roads, has been discovered by many merchants—for instance, in the days when trolley cars were young and interurban threatened to wipe out small centres. Some of them were wiped out and died. Others perked up and grew because their merchants—or one or two of their merchants—realized that it was up to them to make trolleys serve the village as well as the cities.

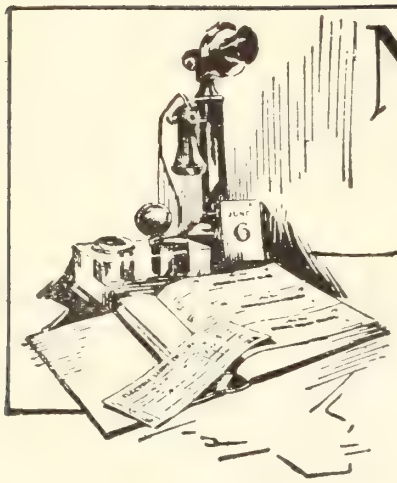
You, too, must start a back fire to offset the song of the city siren.

People everywhere expect service at non-service prices; but you don't have to give them all they want. Give them service features to the limit but do not permit yourself to be imposed on. You can sidestep gracefully if you have tact. If you have not tact, you must acquire it. Then fix prices in keeping with your service. But do not mistake the order in which I have stated this: Give the service first—in full. Then set your prices. Notice that price comes last. It always does in cases where merchants who render service are successful.

Chains Are Here To Stay

Yes; chains are a permanent feature of future retailing. But don't make too much of this. Forty years ago the bugaboo was the cash store. It was real competition where well conducted. It was stuffed with straw where not well managed. Same with chains. But chains are better managed today than ordinary stores of either cash or credit ever have been managed. That means that grocers' head-pieces must be developed and used in future. It's no joke to run a grocery store these days—or any other kind of store. But men are doing the job successfully on both plans everywhere. They will continue to do it.

I could not dare specifically to advise about a change in your system until I had full data of your business: size, capitalization, details of last year's business. I must know what proportion of your business now is credit. I must know how old you are and how long in business in that town; what other stores there are; on what plans they operate. You can send me all this if you like and I shall give it best attention. Meantime, my suggestion is to go slow about any radical change.



Novel Schemes That Have Helped Business

A Regular Picnic In This Window

To stimulate the sales on picnic supplies, a merchant in a Western Province hit upon an idea for a window display which not only proved attractive but profitable as well. The floor of the window was covered with imitation grass. This grass was simply excelsior such as used for packing, dyed a green color. In the center of the window was

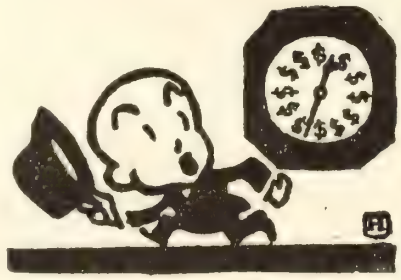
spread a snowy white table cover. The cover was then laid out with wooden picnic plates, paper cups, spoons, etc. On other plates were placed a variety of canned goods suitable for making sandwiches, such as canned salmon, sardines, meat pastes, peanut butter, etc. On other plates were fancy biscuits. On others, oranges and fresh tomatoes. Bottles of pickles and olives were arranged and near a tea pot was placed a package of tea, and close by was another jug with a few lemons near by. At one end of the table cloth but setting on the grass was a basket filled with all these items and including wax paper, also paper napkins. Leaning against the basket was a card reading: "Let us fill your Picnic Hamper." At the other end of the window and also forming the background were arranged larger piles of the same articles. Each pile had a small neat price card attached showing the price. The whole arrangement was very striking and sales for that week for those particular articles jumped considerably.

Handing the Customer a Lemon in This Case

A merchant recently took advantage of a popular phrase to advertise his soda fountain. On a neatly lettered card cut to represent a hand holding a lemon both in color and size were the words: "Come in and purchase something and let us hand you a lemon." It is hardly necessary to state that many were on the alert to know what the joke meant. On making a purchase each person was handed a card in the shape and color of a lemon. On the reverse side were words to the effect that the holder was entitled to a free glass of ice cream soda.

Playful Kittens Boost Coffee Sales

An original method of advertising their coffee was recently adopted by one grocery store. A window was dressed with a display of the goods, a space several feet long and about a foot deep being left in front of the window. This was covered with crimson cloth, and about a foot or more above the floor a number of little crimson balls of yarn were suspended with cords. This space was occupied by a cat with a family of four playful kittens whose antics with the crimson balls kept an amused crowd about the window all day long.



The connection between this display and the goods shown was made manifest by a showcard reading: "If you want to feel as full of vitality and happiness as a kitten, just try our Banquet Coffee. Nothing like it for a bracer in the morning. Makes the world look brighter all the day."

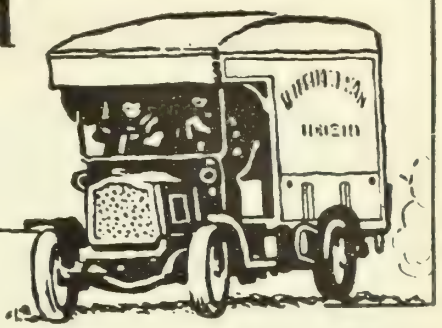
Test Tubes Are Used to Display Rice, Sago, etc.

Test tubes are generally associated, not with the grocery, but with the drug business. Yet it does not necessarily follow that the test tube cannot be used in the former. One merchant in a Western Ontario city had these test tubes working for him. He filled them with such goods as rice, sago, tapioca, shelled almonds, barley, split peas and other goods. A cork was fitted into the mouths of the tubes. A board was bored with holes and the tubes placed in them. Customers picked them up, would ask questions, and the first thing the merchant knew a sale was made. They are also frequently carried by the order taker on his trips, being easily carried in the pocket, and invariably result in orders that otherwise would not have been secured.

Finds a Novel Use for His Display Counter

A Winnipeg grocer whose store furnishings include a modern display counter, has devised an original method of brightening up his store by replacing the sample groceries in the false fronts with the advertising lithographs of various manufactures. These pictures, most of them in bright colors, make a very striking display. It has been necessary in a great many cases to cut them to the proper size without very materially affecting the general design.

Ideas That Have Proved Profitable To Other Grocers



This Idea Helps Fruit Sales for This Grocer

"For a small grocery store, we have got away with a large amount of preserving fruit this season," stated a merchant in Vancouver, B.C. "We have made a practice, for several seasons, of booking as many orders from our customers as possible in advance, for various preserving fruits, and then, going out and buying crops on the trees—and having them picked, packed and sent into the store. Any fruit in excess of immediate requirements we have preserved." A fair-sized section of the shelving on one side of the store is devoted to the various preserved fruits that have been "home-made." This merchant stated that there was a good demand for the preserved fruits, and they showed a good margin. Every grocer is not in a position to launch out in an enterprise of this kind, but it tends to show that the retail grocery business is just as broad as your interpretation of it.

This Grocer Finds it Profitable to Sell Dyes

There are some merchants who are inclined to believe that it is a poor policy to enlarge the scope of their store by selling small lines of sundries. James Hewson, of Oakville, Ont., is certainly not one of these. For instance, he sells two or three lines of dyes. Now there are merchants who say that dye is a drug store line and a merchant should leave it to these stores. Mr. Hewson disagrees. Anything is fair game that can be sold across a grocery counter. Can these dyes be sold? Emphatically yes, according to Mr. Hewson's testimony. "I have sold these dyes," he said, "to practically every one of my customers at some time or another. I do it merely by keeping the small display case of them right at the front of the counter where the housewife cannot fail to see them. It may not be a big item, but it is just that much additional to what I would otherwise have received. You don't have to sell them save by giving them a space about a foot square on your counter."

This Merchant Uses Slogans to Help Sales

Slogans may sometimes be used with good effect in increasing sales. Here are three that have proved effective for other merchants.

A Western store company uses this verse occasionally:

Be quick to kick
If things go wrong;
But kick to us,
And make it strong.
Pleasing our patrons
Gives us delight.
If we are wrong
We make things right.

In its food window a certain food was being shown. This slogan, used in many ways by the store, was on a streamer:

A word to the wives is sufficient.

Another store says:

After a trial OUR bread will be YOUR bread.

Getting New Families to Trade in His Store

A successful grocer in a Middle Western town tells his method of getting new families to trade at his store as follows:

"I go after the business of every new family that comes to town. I secure the names of new families from the newspapers, from real estate agencies, and any other available sources.

"Among my plans for getting these names is an agreement with the pastors of several churches. I say to them, in effect, 'If you will tell me the names of any new families you know of moving into your territory, I shall do the same for you.' Both the pastors and I have blanks that we fill out once a month. We both benefit by the scheme.

"Then I go to the new family in person, taking with me samples of all the advertised food products of which I have samples at

the time. I give them the samples with my compliments and explain that I carry all the well-known brands and can give them the goods they know about. This appeals to them as being better than starting on new and untried foodstuffs. The sample assortment is a gift; consequently their good will and their business frequently comes to me. I keep after them with personal letters, until I feel that I have the business permanently."

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MONTREAL WINNIPEG VANCOUVER

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Enforce Jam Standards

THE GROCERY trade is fully aware of certain conditions existing in the jam trade that should be remedied as soon as possible. It is certainly not a good thing for the industry to have manufactured some of the jams that have been put on the Canadian market during the past year. While undoubtedly some manufacturers have endeavored strongly to maintain their quality, others have not, with the result that many retailers and consumers are beginning to lose faith in our Canadian product.

The chief trouble has been the matter of price. One manufacturer finds competition strong and gets out a product to meet a price. Another follows. This makes it very difficult for the manufacturer who maintains his quality and upholds the standing of the Canadian jam industry, to sell his goods.

It is to be hoped that something can be done to enforce existing food standards on jam. Packers have been working with the Federal Department of Agriculture for some time along this line and some sort of a "policing" system for factories is suggested.

* * * *

Taking Care of Stock

RECENTLY our attention was called to an incident where a merchant was endeavoring to sell canned tomatoes the labels of which had become soiled. These goods were in extremely bad condition. The labels were dirty and the tins had become rusted and although the contents of the tins were in good shape, the appearance was so much against them, that as far as the public was concerned, the goods were a direct loss to the merchant. Investigation showed that these goods had been piled in an undesirable warehouse for two years. As the warehouse was not heated, the cans had frozen and when thawing the cans naturally sweated, rusting the cans and soiling the labels.

The importance of properly taking care of stock has frequently been commented upon in the columns of Canadian Grocer and this instance is just one of the many which representatives of this paper have run across in calling upon the retail trade throughout the Dominion. There are some merchants either through their own carelessness or that of their clerks, who persist in piling new goods in front of the previous shipment. The goods become stale, the labels and packages dirty and unattractive. This carelessness not only depreciates the value and affects the profits for the merchants but it is an injustice to the manufacturer.

Undoubtedly every manufacturer retains an interest in his goods long after they have left the factory, and in fact his interest does not usually end until the goods are actually consumed. That being the case it is a small matter for the merchant, whenever he happens to find packaged goods the labels of which have, through neglect or otherwise, become soiled, to notify such manufacturer for a supply of new labels. Merchants will find manufacturers only too glad to assist in any way possible the moving off of such goods with as little loss as possible to the merchant. The moral of this, however, is that merchants cannot be too careful in looking after stock, thus eliminating such leaks.

* * * *

Steadying Butter Prices

THE MANAGER of a large produce house stated to the writer the other day that margarine has the effect of steadying butter prices. He based his opinions on the present condition of the butter market. "Foreign butter and storage supplies are practically cleaned up, and new-made butter is not yet arriving in sufficient volume to affect butter prices to any extent," he said. "There is no doubt dairy interests would have embraced the opportunity to boost prices on butter if it was not for the fact that they were afraid to do so, because many people would have refused to pay the higher price and used more margarine."

This dealer also claims that margarine has been the chief reason why the standard of butter to-day is so much better than a few years ago. He points out that makers of dairy butter now realize that if the quality of the butter they make is not of good quality, consumers will not buy it, and will buy margarine instead, not only because it is lower in price but also because it has a better flavor than much of the dairy butter. Many makers of dairy butter have ceased making butter, and are now sending their cream to the factories, resulting in a higher standard of quality, this produce man claims.

Whether these arguments can be substantiated or not, one cannot help thinking that his arguments are food for thought and offer another reason why a wholesome article of food should not be barred from Canadian consumers.

* * * *

Editorials in Brief

Presumably the owner of a portable house carries his cellar on his hip.

* * * *

What a man is depends largely on what he does when he has nothing to do.

* * * *

The reception of the story of a woman's life depends largely upon the beauty of the woman telling it.

* * * *

The most interesting exhibit in the world is the new neighbor's furniture.

* * * *

Get away from handling cheap trashy merchandise. The better kind will make for a steady growth.

* * * *

Many a grocer gets trimmed by his competitor because he does not trim his windows with reasonable regularity.

* * * *

It's not enough to own your store; you've got to run it every day from the time it opens until the door closes each evening.

* * * *

Don't waste any time worrying about the soft snap you think some one else has. He is doing just as much worrying as you are.

* * * *

One merchant says: "If you run a store that caters to a class of people who are willing to pay for service give one hundred per cent. service and to others who prefer to pay cash and carry their purchases, allow a discount."

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Quebec

Chas. Chaput, the senior member and president of L. Chaput, Fils Co., Ltd., Montreal, this week celebrates his 65th anniversary in the business.

H. Rafferty has left the sales staff of Patenaude & Carignan, wholesale grocers of Montreal to join the staff of Laporte, Martin Co. Ltd., wholesale grocery firm, Montreal.

C. J. Giraud and Mr. Reggio, representing the firm of C. J. Giraud & Co. of Smyrna, Greece, were in Montreal last week calling on their local representatives, John T McBride & Co.

H. Desjardins, who for some time past has represented the Heintz Co. Ltd., in Montreal, has now joined the staff of Laporte, Martin Co. Ltd., wholesale grocers of Montreal and will act as a specialty salesman.

L. C. Chaput, whose grocery store was burned out during the fire that destroyed the Vimy block on Sherbrooke St. W., Montreal, in January last, is now building a block of his own a few streets west of the old location. This new block will contain his own grocery as well as other stores and some apartments.

J. Coleman, who has taken over the grocery store of W. Brown at the corner of St. Mark and St. Catherine Sts., Montreal, has had the front of the store remodelled, affording larger window space as well as giving a bigger entrance to the store. Mr. Coleman spent fourteen years as clerk in Walter Paul's grocery and seven years with R. Walsh's grocery.

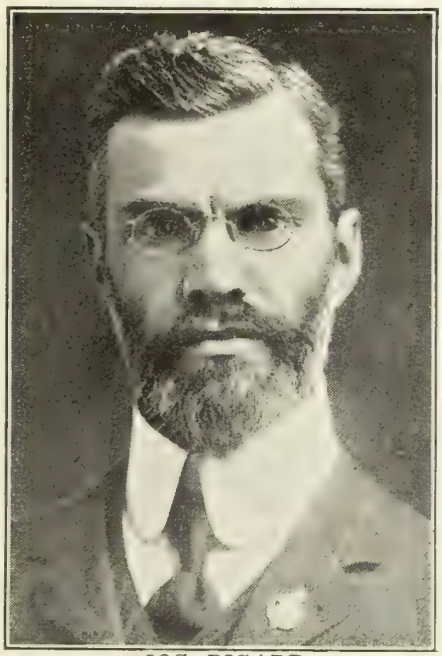
Harry Horne, president of the Harry Horne Company, Toronto, was in Montreal last week in connection with the opening of an office there. The Montreal firm will go under the name of Cole, Knight & Horne, with offices at 715 Drummond Bldg. Mr. Cole was formerly of Charles H. Cole Company of Toronto, and Mr. Knight was a salesman with The Harold F. Ritchie Company of Toronto.

Ontario

C. H. King is now in business at Oakville, Ont.

The Coca-Cola Co. will erect a new syrup and bottling plant in Toronto this year.

Roy L. Jay, formerly with A. R. Colquhoun & Co., Saskatoon, has commenced business at Barrie, Ont.



JOS. PICARD

The announcement was made recently that three prominent Quebec business men had been honored by Pope Pius XI. These honors have been brought from Rome by His Eminence Cardinal Begin. Joseph Picard, manager of the Rock City Tobacco Co., Quebec, received commander of St. Gregory the Great, in appreciation of his work as president of the Quebec Catholic School Commission.

W. J. McCULLEY

Grocer at Stratford, president of the Ontario R. M. A. who will preside at the convention of Ontario grocers in Toronto May 17 and 18.

The retail merchants of Chatham, have adopted the weekly half holiday this year, commencing the first Thursday in May.

The general store of H. L. Stratton at Aylmer was destroyed by fire early Saturday morning. The loss is estimated at about $100,000.

The W. H. Hartley Estate, St. Catharines, Ont., has sold its store to the Dominion Stores Ltd., taking possession the first of May.

J. R. Gauley, late manager of the W. H. Hartley Estate, St. Catharines, has returned to the employ of Bradley & Sons, in that city.

The many friends in the trade of Hugh Blain, of Eby-Blain Ltd. wholesale grocers, Front St. E., Toronto, will be glad to know that he has made a good recovery following his recent illness.

An attempt was made to burglarize the store of Frank Lafortune in Ottawa a few nights ago. A large pane of glass was cut from one of the store windows, but the would-be burglars evidently were disturbed as the work was left unfinished.

Hugh McDonald, Lindsay, Ont., driver of Medland Bros., wholesale grocers, was instantly killed on Saturday afternoon last, when he suffered a weak spell, fell off a load of ashes, the heavy dump cart passing over his body. He is survived by his widow and two sons.

The death occurred in Barrie, of Matthew W. Little, for many years in the grocery business at Bloor Street West and Albany Avenue,Toronto. Retiring two years ago he went to Barrie to reside. He was 63 years of age, and is survived by his widow and one son.

TAKES OVER BUSINESS OF TORONTO LAUNDRY MACHINE CO.

The Jack Frost Ice Machine Co., Ltd., Toronto has taken over the manufacture and sale of "Jack Frost" automatic electric refrigerating machines, formerly carried on by the Toronto Laundry Machine Co., Toronto. The new company is capitalized at $1,000,000 with head office and works at Dundas Street Bridges, Toronto. John C. O'Brien formerly manager of the Toronto Laundry Machine Co., Ltd., is the president of the new company.

SALMON PACK DELAYED

The packing of Columbia River salmon along the Columbia River will be delayed this season on acount of high water, according to word received from Seattle. As a result canners do not expect to pack chinooks until July.

An Interesting Program Will Mark Grocers' Convention This Month

Between Five and Six Hundred Retail Grocers Will Attend Big Gathering to be Held in Toronto on May 17 and 18—Ontario Grocers Should Endeavor to Be Present

IT IS expected that between five and six hundred grocers will attend the convention for Ontario grocers to be held on the 17th and 18th of this month at the Prince George Hotel, Toronto. The gathering is being arranged by the Retail Merchants' Association, and promises to be one of the most interesting of its kind ever held. The grocer will be repaid for the time spent, judging from the matters of vital interest that are to be discussed. While the program in its entirety has not yet been drafted, a number of well informed speakers are being lined up, and they will have something worth while to tell the retail grocer. A representative of the Health department at Ottawa will in all probability be present and will give a talk on the pure food laws. The subject of closer co-operation between the wholesaler and the retailer will be discussed by representatives of both sections of trade. The canned goods situation will come up for discussion, as well as proper channels of distribution, new forms of competition, etc. E. M. Trowern, Dominion Secretary of the Retail Merchant's Associations will be present, and Ottawa Grocers' section is sending a delegation of fifteen.

A number of entertainment features are being provided including a drive about the city, a visit to some of the food manufacturing plants in the city, and a theatre party.

Every Retailer Will Now Purchase Through Wholesale Trade on the Same Basis

Soap Companies in Canada Make Changes in Their Preferred List of Buyers—Now Quote a Twenty-five Case Price Which is Considerably Lower Than the Five Case Price

A SHORT time ago a number of the soap companies in Canada, decided to make some changes in their preferred list of buyers. As the trade well knows there have been for some years a number of retail firms which have been able to secure the jobbers' discount when buying direct.

Canadian Grocer discussed this the other day with J. E. Ganong, president of Lever Bros. with a view to finding the reason for this change.

Mr. Ganong mentioned that years ago there were a few retailers who were put on the preferred list for one reason or another and kept on due to friendship of long-standing. "The soap companies have ever since been approached regularly by others to get on this preferred list of buyers and in a number of cases it has caused some little friction because it was not considered desirable to add to the list. So in order that we might place every retailer on the same basis, we recently came to the conclusion it would be better to have every one purchase through the wholesale trade," he added. "In doing this we have made a special arrangement whereby there will be a twenty-five case price which is considerably lower than the five case price, and on the larger quantity the wholesalers discount is less, so that the retailer who is in position to purchase in such a quantity, secures a somewhat better price."

Mr. Ganong pointed out that the only exceptions to this rule were some of the large department stores and a number of the chain stores which purchase practically in car load quantities.

Tests Cider Vinegar in Enforcement of Pure Food Laws

Ottawa.—The Department of Health in Ottawa is now conducting a series of tests in the chemical laboratories on specimens of so-called "cider vinegar" collected throughout Canada. R. B. McGregor, the chief chemist in the department, told a Canadian Grocer representative that these tests were being made in order to determine whether or not the samples complied with the standard set by the department which defines the different food products according to name. There is a suspicion that some of the vinegars sold as cider vinegar are chemical preparations which are not true products of the fruit.

According to the regulation of the Department of Health cider vinegar is a product made by the normal alcoholic fermentations of apple juice, and the usual cellar treatment, and contains not more than 7 per cent. by volume of alcohol and in 100 cubit centimeters (20c) of the cider and not less than 2 grams no more than 12 grams of solid and no more than 8 grams of sugar, in terms of reducing sugars, and not less than 20 centigrams nor more than 40 centigrams of cider ash. This definition or regulation is to insure that a product sold as cider vinegar shall be made from apples and is a protection for the fruit growers of Canada.

Mr. McGregor stated that the fruit growers, particularly those in Western Ontario, had complained that there was unfair competition in the market in cider vinegar by the manufacturers of vinegar through a chemical process. The government is determined to enforce the Act in this regard so that those purchasing cider vinegar shall be buying the true product. He also stated that the product made by the chemical process, being similar in taste to the real vinegar can be made much cheaper than that from the apples and thereby those manufacturing the real cider vinegar are handicapped in the market. Samples are being taken from retail grocery stores throughout the country and tested at the government laboratories at Ottawa. No report has yet been made by the Department of Health in this connection but it is stated that as soon as the report is submitted that some prosecutions will be made.

Wholesaler Only Signs Lease for Chain Store Property

Montreal.—An interesting fact has come to light in connection with the ownership of a certain chain of grocery stores in this city. Some time ago a local wholesaler asked about the ownership of this chain but he denied any knowledge of either the ownership or the management. It so happens that another wholesale grocer in this city owned property in one of the suburbs which was desired by this chain of grocery stores. The deal was put through and perhaps thoughtlessly the lease for the building was signed by the member of the wholesale firm who had claimed no connection with the chain of stores mentioned.

QUEBEC HOTELS MUST POST PRICES OF ACCOMMODATION

Quebec.—Among the laws which come in force on the first of May is one of great interest to the traveling public. This law compels hotel owners to post in the entrance of their establishments, in the bedrooms and dining rooms, prices of accommodation under its various heads. These posters are bi-lingual and will permit guests to know exactly what they are liable to pay for lodging and food.

WESTERN CANADA NEWS

Western

E. A. Rankin has joined the sales staff of Gibson Paterson, Winnipeg, and will be devoting his attention to the wholesale trade.

L. C. Christenson, representing Hard and Rand of New York, is on a business trip to Winnipeg, and called on his firm's western representatives, Donald H. Bain Co.

E. R. Regelous, formerly with the Hudson Bay Co., has joined the sales staff of Nicholson-Rankin Ltd., Winnipeg, and will be calling on the wholesale trade in the interests of this firm.

Donaldson Phillips Agencies, Vancouver, have been appointed agents for Barker & Dobson, Ltd., of Everton, Liverpool, Eng. The line comprises chocolates, cachous, glass goods and toffee.

W. L. MacKenzie & Co., Ltd., have taken over the agency for Lea & Perrin's Sauce for Western Ontario, Manitoba, and Saskatchewan. They have represented this firm in the province of Alberta for the past few years.

Winnipeg Firm Celebrates Its 42nd Anniversary

W. L. MacKenzie & Co., manufacturers' agents, Winnipeg, are celebrating this month, their 42nd anniversary in business. They began business on May 12, 1880, as representatives for W. C. Macdonald, now W. C. Macdonald Regd. of Montreal, and later became agents for W. Clark, Limited, also of Montreal. W. L. MacKenzie carried on the business until 1903 when he took on the staff Geo J. Cameron who in 1907 assumed the actual management. Mr. MacKenzie died in 1920 at the ripe old age of 88 years. Mr. Cameron enjoys a unique distinction of being head of a firm older than himself.

New R. M. A. Branch is Organized at Merritt, B. C.

B. H. Peeps, provincial organizer of the Retail Merchants' Association in British Columbia, has completed the organization of a branch at Merritt, B. C. The following officers were elected:—President, G. B. Armstrong; 1st vice-president, P. Boyd; 2nd vice-president, H. Winch; secretary, D. Bellshaw.

The provincial secretary, Geo. Hougham states that the forming of the branch at Merritt completes the organization work in the interior for the present. Mr. Peeps will return to Vancouver.

Will Pledge Support of Any Measure for Price Maintenance

Victoria, B. C., April 24.—At the present time a petition is rapidly being signed up, in which the retail grocers of Victoria pledge their loyal support to such price maintenance measures as their association may be able to put forward.

When manufacturers are asked to subscribe to the principle of maintained prices, their first query is, "And supposing that we maintain our prices, have we any guarantee that the retailers whom you purport to represent will be guided by your suggestions and instructions?" The petition when signed will be an indication of the general demand for some sane treatment of the present chaotic merchandising condition.

Use of Spring Scales

Action is being taken by the Retail Merchants' Association toward getting police enforcement of the laws already standing dealing with the use of spring scales. The Orientals are the chief offenders and it is hoped that the hand spring scales employed by these people may be placed under the ban.

Readers of this issue of Canadian Grocer are referred to the index pages of both reading and advertising matter, the former being found on page 164 and the latter on page 166. As grocers will have occasion no doubt to refer to matter in this Spring and Summer number from time to time, a mental note of these pages will save a lot of time.

This Method is Better Than the Ordinary Bill

J. P. Hanson, proprieter of the Weldon Cash Grocery and fruit house, at Weldon, Sask, has what seems to be an original idea in filling orders. Mr. Hanson has had a list printed, and uses it instead of the ordinary bill used in the majority of stores. The various lines of merchandise are arranged alphabetically. This overcomes the possibility of mistakes, Mr. Weldon believes. As is often the case when a bill is hastily filled out, it is hard sometimes even for the writer to make it out. By using the bill of Mr. Hanson the customer takes it home and can see at a glance what has been bought. As the Weldon district is mostly settled by foreigners, Mr. Hanson has found the introduction of this bill necessary.

CURRENT NEWS

Montreal Wholesale Grocers' Guild is Not to Disband

Montreal, (Special)—The executive of the Montreal Wholesale Grocers' Guild held a meeting last week in the office of the Board of Trade. It was then unanimously decided that the guild should not be disbanded but that it should carry on although it will have no jurisdiction over its members as far as price, equalized rates, etc., are concerned. The president, E. Couvrette, stated to Canadian Grocer representative immediately after the meeting that the officers had decided not to hand in their resignations but to carry on with those members who continued to ally themselves with the guild. The treasurer, N. Gendreau, added that the finances of the guild were in a splendid condition and that his instructions were to continue the duties of treasurer as though nothing had happened. It is admitted however that one or two members of the guild have formally handed in their resignations.

Parkdale Business Men Observe Spring Cleaning Month

The Parkdale Business Men's Association made the past month a spring cleaning month in Parkdale, Toronto, and every person conducting business in that section of the city was asked to carry out as far as possible the following suggestions:—

1. Clean up the front of your place of business.

2. Give it a fresh coat of paint if it requires it.

3. Let your light so shine before your customers that they may see your good merchandise.

4. Brighten up the interior of your premises. Increased business will surely result.

5. Make your place of business a credit to Parkdale.

Comparative Prices of Commodities 1914-1922

Prices on sugar on the Montreal basis, others Toronto basis, during the last week in April of each year:—

	1914	1917	1918	1919	1920	1921	1922
Granulated Sugar	$4 21	$8 50	$8 80	$9 95	$19 00	$10 50	$6 15
Molasses, Barbadoes, per gal.	0 45	0 75	0 98	1 10	1 45	1 65	0 76
Corn Syrup, 2-lb. tin, case	2 50	4 35	4 65	4 85	6 20	4 50	3 75
Rolled Oats, 90-lb. bag	2 25	4 25	5 85	4 25	5 60	3 25	2 95
Cornmeal, 98-lb. bag	2 15	4 40	7 00	5 25	5 50	3 00	2 80
Rolled Wheat, 100-lb. bbl.	3 00	6 05	6 50	6 50	8 00	7 25	6 25
Split Peas, 98-lb. bag	3 25	8 00	10 00	5 50	8 50	6 25	6 25
Sockeye Salmon, 1s, doz.	2 30	3 00	4 00	4 00	4 75	5 60	5 60
Tomatoes, 2½s, doz.	0 95	2 15	2 65	1 75	1 95	1 60	1 70
Peas, Standard, 2s, doz.	1 30	1 35	1 95	1 40	2 25	1 65	1 75
Beans, Golden Wax, 2s	0 95	1 45	1 85	1 95	2 00	2 30	2 15
Corn, 2s, doz.	0 95	1 85	2 45	2 05	1 75	1 45	1 45
Pineapple, 2s	1 92½	2 35	3 50	3 60	4 75	4 00	3 40
Pumpkin, 2⅛s, doz.	0 85	1 95	1 80	0 90	1 35	1 45	1 80
Apples, gals., doz.	2 05	....	5 00	....	6 25	4 75	5 50
Peaches, H. S., 2s, doz.	2 00	....	2 10	2 87½	3 55	3 50	3 25
Strawberries, H. S., 2s	2 15	2 45	3 00	4 50	4 90	4 50	4 50
Raspberry Jam, 16 oz.	2 15	3 25	2 90	3 90	5 05	4 60	3 50
Do., 4 lb.	....	0 75	0 83	1 02	1 35	0 94	0 85
Strawberry Jam, 16 oz.	2 25	3 00	3 00	3 90	5 25	4 60	3 50
Do., 4 lb.,	....	0 75	0 83	1 08	1 35	0 95	0 90
Lemon Peel, lb.	0 11	0 23	0 26	0 43	0 44	0 42	0 29
Orange Peel, lb.	0 11	0 24	0 28	0 45	0 44	0 44	0 31
Citron Peel, lb.	0 17	0 26	0 35	0 47	0 70	0 72	0 46
Currants (Amalias)	0 07	....	0 29	0 26	0 22	0 17	0 14½
Do., (Patras)	0 07½	0 22	....	....	....	0 18	0 15
Raisins, Valencia, lb.	0 06½	0 10	....	....	....	0 23	0 19½
Do., Seeded, pkg.	0 10⅛	0 12	0 11½	0 15½	0 24	0 28½	0 21
Shelled Almonds, lb.	0 45	0 42	0 45	0 50	0 65	0 42	0 47
Do., Walnuts, lb.	0 40	0 50	0 68	0 80	0 60	0 60	0 78
Rice, Blue Rose, 100 lbs.	10 00	8 25	11 50	11 00	20 00	6 50	7 25
Do., Rangoon B	3 00	5 50	9 50	10 00	15 00	6 00	6 00
Do., Japan Fancy	6 50	6 50	10 75	11 00	18 50	7 00	7 00
Tapioca, Pearl, lb.	0 05	0 11½	0 14½	0 11½	0 12	0 07	0 07
Potatoes, 90-lb. bag	0 95	4 25	1 65	1 85	5 75	0 70	1 15
Flour (Firsts), bbl.	5 70	12 60	x11 10	11 25	11 70	10 00	8 70
Butter, Creamery, lb., prints	0 29	0 44	0 52	0 65	0 67	0 57	0 41
Cheese, lb.	0 16	0 26	0 23	0 31	0 32	0 33	0 17
Eggs, new-laid, doz.	0 25	0 35	0 39	0 49	0 55	0 34	0 31
Lard, tierce basis, lb.	0 13	0 25½	0 31	0 31½	0 27	0 14¾	0 16
Breakfast Bacon, lb.	0 20	0 35	0 40	0 42	0 45	0 42	0 32
Hogs, fed and watered	9 55	16 50	19 75	21 50	20 25	12 25	13 00

xGovernment standard flour under Government control.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

MARKETS AT A GLANCE

THE New York raw sugar market had a decidedly stronger tone during the week with heavy business transpiring. It is reported that approximately 350,000 bags of Cuban sugars were sold to refiners and operators at 2½c c. & f. New York, which figures to 4.11c duty paid. Prices on the f.o.b. Cuban basis advanced from 2.23c to 2.35c with sales reported of 3,000 tons for May shipment at 2.46c St. John's and also 6,000 tons for May and June shipment at 2½c c. & f. Montreal. New York refiners after declining to $5.25 per cwt. for standard granulated advanced to $5.30 and $5.40, but since then we hear that one refiner has reverted to $5.25, claiming it was done to meet competition.

Two declines are recorded in Canadian refined sugar, making a total of 25c and bringing the price to $5.90 basis Montreal. There is no great activity at these declines due partly to the lack of consumer demand and partly to the lack of confidence in the trade, but the opinion is expressed that refiners of sugar are selling below replacement basis. On the other hand we understand that certain Canadian refiners are participating in large export business.

The harvesting of the Cuban crop appears to be rapidly closing. Cables to hand report 170 centrals grinding, indicating that 15 factories have closed for the season, the total of which was 185 as compared with 187 last year.

Changes are not numerous in other grocery commodities but there appears to be more stability in primary conditions. In Montreal and Toronto particularly there is still considerable price cutting among the wholesale trade which has created much unrest and lack of confidence.

Canned vegetables and fruits continue to be in active demand. All grades of peas with the exception of standards are closely cleaned up with standards also becoming in small compass. Canned fish is also indicating a better movement.

No new developments are noted in teas. The market, however, is quite strong. Cereals are fairly steady while rices are strong and advancing.

Prunes, apricots and peaches are strongly held while stocks of evaporated apples are practically exhausted with advancing prices. Raisins continue to show weakness.

QUEBEC MARKETS

MONTREAL, May 3.—Price cutting still keeps the local grocery market in an uncertain condition. Despite another reduction in refined sugar local wholesalers are still quoting below the list price and many of the retail grocers are taking advantage of the market and buying for the future. Canned goods continue to be cut without regard to cost. Molasses is lower on account of recent shipments and lower values in primary market as well as price cutting. The tea market is strong but local conditions have prevented an advance. One brand of package tea is advanced. There is little change in the spice markets except in package and branded lines in which celery salt and celery pepper and paprika are reduced. Coffee is strong but without any change. The rice market is bullish according to primary reports and local prices are firm but below cost of replacement. The nut market is quiet save for gathering strength in walnuts abroad and an inclination to buy for future amongst the local trade. Evaporated apples are advanced three cents following recent advances at the evaporators.

CUTTING IN CANNED GOODS

Montreal

CANNED GOODS—Prices on canned goods in Montreal are purely nominal. Cutting in almost all lines is general. Corn is being sold in some instances as low as 90c per doz. Tomatoes and peas are also cut and in canned fruits extremely low prices are quoted. Canned plums that cost $1.85 are sold at $1 per doz., but it must be noted that wholesalers are finding it expedient to unload these stocks as quickly as possible. Raymond's compound jams are reduced. The four pound tins are quoted at $5.70 a doz. Raymond's National brand tomato catchup is advanced 5c a doz. on the 12 oz. bottles to $1.45 a doz.

CANNED VEGETABLES

Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Do., Refugee	2 10	2 15
Cabbage, Simcoe, 2½s	180	....
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob.) gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 55	1 60
Do., 2s	....	1 40
Do., 2½s	1 80	1 75
Do., gallons	....	6 25
Parsnips, Simcoe, 2's	1 80	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 50
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s	....	3 25
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80

CANNED FRUITS

Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 60	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.	....	18 50
Cherries, red, pitted, heavy syrup, doz. 1	....	3 20
Do., 2½	....	3 50
Do., 2	3 20	3 30
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Raspberries 2's	....	3 75
California Peaches—		
1s	....	2 90
2s	....	3 25
2½s	....	4 40
Strawberries, 2's	....	3 30
Peaches, heavy syrup—		
2's	....	2 75
2½s	....	4 20
Pears, 1s, Keiffer	....	4 30
Do., 2-lb.	2 45	3 10
Yellow cling, halves	....	2 60
Yellow cling, sliced	....	2 60
2's	....	2 80
2½s	....	4 20
Bartlet Pears	....	3 40
Greengage Plums, heavy syrup.	2 20	2 00
Lombard plums, heavy syrup, 2-lb.	....	2 40

POT BARLEY REDUCED

Montreal

CEREALS—Millers state that the market for cereals is firm but local cutting continues, particularly in rolled oats. Pot barley in bag lots is reduced

15c and is now quoted at $3.25 per bag or 4c per lb. in small lots. The demand for cereals is quiet and buying is for small lots to meet immediate requirements.

CEREALS—

Rolled oats, bag	3 35	3 50
Oatmeal		3 75
Pearl Hominy		1 40
Corn meal	2 50	2 80
Graham Flour, 98 lbs.		7 65
Buckwheat Flour		4 25
Pot Barley		3 25
Pearl Barley		3 85
Beans, Ont.		3 50
Do., Can.		3 30
Lima Beans		0 06
White beans		0 07½
Green peas, dried	0 03	0 05¾
Split Peas		0 07¼

COFFEE MARKET FIRM

Montreal

COFFEE—There is no change in the wholesale coffee market. Prices are firm with a strong tone to primary markets. Local dealers do not anticipate an advance in the price in the near future.

COFFEE—

Mocha	0 50
Java	0 45
Maracaibo	0 40
No. 1 Blind compound	0 35

STRONG FUTURE FOR WALNUTS

Montreal

NUTS—It is interesting to note that prices on shelled walnuts on spot are higher than the present import cost but recent cables state that prices are moving upwards and importers are holding the present price in expectancy of an advance abroad. A number of large orders have been placed for future delivery at the present price, which shows that there is confidene in this market. Locally there has been a reduction in Bordeaux shelled walnuts making the price 65c in case lots, and 67c in 13-lb. boxes. The peanut market is easy and prices show ½c decline. Low prices are quoted on Brazil nuts and the demand is continuing good into the spring season. Lower prices are quoted on account and shredded cocoanut is quoted at 21c per lb.

NUTS—

Almonds, Tarragona, per lb.	0 19
Do., shelled	0 48
Valencia shelled almonds	0 44
Pecans, new Jumbo, per lb.	0 50
Do., large, No. 2, polished	0 29 0 30
Cocoanut (shredded, bulk)	0 26 0 28
Filberts (Sicily,) per lb.	0 16
Brazils, shelled	0 38
Do., Barcelona	0 15½
Peanuts, Jumbo	0 15½
Do. shelled No. 1 Spanish	0 10½
Do., salted red	0 17
Do., shelled, No. 1 Virginia	0 12½
Peanuts (salted)—	
Fancy wholes, per lb.	0 34
Fancy splits, per lb.	0 29
Pecans, shelled	1 00 1 50
Walnuts, Grenoble in shell	0 33
Walnuts, Marbot	0 26 0 28
Do., new Naples	0 26
Bordeau	0 65 0 67
Do., Chilean, bags, per lb.	0 40
Do., Bordeaux, shelled	0 72

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

DRIED APPLES ADVANCE

Montreal

DRIED FRUITS—The dried fruit market is quiet with the only important change, an advance in evaporated apples, making the local price 24c per lb. This advance is a result of previous advances in the price at the evaporators. There is a good export demand for evaporated apples and a likelihood that prices will go still higher with a scarcity of supplies. Peels are quiet with a weakness in orange and lemon and strength in citron for the fall. There are no changes in price, however, and these tendencies are the summary of future conditions. The prune market is unchanged with prices holding firm at the Coast and higher than quotations in New York. Dealers are still firm in the opinion that prune prices will be higher in the near future or just as soon as the New York market is cleaned up. Currants and raisins are quiet with a steady tone.

DRIED FRUITS—

Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)	0 20	0 21
Peaches (fancy)		0 28
Do., (choice)		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Choice		0 26
Lemon		0 28
Orange		0 28
Citron		0 44
Raisins (seeded)		
Valencias	0 20	0 21
Sultana unbleached		0 20½
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown		0 21
Fancy seeded (Bulk)	0 18	0 19
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.		0 24
Do., 16 oz.		0 26
California Seedless, in bulk.		0 23
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, Excelsior, (36 10s), pkg.		5 00
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary, (36-10 oz.)		7 75
Loose	0 10	0 12
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼'s, lb., 7 crown		0 40
Do., 2½'s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, 5 Crown, 10 pounds	0 24	0 26
Do., 12 ounce packages		0 25
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), mats.		0 09
Do., Turkish, 3 Crown lb.		0 22
Do., 5 Crown, lb.		0 28
Do., 7 Crown, lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 32
40-50s		0 10½
50-60s		0 15
60-70s		0 14½
70-80s		0 14
80-90s		0 12½
90-100s		0 12

MORE CUTS IN SUGAR

Montreal

SUGAR.—The refiners' price has been reduced to $5.90 per cwt. and $5.85 in one particular case. Local wholesalers are, however, quoting as low as $5.75 per bag at warehouse. The price here is below the New York market when duty and freight is added. Since the refiners' price has been forced down despite the firm tone of the raw market it is evident that some change must come. Local conditions, however, do not favor an advance immediately but it is hardly likely that any further reductions will be made. In view of the fact that the season for the biggest consumption of sugar is near at hand many retailers are laying aside surplus stocks of granulated sugar at the present price.

SUGAR—

Granulated sugar, per cwt	6 15
Do., barrels	6 20
Granulated, gunnies, 5-20	6 35
Do., cases, 20 5-lb. cartons	6 55
Do., gunnies, 10-10	6 45
Do., cases, 50 2-lb. cartons	6 65

TEA GATHERS STRENGTH

Montreal

TEA—The tea market maintains its strength but there have been no recent advances in the wholesale trade locally. Present conditions do not favor an advance and wholesalers have not taken advantage of the full strength of primary markets. Some small advances have been made in recent weeks which have affected the retail price of tea, but the opinion is expressed that more advances are to follow just as soon as the local market is stablilized. Minto package teas have been advanced to 55c per lb. In all sizes and other package teas may be expected to advance in the near future.

TEAS—

Pekoes	0 38	0 45
Broken Pekoes	0 45	0 60
Orange Pekoes	0 50	0 70
Broken orange Pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
Above retail prices range of quotations to the		
Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

MOLASSES REDUCED

Montreal

MOLASSES—Recent shipments of molasses to Montreal have had a weakening effect on the market and prices show a decline. For the city of Montreal the price is 59c and 60c in puncheons and in barrels 63c. Outside of the city a price of 57c in puncheons is quoted. Local wholesalers state that in the past the price of molasses has been too high and that the present quotation is about the fair level for the market under present conditions. The forced weakness in sugar has had some effect on molasses and buying is limited to supplies for immediate requirements. There is no change in the market for corn syrup. Prices are firm with a fair demand.

MOLASSES—

Puncheons, Island of Montreal	0 59	0 60
Barrels		0 63
Half barrels		0 64
Puncheons, outside of Montreal		0 58
Fancy molasses in tins (ginger bread)		
No. 2, 2-doz. per case		4 20
No. 3, 2-doz. per case		4 60
5-lb. tins		3 95
10-lb. tins, per case		3 60

These prices are temporarily nominal.

CORN SYRUPS—

Barrels, about 700 lbs.	0 05½
Half barrels, about 350 lbs.	0 05¾
Quarter barrels, about 175 lbs.	0 06¼
2 gals., 25-lb. pails, each	2 00
3 gals., 38½-lb. pails, each	2 35
5-lb. tins, per case	4 20
10-lb. tins, per case	4 00
24 2-lb. tins	3 75

WHITE CORN SYRUP—

24 2-lb. tins	4 25
12 5-lb. tins	4 70
6 10-lb. tins	4 50

SOAP MARKET FIRMER

Montrea

SOAPS.—The soap market is in a little more settled condition. Much of the price cutting has been discontinued in this line since it was found decidedly unprofitable. The general price is now $6.50 per case for the standard brands.

BULLISHNESS IN RICE

Montreal

RICE.—Although there was a weak tone a little time ago in rice, late reports lend a bullish tone with a small

advance. Figures show that there is scarcely one million bags of rice to tide the trade over till August, and a strong tone is evident locally, particularly since local prices are much below cost of replacement.

RICE—

Carolina, extra fancy	0 07½	0 08
Do., fancy	....	0 06
Honduras, fancy	....	0 06
Rangoon CC, per cwt.	....	5 75
Rangoon, B, per cwt.	....	5 75
Texas rice	....	0 05½
Tapioca, per lb. (seed)	0 07½	0 08½
Do., (pearl)	0 07½	0 08½
Do., (flake)	0 07½	0 08½
Honduras	....	0 07
Siam	....	0 14½

PAPRIKA PACKAGES REDUCED

Montreal

SPICES.—The spice market is quiet with a fair movement and a few changes in package lines. Horton Cato's celery pepper is reduced to $1.80 per doz. in case lots. Celery salt is reduced to $1.70 per doz. and Cerebos salt is reduced to $1.65 per doz. Ground paprika is also reduced to $2.50 per doz.

SPICES—

Allspice	0 18	020
Cassia, pure	0 25	0 26
Cassia compound		0 18
Cocoanut, 20 lb. pails, per lb.	....	0 22½
Do., sweetened. lb., packages	....	0 34
Chicory, (Canadian), lb.	....	0 14
Cinnamon—		
Rolls	....	0 32
Pure, ground	....	0 35
Cream of Tartar, French pure	0 44	0 60
Do., American high test	0 65	0 80
Whole Cloves	....	0 55
Ginger (Jamaica)	....	0 30
Ginger (Cochin)	....	0 27
Mace, Japan	....	0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 30
Do., 80 lb.	....	0 28
Do., 100 lb.	....	0 25
Do., ground, 1 lb. tins	....	0 30
Pepper, black	....	0 24
Do., white	....	0 32
Do., white, compound	....	0 18
Do., cayenne	0 32	0 34
Do., tins, 2's	....	0 36
Do., black, compound	....	0 15
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 50
Turmeric	0 25	0 30

STRAWBERRIES HIGHER

Montreal

FRUIT.—Higher prices are quoted on strawberries since the warmer weather has made the importation more difficult. There is a general demand for strawberries just now. Late Valencia oranges are quoted a little lower and Messina and California lemons are lower in price.

FRUIT—

Apples, Greenings	10 00	10 50
Spys	12 00	14 00
Baldwins	9 50	10 00
Boxes, 175s, 210s,	3 75	4 50
Bananas (as to grade) bunch	6 00	7 00
Lemons, California	5 50	6 00
Lemons, 300s-360s, Mesina	4 00	....
Grape Fruit, Porto Rico	6 50	7 00
Florida, grape fruit	7 50	8 00
Spys	10 00	12 00
Domestic	....	6 00
Russets	8 00	9 00
California navels	8 00	9 00
Oranges, late Valencias,	6 50	7 00
Porto Rico Oranges	....	5 00
Seville bitter oranges, 200s	....	4 50
Do., Blood Oranges, half boxes	....	3 75
Malaga grapes, kegs	13 00	15 00
Tokay grapes, per crate	....	4 50
Blue and green grapes, per bas.	0 40	0 50
California Pears, per case	....	7 00
Cranberries, per box		9 50
Strawberries, pints	0 20	0 22
Do., quarts	0 35	0 40
Pineapples, per crate 24s	9 50	10 00
Do., 36s	8 50	9 50

NEW VEGETABLES LOWER

Montreal

VEGETABLES.—Lower prices are quoted on most new vegetables and the demand is heavy. Tomatoes are firmer in price but show little change. Celery and cabbages are slightly higher. Asparagus is lower and bigger supplies of Egyptian onions have broken the price generally. Texas onions are down to $3.50 a crate and Egyptians at $6.50 a bag. Cucumbers are plentiful and lower. Green peas, new turnips and parsley are now quoted.

VEGETABLES—

Asparagus, bunch crate	8 00	9 00
Beets, new doz. doz.	1 50	1 25
Green beans	5 50	6 00
Wax beans	6 00	7 00
Cauliflower, per crate	**4 00**	**4 50**
Cabbage, local, per bbl.	2 50	3 00
Cabbage, new, crate	4 50	5 00
Carrots, new per doz.	**1 25**	**1 50**
Celery, imported, crate	7 00	7 50
Mushrooms, 3 lb. basket	3 50	....
Florida lettuce, hamper	5 00	6 00
Parsnips, bag	....	1 50
Peppers, green, per crate	7 00	8 00
Montreal Potatoes	1 15	1 25
New Potatoes (Bermudas) per barrel	12 00	13 00
Do., per lb.	....	0 15
Egyptian Onions, per 100 lbs.	6 50	7 00
Australian Onions,	9 50	10 00
Texas, crates	3 50	4 00
Tomatoes, fancy crate	4 25	4 50
Do., choice	3 50	4 00
Spinach, barrel	7 50	8 00
Cucumbers, hamper	4 00	4 50
Green Peas, per hamper	5 00	6 00
New turnips, per doz.	....	1 50
Parsley, per doz.	....	2 00
Radishes, per doz.	....	1 00

CHANGES IN PACKAGE CEREALS

Montreal

PACKAGE GOODS.—The feature of the package goods market is some changes in prepared cereals. Kellogg's toasted corn flakes, both brands, are now quoted at $3.40 per case or $1.20 per doz. Krinkle corn flakes is also quoted at $3.40 per case. Locally Quaker corn flakes are offered at a cut price. Wholesalers here are quoting $2.40 per case or 80c per doz. Shredded Wheat is reduced 15c per case and is now quoted at $4.10, or $1.45 per doz.

PACKAGE GOODS—

Breakfast, food, case 18	....	3 50
Cocoanut, pound packages, per lb.	....	0 34
Do., ¼ lb. packages	....	0 37
Corn Flakes, 3 doz. case	3 40	2 40
Cornmeal, yellow, 24s	....	2 85
Rolled oats, 18's	....	2 00
Rolled oats, 20's	....	5 00
Aluminum package, 20s	....	6 25
Oatmeal, fine cut, 20 pkgs	....	5 50
Puffed Rice	....	5 70
Puffed Wheat	....	4 40
Farina, case, 24s	....	2 55
Hominy, pearl or gran., 2 doz.	....	3 00
Scotch Health Bran (20 pkgs.)	case	3 50
Pancake Flour, case	....	7 10
Pancake flour, self-raising, do.	....	1 50
Wheat Food, 18-1½s	....	3 25
Porridge wheat, 36s, case	....	6 45
Do., 20s case	....	3 50
Self-raising flour (3-lb. pkg.) doz.		2 25
Do., (6-lb. pkg.) doz.	....	4 40
Do., buckwheat flour, per doz.	....	1 50
Corn starch (prepared)	....	0 09
Corn starch, 1 lb. pkgs.	....	0 07½
Potato flour	....	0 14½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour	....	2 90
Shredded Krumbles, 36s	....	4 35
Shredded wheat	....	4 45
Cooked Bran, 12s	....	2 25
Enamel Laundry Starch, 40 pkgs. case	....	0 09¼
Celluloid starch, 45 pkgs., case	....	3 30
Malt Breakfast Food, (36 pkgs.)	....	9 60
Macaroni	....	3 75
Spaghetti	....	3 75
Egg noodles, Quaker	....	2 25
Canadian cheese loaf, lb.	....	0 30
Swiss cheese loaf	....	0 42

ONTARIO MARKETS

TORONTO, May 3.—Refined sugar made two declines during the week, bringing the price to $6.24. There is still considerable irregularity in wholesale prices which are below refiners' official list. Bulk cereals hold steady but Shredded Wheat and some brands of corn flakes show reductions. Canned vegetables and fruits continue active with quotations firm and unchanged. Coffees and teas are strong with some grades of teas advanced. Prunes hold firm while raisins continue to indicate weakness. Shelled nuts are easier with local quotations showing reductions. Corn syrups and molasses are unchanged but Lyle's sugar syrup is slightly lower. The rice markets are in a strong tone with primary markets a shade higher. Fresh tomatoes and Texas onions are stronger while cucumbers, asparagus and spinach are lower.

COFFEES HOLD FIRM

Toronto

COFFEE.—Primary markets continue to indicate a strong position with some varieties showing a slight advance. Locally the situation is unchanged but prices are strongly maintained.

COFFEE—

Java, Private Estate	0 51	0 53
Begotas, lb.	....	0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Mocha, lb.	0 52	0 55
Rio, lb.	0 23	0 25
Santos		0 35

NO CHANGE IN CEREALS

Toronto

CEREALS.— Market conditions show little change and although there are no actual changes in quotations, in some quarters there is an inclination to shade prices, mainly due to the fact that some wholesalers are anxious to reduce stocks before the warm weather arrives.

CEREALS—

Barley, pearl, 98s	....	5 00
Buckwheat flour, 98s	....	5 50
Barley, pot, 98s	....	3 75
Barley Flour, 98s	....	6 25
Cornmeal, golden, 98s	....	2 80
Oatmeal, 98s	....	4 75
Corn flour, 98s	....	3 15
Rye flour	....	3 75
Rolled oats, 90s	2 95	3 10
Rolled wheat, barrel	....	6 25
Cracked wheat, bag	....	5 00
Breakfast food, 98s	....	4 75
Rice flour, 100 lbs.	....	10 00
Flaxseed, 98s	....	7 00
Peas, split, per bag	6 25	6 75
Marrowfat Green peas, Ont.	7 75	8 50
Graham flour, 98s	....	3 75
Whole Wheat Flour	....	8 85
Wheat Kernels	....	5 25

ACTIVITY IN CANNED GOODS

Toronto

CANNED GOODS.—An active demand continues for canned vegetables

and fruits. Canned peas are rapidly becoming cleaned up. Stocks of standard grades of peas are small and the better grades are getting harder to find. Corn and tomatoes, although more plentiful than peas are strongly held. Fruits, especially peaches and strawberries have an active inquiry. Other fruits are also moving satisfactory. The pack of fruits last season was very light which together with the ready sale, will result in the market being closely cleaned up by the time the new packs are available. New pack California spinach is now offered: Delmonte brand No. 2 tins at $2.25 per doz.; Gold Bar No. 2 tins at $2.25 per doz. and Libby's No. 10 tins, $9.50 per doz. Libby's Sour Kraut, 2½s, is quoted at $1.75 per doz. Grated Hawaiian Pineapple, No. 2 tins, is offered at $2.40 per doz.

CANNED GOODS—

Shrimps	2 40	2 90
Salmon—		
Sockeye 1s, doz.	....	5 60
Do., ½s, doz.	....	3 25
Alaska red, 1s.	....	4 25
Cohoe 1s, doz.	....	2 90
Do., ½s, doz.	....	1 45
Pinks, 1s, doz.	....	1 50
Lobster ½-lb., doz.	4 15	4 25
D., ¼-lb. tins	2 75	3 00
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	1 80
Herrings in Tomato Sauce—		
Ovals 1s per doz.	1 75	2 15
Ovals ½s, per doz.		1 30
Kippered Herrings—		
Ovals 1s, per doz.	1 75	2 00
Ovals, ½s, per doz.	....	1 30
Canned Vegetables		
Peas, standard, doz.	1 75	1 85
Do., Early June	2 15	2 25
Do., Sweet Wrinkle	....	2 40
Do., Extra Sifted	....	3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.	....	2 15
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.	....	6 60
Canadian corn	1 20	1 50
Tomatoes, 2½s doz.	1 70	1 80
Do., Gal. No. 10 tins, doz.	5 95	6 25
Pumpkins, 2½s	....	1 80
Do., gal., No. 10 tins, doz.	1 50	1 60
Spinach, 2½s doz.	....	2 95
Pineapples, sliced, 2s doz.	3 40	4 25
Do., shredded, 2s, doz.	4 75	5 25
Do., sliced, 2½s, doz.	....	4 25
Apples, gal. water pack, doz.	....	5 60
Do., gal. steam pack, doz.	....	6 80
Do., 2½s, doz.	....	1 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.	....	3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Blueberies, 2s	2 35	2 45
Strawberries, 2s, H. S.	4 50	5 00
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	3 00	3 25
Do., 16 oz. doz.	3 50	3 90
Do., 4s, each	0 85	1 07
Strawberry, 12 oz. doz.	....	3 05
Do., 16 oz. doz.	3 25	3 60
Do., 4s, tins	0 95	0 92
Raspberry, 12 oz., doz.	2 40	3 05
Do., 16 oz., doz.	3 25	3 60
Do., 4s tins	0 35	0 90
Marmalade—		
12 oz., glass, doz.	2 25	2 45
16 oz., glass, doz.	2 75	2 90
No. 4 tins, each	0 58	0 65

BEANS HOLD FIRM

Toronto

BEANS.—There are no new features to report in the market for beans. The situation remaining firm with quotations strong and unchanged.

BEANS—

Ontario hand picked, per bu.	....	....
Do., No. 1 lb. pickers, per bu.	4 25	4 40
Cal. Limas, per lb.	0 11	0 11½

SHREDDED WHEAT REDUCED

Toronto

PACKAGE GOODS.—A reduction of 10c per case is announced on Shredded Wheat making the new price $4.30. Triscuit is quoted at $2.40 per case. Quaker cornflakes are reduced 40c per case, the new price being $2.70. Quakie Quakies are down 20c bringing the price to $2.90 per case. Other quotations are unchanged.

PACKAGE GOODS—

Rolled Oats, 20s, round case	....	5 00
Do., 18s, case	....	2 00
Do., 20s. square case	....	5 00
Do., Aluminum Prem., 20s	....	6 15
Corn Flakes 36s, case	2 70	3 50
Porridge Wheat, 36s, reg., case	....	6 00
Do., 20s, family, case	....	6 80
Package Peas, per doz.	....	0 90
Cornstarch, No. 1, lb. carton	....	0 09
Do., No. 2, lb. cartons	....	0 07½
Laundry Starch	....	0 07
Do., in 1-lb. cartons	....	0 07¾
Do., in 6-lb. wood boxes	....	0 11¼
Do., in 6-lb. tin cannisters	....	0 14½
Celluloid starch, case	....	4 00
Potato flour, 1-lb.	....	0 14½
Fine Oatmeal, 20s	....	5 75
Cornmeal, 24s	....	2 30
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Self-rising Pancake Flour, 24s	....	2 70
Buckwheat Flour, 24s	....	2 70
Self-rising Pancake Flour, 18s	....	3 85
F. S. Hominy, gran. case	....	3 00
Do., pearl, case	....	3 00
Scotch pearl barley case	....	2 70
Puffed rice pancake flour, 24s	....	2 90
Macaroni 30-16 oz. per case	3 40	3 75
Do., 30-8 oz. per case	2 00	2 20

NUT PRICES EASIER

Toronto.

NUTS.—The demand continues quiet which is confined generally to immediate needs. Quotations on shelled walnuts show a slight reduction: Bordeaux halves are offered at 70c in case lots: Manchurian halves at 45c and broken at 41c per lb. Shelled pecans are lower at 78c and Brazils at 55c per lb.

Almonds, Taragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian	....	0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, strip, lb.	....	0 22
Do., sweetened, lb.	....	0 22
Do., shred	....	20
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 18	0 20
Do., medium	....	0 12½
Mixed nuts, bags 50 lbs	0 20	0 25
Pecans	....	0 27
Shelled —		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 2[illegible]	0 37
Walnuts, Bordeaux, lb.	070	0 75
Do., Manchurian, lb.	0 45	0 50
Do., broken	....	0 41
Jordan Almonds	0 70	0 75
Peanuts, Spanish, lb.	0 10½	0 11
Pecans, lb.	0 78	0 80
Brazils, lb.	....	0 55

NO CHANGE IN HONEY

Toronto

HONEY.—There is little movement in honey. Supplies are pretty well cleaned up and prices are holding steady and unchanged.

HONEY—

5-pound tins, per lb.	....	0 17½
10-pound tins, per lb.	....	0 15½
60-pound tins, per lb.	....	0 15
Comb., per doz.	8 75	4 50

NEW PACKAGE DATES

Toronto

DRIED FRUITS.— Quotations on dried fruits show practically no change with no new features developing in the market situation. Dromedary dates are now offered in a new size package, packed 48 to the case, retailing at 10c per package and quoted to the trade at $3.90 per case. Sair dates are offered to arrive at 6¾c per lb. Raisins continue to indicate weakness, reports both from the Coast and New York state that there is a feeling that prices will have to be lower in order to stimulate buying and move off the heavy stocks.

DRIED FRUITS—

Citron caps, 12-lb. boxes, lb.	....	0 47½
Lemon caps, 12-lb. boxes, lb.	....	31
Orange caps, 12-lb. boxes, lb.	....	0 31½
Mixed containing 4½ lb. lemon per lb.	....	0 35½
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½ lb. orange 3 lb. citron caps, 3 dozen per case, per doz.	....	4 35
Currants—		
Greek Filliatras, cases	0 14½	0 15
Do., Patras	0 15	3 15½
Dates—		
Excelsior, pkgs., 3 doz., in case	....	2 85
Dromedary, 3 doz. to case	....	7 50
Do., 4 doz. to case	....	3 90
Fard, per lb.	....	0 26
Hallowee dates, per lb.	....	0 12½
Do., Sair	....	0 07¾
Prunes—		
30-40s, 25s	....	0 22
40-50s, 25s	....	0 18
50-60s, 25s	0 15½	0 16½
60-70s, 25s	....	0 14½
70-80s, 25s	....	0 14
80-90s	....	0 12½
Raisins—		
California, Sultanas, lb.	....	0 22
Do., 11-oz. pkts.	....	0 19½
Seeded, 15-oz. pkts.	0 19	0 20
Do., 11-oz. pkts.	0 17½	0 19½
Seedless, 15-oz. pkts.	....	0 25
Thompsons, seedless, bulk	....	0 21
Valencia, Spanish	0 19½	0 20½
Clusters, boxes, 20 1-lb. pkg.	....	6 65
Smyrna Sultanas	....	0 23½
Muscat, 25 lb. box	....	0 19
Evaporated apples	0 19	0 19½
Figs—		
Natural bags, 30 lb.	....	0 10½
Layer, 4 Crown	....	0 30
Layer, 7 Crown	0 28	0 35
Pulled, 10-lb. box, per lb.	....	0 34
Pulled, 1-lb. box, each	....	0 20
Do., 2-lb. box, each	....	0 36
Mats	0 09	0 09½
Peaches—		
Choice	....	0 20
Choice, extra	....	0 22½
Standard	....	0 18½
Apricots—		
Choice	....	0 32
Standard	....	0 28

FURTHER REDUCTION ON SUGAR

Toronto.

SUGAR.— Refined sugar registered two declines since we went to press a week ago. The first was on Friday amounting to 15c and the second on Saturday of 10c, making a total of 25c and bringing the Montreal basis to $5.90 which figures to $6.24 delivered Toronto. Lack of confidence still appears to be the feature in the local market in spite of the fact that refiners claim sugar is now being sold at below replacement costs. Wholesalers continue to cut prices' the average of which is around $6. There also seems to be some irregularity in refiners prices, which has created a very upset situation.

SUGAR—

St. Lawrence, extra gran., cwt.	6 24
Atlantic, extra gran.,	6 24
Acadia Sugar Refinery, ex. gran.	6 24
Dom. Sugar Refinery, ex. gran.	6 24
Canada Refinery, gran.	6 24

Differentials Granulated advance over [illegible] **50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20., 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.**

TOMATOES AND ONIONS FIRM

Toronto

VEGETABLES.—Texas onions are quoted at $3.75 per case but the market is in a strong position with a likelihood for advances. Florida tomatoes are also firmer with prices on the larger sizes advanced, making 216s, $3.25: 180s, $4.50: and 144s, $5.50 per case. New

beets and carrots are arriving in bushel baskets and quoted at $3. Hamper cucumbers are lower at $4.50. California asparagus is lower at $5.50 to $7.50 per case of 12 large bunches. Spinach is selling freely at $2.50 per bushel.

VEGETABLES—

Potatoes, Ontario	1 15	1 30
Do., Cobblers, seed	....	1 75
Do., New Florida, No. 1 bbls.	....	10 50
Do., No. 2 bbls.	....	7 00
Beets, per bag	....	1 50
Carrots, per bag	1 25	1 50
Turnips, per bag	0 85	1 00
Parsnips, per bag	1 40	1 75
Onions, Texas, case	....	3 75
Do., sack, 100 lbs.	....	12 00
Celery, Florida,	5 00	6 00
Head Lettuce, iceberg case	....	5 00
Sweet potatoes, per hamper	....	2 75
Mushrooms, per bkt.	....	2 50
Shallots, per doz.	....	0 90
Green Onions, local, doz.	....	0 30
New Carrots, bushel bkt.	....	3 00
New Beets, bushel bkt.	....	3 00
New parsley, hamper	....	2 00
New cabbage, large crate	....	4 50
Radish, per doz.	....	1 00
Green peppers, per doz	....	[illegible]
Tomatoes, Florida, 6 bkt. crates	3 25	5 50
Egg Plant, per doz.	....	4 00
Cucumbers, Florida hamper	....	4 50
Spinach, per bushel	....	2 50
Green Beans, hamper	....	5 00
Asparagus, 12 bunches to cr.	5 50	7 50

LITTLE CHANGE IN TEAS

Toronto.

TEAS.—The local situation continues to indicate strong tendencies with a slight advance on some grades.

TEAS—

Pekoe Souchongs	0 38	0 45
Pekoes	0 40	0 58
Broken Pekoes	0 45	0 68
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans	....	0 67
Do., seconds	0 50	0 55
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

Above prices give range of quotations to the retail trade.

SUGAR SYRUP REDUCED

Toronto.

SYRUPS.—There are no changes in corn syrup or molasses but Lyle's sugar syrup is quoted lower at $1.65 for ones and $2.80 per doz. for twos.

SYRUPS—

Corn Syrup—	
Barrels, about 700 lbs., yellow	0 05½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 50
Cases, 2-lb. tins, yellow 2 doz. in case	3 75
Cases, 5-lb. tins, yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz.	4 00
Sugar Syrup—	
Cases, No. 2 tins 24 to case	4 50
Maple Syrup—	
8 lb. tins, 10 to case, per case	14 50
2½ lb. tins 24 to case, per case	13 25
10 lb. tins, 6 to case, per case	11 50
5 gal. cans	11 00
1½ lb. tins, 24 to case, per case	7 50
5 lb. tins, 12 to case, per case	12 25
1 gal. tins, 6 to case, per case	13 20
Maple sugar, 1 lb. blocks, per lb.	0 18
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 00
No. 3 tins, 2-doz. case	5 20
No. 5 tins, 1-doz. case	4 40
No. 10 tins, ½-doz. case	4 05
Pails—No. 1	1 15
Pails, No. 2	1 70
West India, gal.	0 30
Molasses, table grade—	
No. 2 tins, 2-doz. case	6 25
No. 3 tins, 2 doz. to case	8 70
No. 5 tins, 1-doz. case	7 20
No. 10 tins, 1-doz. case	6 85
Pails—No. 1	1 60
Pails—No. 2	2 65
Pails—No. 5	6 70
Pails No. 5	3 35

FIRMNESS IN FLOUR

Toronto

FLOUR.—The market has a firmer tendency. Prices are steady and unchanged but millers claim that if present conditions continue there is likely to be a slight advance in the near future.

FLOUR—

First Patents, in cotton bags, bbl.	8 70
Second Patents, in jute bags, bbl.	8 00

MIDDLINGS SHADE LOWER

Toronto.

MILLFEEDS.—Millfeeds are holding fairly steady but the scarcity which has prevailed from the past few months is not quite so pronounced. Choice middlings are down $1 per ton now quoted at $35.25.

MILLFEEDS—

Bran, per ton	28 25
Shorts, per ton	30 25
Choice middlings, per ton	35 25

PINEAPPLES LOWER

Toronto.

FRUITS.—Pineapples are quoted lower at $6.25 for 18s, $6.50 for 24s and $6.75 for 30s. Strawberries are arriving daily with prices steady at around 20c per pint box. Oranges, lemons and grapefruit are practically unchanged.

FRUITS—

Oranges., Valencias	6 25	8 00
Lemons, Messina		4 00
Bananas, per lb.		0 07½
Apples, B.C., boxed	3 50	4 25
		Per case.
Grape fruit, Floridas, 54s	....	6 50
Do., 64s, 70s,	....	7 00
Do., 80s, 96s, 126s	....	7 50
Rhubarb, per doz.	1 00	1 25
Strawberries, per box, pints	0 20	0 21
Pineapple, Porto Ricos, 18s	....	6 25
Do., 24s, 30s	6 50	6 75

STRONG RICE MARKET

Toronto.

RICES.—Locally there is little change in the rice situation but quotations are firmly maintained and in some quarters it is claimed that present prices are lower than replacement costs and when stocks arrive bought at the higher basis of values, prices to the trade will be higher. This condition applies to both Southern and Oriental rices.

RICE—

Honduras, broken, p. lb.	0 05	0 08
Do., fancy	0 9¾	0 10½
Blue Rose, fancy	0 07¼	0 08
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese. XX		
Do., Simiu	0 10	0 11
Do., Mujin, No. 1	0 09	0 10
Do., Pakling	0 07½	0 09
Rangoon	0 07	0 07½
White Sago	0 08	0 08½
Tapioca, per lb.	0 06¾	0 07½
Do., fancy	0 09½	0 10

SPICES UNCHANGED

Toronto.

SPICES.— Quotations are unchanged with the market steady to firm on all general lines.

Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 60	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 55
Mustard, pure	0 35	0 40
Pastry	....	0 22
Pickling spices	....	0 18
Mace	....	0 65
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.	0 60	0 70
Do., 80s	....	0 35
Chillies, lb.	....	0 50
Nutmegs, selects, whole	0 26	0 40
Do., ground	....	0 35
Mustard seed, whole	....	0 20
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Caraway seed, whole	....	0 30
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	0 35	0 40
4-oz. packages, doz.	....	1 75
2 oz. pkgs., doz.	....	0 90

The above quotations are for the best quality retail trade.

MANITOBA MARKETS

WINNIPEG, May 3.—Farmers are now working on the land and seeding is in full force. The general business situation shows little definite change and confidence in the future is being shown more, both in wholesale and the retail circles. Coffees continue to show strength in primary market but there is little change in spot conditions. Canned vegetables and fruits are showing a good spring movement and it is generally considered that supplies will be well cleaned up before the new packs arrive. There has been no radical change in the dried fruit market. Raisins are easier and the decline in prunes has been checked. Evaporated apples, peaches and apricots are in small supply and the shortage is reflected in higher prices. The cereal market is ruling steady with prices fully maintained. The rice market continues firm but inactive. The New York raw sugar market is in an unsettled condition but there is no change locally. The primary tea markets show little change as compared with a week ago and as quotations to the retail trade are below replacement value advances can be expected in the near future. Fruit business is reported quiet but with better weather conditions an improvement is expected. Pineapples and strawberries are in fair demand. Asparagus and spinach are now offered on this market.

CANNED GOODS STEADY

Winnipeg.

CANNED GOODS.—Like some other foods canned fish is in limited demand. There is no change in the canned salmon situation and the new pack winter lobsters which have arrived are becoming scarce and indications point to a light summer pack with higher prices. There is a moderate demand for sardines with quotations on the better grades showing a slight advance. Each week indicates a general shortage in supplies of canned vegetables and a firmer tone

to the market. Canadian packers are practically sold out on certain lines and it will be five months before the new packs arrive on the market. Some American peas are offered to take care of the shortage of Canadian. California canned fruits are higher. Peaches, apricots, and pineapple are firmer locally as well as primary markets.

CANNED FISH—		
Shrimps, 1s, 4 doz. case, doz.		2 75
Finnan Haddie, 1s, 4 doz. case..	8 00	11 00
Do., ½s, 8 doz. case, case		7 25
Herring (Can.) 1s, 4 doz. case per case	6 50	8 00
Lobsters, ¼s, 8 doz. case, doz.		2 85
Do., ½s, 4 doz. case, doz.....		4 95
Oysters, 1s, 4 doz. case, case		8 40
Do., 2s, 8 oz. 2 doz. case, case.		7 50
Pilchards, 1s, tall, 4 doz. case, per case		6 25
Do., ½s, flat, 8 doz. case, case		9 00
Salmons—		Per case
Sockeye, 1s, tall, 4 doz. case..		20 00
Do., ½s, flat, 8 doz. case		21 00
Red Spring, 1s, tall, 4 doz. case		15 00
Do., ½s, flat, 8 doz. case..		16 00
Cohoe, 1s, tall, 4 doz. case ..	11 50	13 00
Do., ½s, flat, 8 doz. case	13 00	14 00
Pink, 1s, tall, 4 doz. case	6 00	6 50
Do., ½s, flat, 8 doz. case.....		8 00
CANNED FRUITS (Canadian)—		Per case
Apples, 6 tins in case		3 20
Blueberries, 2s, 2 doz. case		5 75
Cherries, 2s, 2 doz. case		6 70
Gooseberries, 2s, 2 doz. case		7 50
Lawtonberries, 2s, 2 doz. case		8 00
Peaches, 2s, 2 doz. case	6 60	7 10
Pears, 2s, 2 doz. case	6 45	7 00
Plums, Green Gage, H. S. 2s, 2 doz. case		6 00
Plums, Lombard, H.S. 2s, doz. case		5 95
Plums, Lombard, L. S., 2s, 2 doz. case		4 65
Raspberries, 2s, 2 doz. case	8 00	8 60
Strawberries, 2s, 2 doz. case ..	8 00	8 60
CANNED FRUIT (American)—		Per case
Apricots, 1s, 4 doz. case		10 60
Peaches, 2½s, 2 doz. case		9 15
Peaches, sliced, 1s, 4 doz. case..		10 85
Do., Halves, 1s, 4 doz. case		10
Do., 2s, 2 doz. case		6 50
Pears, 1s, 4 doz. case		13 25
Pineapple, sliced, 2s, 2 doz. case		7 00
CANNED VEGETABLES—		
Asparagus tips, 1s, tins, 4 doz. case, per doz.....		4 40
Beans, Golden Wax, 2s, 2 doz. case, per case		4 70
Beans, Refugee, 2s, 2 doz. case		4 75
Corns, 2s, 2 doz. case	3 85	4 10
Peas, standard, 2s, 2 doz. case..	3 85	4 10
Peas, Early June, 2s, 2 doz. case	4 65	4 80
Sweet Potatoes, 2½s, 2 doz. case.....		7 00
Pumpkin, 2½s, 2 doz. case	3 80	3 90
Sauer Kraut, 2½s, 2 doz. case..	3 80	3 90
Tomatoes, 2½s, 2 doz case.....	4 05	4 35
Spinach, 2½s, 2 doz. case.....		6 75

COFFEE MARKET STEADY

Winnipeg.

COFFEE.—The coffee situation is steady at the higher level of values. Santos showed another slight advance. A good demand in the local market is noted and with coffee arriving purchased at higher quotations local prices are responding.

COFFEE—		
Rio, roasted, best grade, per lb.	0 19½	0 20½
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica, roasted, best grade, lb.	0 28	0 30
Bogotas, roasted, best grade, lb	0 40	0 43
Mocha (types), best grade, lb. .	0 51	0 53
Bourbon, best grade, per lb ...	0 30	0 35
Santos, best grade, per lb .	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

DRIED FRUITS UNCHANGED

Winnipeg.

DRIED FRUITS.—Little change has occurred in the dried fruit market. The decline in prunes has been checked but locally there is no change and there is not likely to be any change in prices. Evaporated apples are scarce and higher. Peaches and apricots are in small supply and the shortage reflects itself in higher prices. Some lines of raisins on the primary market have shown an easier tone but the demand locally is very satisfactory. Currants are easy in tone as they are influenced largely by the raisin situation.

DRIED FRUITS		
Evaporated apples, per lb.	0 17	0 18¾
Currants, 90 lb., per lb.		0 16
Do., 8 oz. pkgs., 6 doz. case, pkg.....		0 15
Dates, Hallowee, bulk, lb.		0 14
Do., pkgs., 3 doz. case, lb.		0 09
Figs, Smyrna, per lb.		0 14
Loganberries, 8 oz., 4 doz. case, pk...		0 27¼
Peaches, standard, per lb.		0 18
Do., choice, per lb.		0 19½
Do., fancy, per lb.		0 23
Do., Cal., in cartons, per carton	1 00	1 20
Pears, extra choice, per lb.		0 30
Do., Cal., cartons, per carton		1 30
Prunes—		
30-40s, 25s, per lb.		0 24
40-50s, 25s, per lb.		0 20
50-60s, 25s, per lb.		0 17½
60-70s, 25s, per lb.		0 16
70-80s, 25s, per lb.		0 14½
90-100s, 25s, per lb.		0 12½
In 5-lb. cartons, carton	0 73	0 80
Raisins—Seeded—		
Cal., pkg., 16 oz., fancy, per pkg. ...		0 21½
Do., pkg., 12 oz., fancy, per pkg.....		0 17½
Do., 16 oz., choice, per pkg.		0 21
Do., 12 oz., choice, per pkg.		0 16
Cal., 5 lb. cartons, per carton		1 15
Do., bulk, 25-lb. boxes, per lb..		0 20
Raisins—Seedless—		
Cal., pkg., 11 oz., per pkg.		0 20
Do., bulk, 25-lb. boxes, per lb.		0 22
Do., bulk, 5-lb. cartons, per carton..		1 15
Do., Cal. Muscatels, 5 lb. carton, per carton		1 15
Apricots		
Do., Standard, 10s, per lb.		0 32
Do., 25s, per lb.		0 30
Do., Choice, 10s, per lb.		0 34
Do., 25s, per lb.		0 32
Do., Fancy, 10s, per lb.		0 36
Do., 25s, per lb.		0 35
Apricots, 5 lb. cartons, per carton.....		1 65

CEREALS UNCHANGED

Winnipeg.

CEREALS.—There is no change in the cereal market. Prices are fully maintained under a light demand especially on the heavier lines. Lighter breakfast foods however are showing an improvement. Beans continue firm with sales heavier than normal for the season of the year.

FLOUR MARKET FIRM

Winnipeg.

FLOUR—With wheat showing slight advance the flour market is ruling steady. Buyers continue to purchase in sufficient quantities to meet the necessary requirements. Quotations remain unchanged.

FLOUR—	
98-lb., sacks	4 25
Two 49-lb. sacks	4 32½
Four 24-lb. sacks	4 42½

GOOD MOVEMENT IN JAMS

Winnipeg.

JAMS.—The demand for jams during the week has been exceptionally good and supplies have been steadily moving in to consumption. Quotations are unchanged.

LITTLE ACTIVITY IN NUTS

Winnipeg.

NUTS.—Cables from Spain disclose a firm almond market with shippers not anxious to quote on their light holdings. California almonds are also in light supply and the market shows a firm tone. Bordeaux shelled walnuts have declined considerably for prompt shipments. Spanish shelled peanuts are slightly easier. Wholesalers stocks of all grades of nuts are light as there is a small demand at this season of the year.

NUTS, SHELLED—	
Almonds, per lb.	0 50
Spanish Peanuts, No. 1, lb.	0 13
Pecans, per lb.	0 90
Walnuts, per lb.	0 68
Brazils, per lb.	0 55
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 20
Walnuts, per lb.	0 23
Almonds, per lb.	0 25
Brazils, per lb.	0 18
Peacans, per lb.	0 25
Filberts, per lb.	0 22

RICE CONTINUES FIRM

Winnipeg.

RICE.—The rice market continues firm but not active. Considerable strength exists at southern markets as well as oriental. Supplies are limited and although in moderate demand the market is maintaining a firm tone.

NO CHANGE IN SUGAR

Winnipeg.

SUGAR.—The raw sugar market is in an unsettled condition and this seems to have the effect of keeping buyers from purchasing heavily on refined. Wholesalers' prices to the retail trade are ranging from $7.15 to $7.25.

SYRUPS IN DEMAND

Winnipeg.

SYRUPS.—Trading in the local market for corn and cane syrups is steady and buyers continue to purchase supplies in small volumes at unchanged quotations. There are no new features in the molasses market, the demand is mostly confined to small lots for immediate needs at the prevailing prices.

PINEAPPLE IN DEMAND

Winnipeg

FRUITS.—Business is reported quiet by wholesale fruit dealers but as the warmer weather approaches an improvement is expected. Pineapples are arriving in good quantities and are meeting with ready sales at $8 per case. Arkansas and Missouri strawberries are expected to be lower. Quotations at present are around $10 per case of 24 qts. Navel oranges are quoted at $8.50 to $9.50 with Valencia from $8 to $9. Lemons remain unchanged. Apples are scarce and the only varieties offered are Winesaps and Delicious.

FRUITS—		
Oranges, navels, per case.....	8 50	9 50
Valencia's, per case	8 00	9 00
Lemons, Cal., fancy, per case		8 00
Do., choice, per case		7 50
Grape Fruit, Florida, per case	6 50	8 50
Bananas, per lb.		0 10
Strawberries, per case		10 00
Pineapple, per case		8 00
Apples, Winesaps, per box ..	3 75	4 00
Apples, Delicious, per case		4 00

STARCH UNCHANGED

Winnipeg.

STARCH.—All grades of starch are selling readily and buyers continue to purchase in quantities sufficient for their actual needs. There is no change in quotations.

STARCH—	
Corn starch, 1-lb. pkg., per lb.	0 08
Do., No. 1 quality, 1-lb. pkgs.	0 09½
Gloss, 1-lb. pkg., per lb.	0 09¾
Celluloid, 1-lb. pkg., per case	4 00

SPICE PRICES FIRM

Winnipeg

SPICE.—All the principal grades of spices remain steady and unchanged.

(Continued on page 129)

MARKETS BY WIRE

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., May 2.—Paper bags are easier in price. Canned asparagus and spinach are likely to be very short on account of the cold backward packing season. Shredded wheat declined 10c. per case and Triscuit dropped 25c. per case. Canned Tuna fish scarce and advances noted totaling $1.50 per case. All grades of rice are very firm and advancing in price.

Beans, Kotenashi, per cwt.	....	6 60
Rolled oats, 80s	....	2 35
Rice, Siam	6 00	6 50
Japan, No. 1	7 65	8 00
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.	....	8 40
Sugar, pure cane, gran., cwts.	....	7 54
Cheese, No. 1, Ont., large	0 20	....
Alberta cheese, twins	....	0 20
Do., large	....	0 22
Butter, creamery, lb.	0 36	0 40
Do., dairy, lb.	0 20	0 24
Lard, pure, 3s	....	11 10
Eggs, new laid, local, case	....	7 00
Tomatoes, 2½s	4 40	4 50
Pumpkin, 2½s, case	4 20	4 50
Lemons, case	....	7 75
Corn, 2s, standard case	2 80	3 60
Peas, 2s, standard case	3 95	4 20
New early June peas, case	....	4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye, ½s	....	21 55
Strawberries, 2s Ont., case	7 95	10 00
Raspberries, 2s, Ont., case	7 60	9 25
Cherries, 2s, red, pitted	....	8 50
Peaches, 2s, halves	....	5 85
Do., 2s, sliced	....	6 25
Apples, evaporated, lb.	....	0 18
Do., 25s, lb.	....	0 18½
Pineapples, Hawaiian, sliced 2's	6 80	7 95
Do., canned, 2s	7 45	7 90
Potatoes, local ton	20 00	30 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., May 2.—Oranges are quoted at $8 per case. Bananas are steady at 9c. per lb. Grapefruit is selling at $7.50 per case. Onions are lower at 7c. per lb., while clear pork has advanced to $35 per barrel. Sugar declined, following are the new prices: standard graulated, $6: No. 1 yellow, $5.80: and cut loaf, $7.60 per cwt.

Rolled oats, bag	....	3 65
Do., bbls	....	8 30
Cornmeal, gran., bags	....	2 75
Rice, Siam, per cwt.	....	6 60
Tapioca, per 100 lbs.	....	9 50
Molasses, gal.	....	0 60
Tomatoes, cans	....	2 00
Do., bags	....	6 00
Raisins, Valencia layers	0 21	0 30
Currants, cleaned	....	0 20
Prunes, 90-100, 25-lb. boxes	....	0 14
Lemon peel	....	0 34
Orange peel	....	0 34
Citron peel	....	0 46
Walnuts	....	0 23
Almonds	....	0 22
Brazils	....	0 20
Peanuts	....	0 17
Filberts	....	0 16
Cocoanuts, bag	....	6 00
Potatoes, per bbl.	1 75	2 00
Onions, per lb.	....	0 07
Do., crate	....	15 00
Pork, clear, bbls.	....	35 00
Pigs' feet, per 20-lb. pail	....	2 25
Hams, shoulder, per lb.	....	0 22
Bacon, side per lb.	....	0 33
Bacon roll, per lb.	....	0 62
Lard, pure, in pails, lb.	....	0 17
Lard, pure, in tubs, lb.	....	0 16½
Shortening, in tubs, lb.	....	0 16
Shortening in tubs, lb.	....	0 15½
Butter, creamery, prints	....	0 44
Butter Creamery, solids	....	0 42
Oleomargarine	....	0 23
Cheese, whole, lb.	0 19	0 21
Cheese, twins, lb.	....	0 21
Eggs, doz.	....	0 30
Sugar, cut loaf, cwt.	....	7 60
Sugar, stan., gran., cwt.	....	6 00
Do., No. 1 yellow	....	5 80
Lemons, Messina	....	4 50
Grapefruit, Florida, case	7 50	....
Bananas, lb.	0 08	0 09
Cornmeal, Gran. bags	....	3 25
Oranges, per case	....	8 00

British Columbia

FROM VANCOUVER, BY WIRE

Vancouver, B. C., May 2.—The butter market is weak and declines are expected. Eggs are quoted at 32c. per doz.: B. C. cheese, 19c. Beef and hogs are up ½c. per lb. California strawberries are quoted at $4.25 per crate: rhubarb, 5c. to 6c. per lb.: cabbage is in a strong market at 5½c. per lb.: head lettuce, $3.50 per crate: radishes, 50c. per doz. bunches. New California canned spinach is down to $2.65 per case. Ice cream cones are selling at 45c. per box.

WINNIPEG MARKETS

(Continued from page 128)

Peppers and ginger continue steady. Nutmegs are showing a firmer tone. The olive market is ruling firm and active.

FIRM TONE TO TEA

Winnipeg

TEA.—The tea market, although quiet, retains the firm tone that has characterized it of late especially where the better grades of tea is concerned. The demand locally is of a moderate volume and it is conceded that present prices are not in line with replacement cost and when teas purchased on a higher basis arrive, higher prices will prevail.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 38	0 40
Do., second quality	0 35	0 36
Pekoe, first quality	0 40	0 42
Do., second quality	0 36	0 40
Broken Pekoe, first quality	0 42	0 48
Broken orange Pekoe, 1st. qual.	0 50	0 60
Japan, first quality	0 42	0 60
JAVAS—		
Pekoe Souchongs	0 38	0 40
Pekoe	0 40	0 42
Broken Pekoe	0 42	0 48
Broken Orange Pekoe	0 50	0 60

CALIFORNIA VEGETABLES ON MARKET

Winnipeg.

VEGETABLES.—California asparagus has arrived on the market and is selling freely at $6 per case. Spinach is in fair demand at $3 per case. California head lettuce is slightly easier at $5 per case and $1.50 per doz. Mexican tomatoes are in good demand and are quoted at $3.25 with Florida at $5.75 per case. Texas onions of the Bermuda type are being offered at $4 per crate. Local hot house lettuce, radishes, and green onions are slightly easier. Walla Walla rhubarb is quoted at $5 per case. New carrots, beets and turnips are selling fairly well at $1.20 per doz. bunches.

VEGETABLES—	
Cabbage, per lb.	0 05
Head lettuce, per case	4 50
Head lettuce, per doz.	1 50
Leaf lettuce, per doz.	0 40
Green Onions, per doz.	0 40
Cucumbers, per doz.	3 75
Tomatoes, repacked, per case	6 00
Potatoes, per bush. (car lots)	0 40
Do., per bush. (small lots)	0 50
Celery, per case	7 25
Onions, per crate	4 50
Mint, per doz.	0 90
Parsley, per. doz.	0 60
Carrots, per doz. bunches	1 20
Beets, per doz. bunches	1 20
Turnips, per doz. bunches	1 20
Green peppers, per basket,	1 25
Leeks, per doz.	0 60

THE WEEKLY HALF HOLIDAY

IN many cities, towns and villages throughout the Dominion, merchants will be closing one afternoon each week and as in other years Canadian Grocer will again publish a list of the municipalities wherein there is a half holiday each week. It is important that this list be accurate and that every locality be represented as business houses have found this list a valuable one in assisting them to plan the trips of their representatives.

We therefore request merchants to fill in this coupon and return at their earliest convenience.

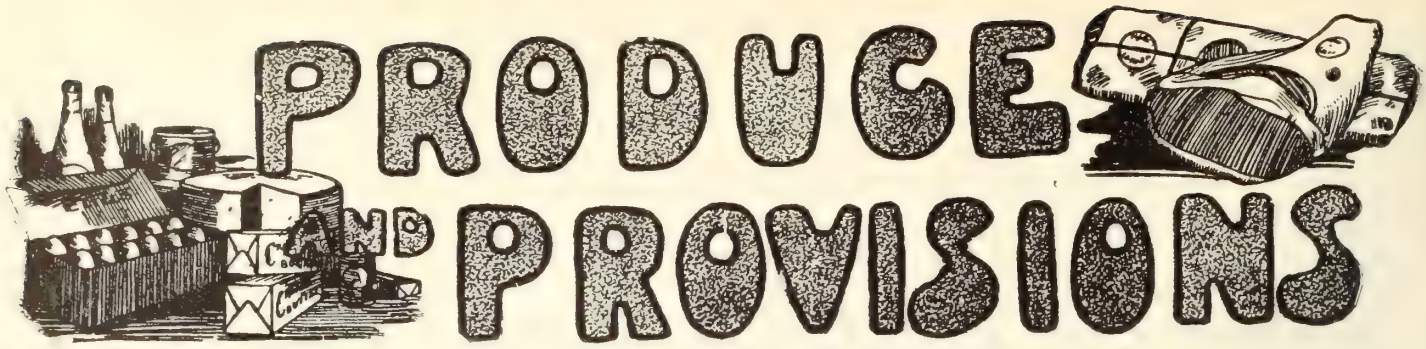
Name of City, town or village .....

On what day do stores close? .....

Beginning..... Ending.....

Daylight Saving, beginning..... Ending.....

Name and address .....



Forty Hams a Week In Summer Months

Refrigerator Display Counters Increase Sales of Meats for This Firm—The Adams Grocery, Lindsay, Ont., Operate Meat Department in Connection With Store and Find the Two Make a Good Combination

"GLASS enclosed refrigerator counters certainly have increased the sales of meats in our business," J. E. Adams of the Adams' Grocery, Lindsay, Ont., told a representative of Canadian Grocer the other day. Tihs firm has one of the finest meat departments in connection with their grocery, as is to be found in Eastern Ontario. It is a store alongside of the grocery, and is equally as large, with its own entrance, and windows for display. However, it is not necessary to go outside to go from one to the other, an archway making it possible for the shopper to step from the grocery into the meat store and vice versa. Fresh meats, fowl, as well as the smoked and cooked varieties of meats are carried.

A Slicer is Valuable Aid

Equipment for the convenient handling of these commodities is everywhere apparent. In addition to the counters which are kept at an even temperature all the time, there are scales so situated as to facilitate service, and a meat slicer just at one end of the glass enclosed counter.

"We have had that slicer for the past seven years and we could not get along without it now," Mr. Adams remarked. "There is scarcely any waste in cutting up bacon and cooked meats with that slicer. It cuts up the meats at a uniform thickness all the time, and enables us to give our customers better service. In the summer months particularly it makes for a quicker handling of customers, at a time when there is a great demand for the cooked meats, and people want to be waited on in a hurry.

40 Hams A Week In Summer

"Our sales of boiled hams last summer averaged 15 a week, in addition to 25 roast hams and 6 tongues. We do a fairly large summer resort trade, filling orders for delivery at the lake points every day, and the cooked meats are called for a great deal. Display of these meats in the refrigerator counter has had a great deal to do with the increasing demand for them, as far as our business is concerned. Kept at a uniform temperature of cold, they are always in first-class condition, and present a tempting appearance.

"We sell chiefly only one brand of bacon in our meat department. We believe this particular bacon is as good as any that can be bought, and the better class of our customers demand it. We have some inquiry for cheaper grades, but the bulk of inquiries are for the best, and the one brand. In the summer month we cut up eighteen sides of this bacon every week. We have been handling it now for a long time. Our customers like it better than any other."

That a meat department can be run in connection with a grocery store there is no doubt, according to the opinion of the Adams' Grocery, Ltd. They are finding the combination a success and believe that one department assists the sales in the other. Customers always find it an advantage to buy their groceries and meats in the same place. The fact that they can step from one store to the other without going outside is a convenience that is appreciated. In this way the sales in both sections are stimulated.

Sales of sausages run to a very considerable amount in this store. Supplies are always freshly made, and this is a strong point in maintaining sales of sausages at satisfactory levels. Every care is taken to sell only sausages, the quality of which cannot be disputed.

This Merchant Likes to Hand-pick His Credit Customers

Vancouver.—Braidwoods' Market on Commercial Drive, Vancouver, is doing a credit business—but—says Mr. Braidwood, "I hand-pick my credit customers. A merchant owes it to himself to make the strictest inquiry before lending money to strangers, for that it what extending credit means."

In this store a double business is conducted by Mr. Braidwood—a grocer and a butcher business. These two lines, according to this merchant work splendidly together, each strengthening the custom of the other. The one accounting system and delivery truck takes care of both departments. Mr. Braidwood has high praise for the Government Standard Grading of eggs. He recieves fresh eggs from a poultry ranch three times a week. These are graded according to government standards and the customers express themselves as greatly pleased with the system that gives them exactly what they are paying for. "The customer is better pleased. We are assured a fairer margin, and the rancher receives exactly what the quality of his eggs entitles him to. Everybody is pleased," said Mr. Braidwood.

Ask for Removal of Express Rates Made in January, 1921

Montreal.—Representatives of the fishing industry called upon the government at Ottawa a week ago to request that the advance in express rates that was made in January 1921, be taken off as it had been instrumental in increasing the cost of fresh fish and so hurting the industry. The government gave the delegation a hearing but made no promises. A. H. Britton, of the Maritime Fish Corporation, who represented the local interests, stated to a Canadian Grocer representative that although the government promised to take the matter up, no reply had been received, nor had they been given any hope that their request would be granted.

Slicing Cooked Meats to Avoid Loss

Cuts Whole Hams Into Slices at One Time, and Arranging Slices in Parcels of Pounds and Half Pounds, Not One Slice Has to be Sold at a Sacrifice—Selling Cooked Meats in the Hot Weather

By Staff Correspondent Canadian Grocer

MONTREAL.—Cooked meats offer the grocer or provision dealer a new field in the summer months. While some grocery stores do not regularly handle meats, on account of the lack of a special meat department, cooked meats can be taken care of in the ordinary refrigerator in the store and sold steadily with little trouble or risk. Naturally there are some ways of getting just a little more out of the line if the grocer takes an interest in it and a few precautions, so the profits will not be eaten up by wastage.

Sanitary Methods Advertise Meats

Harry Bessner, proprietor of Bessner's Market, 779 St. Catharine St., Montreal, has specialized in this line for a number of years and knows what the people buy in the summer, when they buy it and very often why they buy it. These things, he claims, a buyer must know if he would guard against stocking the wrong line or too much of one thing. In speaking to a Canadian Grocer representative about the summer trade in meats, he said, "People are cautious in buying meats during the hot weather, and the display in the store has much to do with the sales. Every one realizes that the demand runs towards cooked meats but even at that the grocer must take particular care to see that it is turned over as quickly as possible. If it is evident to the people that the grocer has taken a real interest in his cooked meat department, that is the best advertisement he can have, better even than saying so in letters a foot high. Hams on the cutting machine should be covered to keep off the flies, yet if possible the meat should be in plain view. Glass covers or screens are good but the best plan is to take the whole rack with the piece of meat on it off the knife and place it in a conspicuous place in the refrigerator. It is not much of a task to replace the rack on the machine when the customer has given the order.

A Cool Store Helps Sales

"Another precaution is to keep the store as cool as possible. If the customers feel that the place is hot and stuffy, it emphasizes the fact that hot weather is hard on meats and it is all the harder to make the sale. Cleanliness and quality are absolutely essential in the selling of cooked meats. To get quality there must be a quick turnover and to get the turnover, the grocer must have the inclination to push the meats and the judgment to buy just what is required.

Cutting to Avoid Loss

It is the easiest thing in the world to sell a large quantity of cooked meats and yet lose money. Care must be taken in cutting. If the movement of a particular piece of meat, for instance a ham, warrants it, it is a good plan to cut up the whole during a quiet part of the day. Then wrap the meat up in pound and half pound lots, being careful to include one slice of the part near the end in each parcel. These parcels can be wrapped in oiled paper and placed in the refrigerator or in a refrigerating counter. In this way the grocer can sell the whole ham without any loss. Otherwise when the dealer gets to the end of a ham, the customer will refuse the piece or ask that a new ham be put on the machine. Who is going to lose on the butt end? No customer will ever notice a small end piece in a parcel if the other slices are choice.

A One-Man Job

"Personally I favor making the cooked meat counter a one-man job. I find that it pays to have a man specialize in this line in the summer time. He will take an interest in making sales that the whole staff would not, if no one in particular were responsible. The meats require constant attention. The sales have to be made with care, for of all the lines in a store nothing offers a bigger opportunity for loss than cooked meats in hot weather. Then, too, sales depend largely upon the display. These have to be made carefully at the right time in

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An attractive display of produce lines that was recently shown in the window of Harry Bessner's store in Montreal.

Is Not Position of Dairy Interests On The Oleomargarine Question Illogical?

Argument That Oleomargarine Affects the Price of Butter is Unsound for the Reason That Oleomargarine is a Competitor Only to the Extent of 4½ Per Cent. of Production

A REMARKABLE position is taken by the opponents of oleomargarine who are in reality extremists in seeking non-tariff protection for the dairy interests. They claim that the product enters into unfair competition with the home farmer because they state that it is made of foreign, imported oils. Now nothing is farther from the truth. Oleomargarine as manufactured in Canada is made of materials of which three-quarters are taken almost directly from Canadian farms.

Oleomargarine as we in this country know it differs essentially from margarines made of vegetable and nut oils. These are manufactured from oils (or fats, which chemically are oils in solid form, or, in other words, oils are fats at a different melting temperature) that are obtained not from farm animals but from crushed seeds, such as cottonseed and the kernels of the cocoanut palm. It is said that the final product does not differ greatly from oleomargarine made from animal oils, in as much as all fats are in the last analysis almost identical in their nutritive values.

Dairy Interests Are Illogical

But there is this point to be noted about oleomargarine—it is composed chiefly of oleo oil and neutral, two fats which are pressed direct from the carcasses of farm animals and are afterwards highly refined. In addition butter and milk are used in our domestic product, chiefly for the sake of giving to the mixture that "butter" taste which the public demand. Now these four ingredients make up from seventy to seventy-five per cent. of the total content of oleomargarine. Each of these is the distinct outcome of Canadian farm production.

How, therefore, can the dairy interests logically oppose the manufacture of oleomargarine within the Dominion on competition? Indeed the present Minister of Agriculture, Hon. W. R. Motherwell, is plainly under an erroneous impression for he recently said in Toronto:

"You breeders, in asking the old reliable dairy cow to set up in competition with the by-products of large packing houses and vegetable oils of tropical countries, used largely in the manufacture of oleomargarine, are rather over-taxing and asking too much of her. To compel the Ontario dairy cows to submit to such conditions under trying circumstances in open competition with packing houses I consider unfair."

Will Go To American Manufacturers

The position needs defining clearly. The great bulk of the margarine used in Great Britain—while not a whit less nutritive and palatable than our own product—is made of vegetable and nut oils. Consumption during the war showed a remarkable change from the animal fat margarine to the vegetable and nut fat varieties. But here in Canada we are not at present concerned with those forms of margarine. The claim of our manufacturers is based upon the fact that if oleomargarine is banned from Canada all the oleo oil and neutral which now goes into oleomargarine and will if manufacture is permanently permitted be used in still larger quantities, would have to be sold to American manufacturers. That would mean inevitably a reduction in value of the total by-products from Canadian cattle, it would mean, with the same inevitability, that they would have to pay a reduced price to farmers for their cattle and hogs.

Robbing Peter to Pay Paul

Thus the net result of the request made by the dairy section of our farmers would be protection attained at the cost of lower prices for cattle and hogs to neighboring farmers who happened not to be dairy producers. Is not such robbing of Peter to pay Paul illogical and unsound?

The argument that oleomargarine affects the price of butter is equally hollow. The fact of the matter is that the total consumption of oleomargarine throughout Canada in 1920 was 11,770,000 pounds while the production of butter that year was 236,690,000 pounds, a ratio of nearly twenty to one. Yet the "little fellow" is accused of "beating the big fellow up!" This misconception by the opponents of oleomargarine is all the more remarkable when we know that one-third of the butter production was in the Province of Ontario.

Barking Up the Wrong Tree

Are not the dairy interests "barking up the wrong tree?" J. A. Ruddick, Dairy Commissioner, one of the departmental chiefs of the Ministry of Agriculture, quite recently wrote in a farm newspaper in Ontario:

> "The increase in creamery butter between 1915 and 1920 is equivalent to 659,266,307 pounds of milk and the increase in condensed milk from 1910 to 1920 is equal to about 140,000,000 pounds of milk. Unfortunately for us production was also stimulated in other countries, such as New Zealand and Argentina, to say nothing of the United States. For the near future at any rate it is the New Zealand and not the Argentina competition that we in Canada have most reason to be concerned with. Production in New Zealand was greatly stimulated although they received less for butter and cheese than we did. It is a good time for Canadian dairymen to take stock of the situation and to make sure that they are doing everything in their power to meet this competition."

Argument is Unsound

With oleomargarine a competitor only to the extent of 4½ per cent. of production the dairymen are surely in a ludicrous position in attempting to argue that their prices for butter, depending on world-wide conditions are being seriously undermined by oleomargarine. When the House of Commons and the people of the country understand this it will not be long before the dairy interests are told that they are trying to fit the shoe on the wrong foot.

This window is that of the A. and C. store at Van couver. It is not only attractive from the standpoint of a splendid arrangement but it has a dis tinct selling value. While it features cheese, other lines are also shown, and the big factor is th at in each case the price card is prominent.

Backing the Sales Talk With a Sample

Grocer Increases Turnover of a Certain Brand of Cheese by Placing a Dish of Small Samples Just in Front of the Cash Register on the Counter—Clerks Must be Sold First on a Product if They Are to Talk Convincingly to Customers

By Staff Correspondent Canadian Grocer

MONTREAL.—Sales ability and sales ideas are becoming more and more imperative in the grocery business. Even the self-serve system is showing its weakness on this point, and on all sides one sees more sales aggressiveness, better displays and novel ideas for building up sales. The staple lines pretty well take care of themselves but even in these, some grocers have found a means of making bigger sales and increasing consumption of lines which are considered the necessities of life.

Getting Bigger Sales of Cheese

For example, W. J. Brown, proprietor of the grocery store at 888 St. Catherine St. West, Montreal, has increased the sale of a certain brand of cheese by placing a dish of small samples of the cheese just in front of the cash register on the counter. Each little square of cheese is punctured with a tooth pick which bears the name of the brand of cheese and serves as a handle with which to lift the cheese. A card over the dish invites the customer to sample the goods. This, Mr. Brown states, has meant increased sales of this brand of cheese. Not only has the sign and the dish of samples solicited the interest of the customers but it has served as a constant reminder to the clerks that the goods are there to be sold, with the result that nearly every customer that comes into the store is told of the delicious flavor of the cheese.

The enterprising grocer is constantly seeking novel schemes to increase his turnover. In other words he is always ready to hear of the success that has attended the efforts of some fellow merchant's methods of increasing sales. These are the days when grocers as well as other merchants have to reach out after business, and the story of the success in this regard of W. J. Brown, a grocer down in Montreal, as related in this article, will be found worth reading.

Naturally enough the manufacturers are willing to co-operate with the retail grocers in such a scheme for the promotion of sales. Many have stated that they will gladly credit the retailer with the value of the goods for sampling purposes. One local firm has instructed their travellers to pay the grocer for the goods he has thus used provided sufficient proof is submitted that the goods were used for this purpose.

One Line Every Week

Another St. Catherine Street grocer has made it a practice to push the sale of one particular line every week. Recently it was a brand of French canned peas that he was featuring. The window was full of the line and the clerks were well primed with selling arguments. This grocer pointed out that the first person to sell the goods to, is the clerk and they have, as he said, to be well sold, for the clerk has to be able to talk convincingly to the customers about what he is selling. Almost every week a can, a bottle or a dish of some particular brand of food stuff is left open on the counter with a number of little individual cardboard spoons for the use of the prospective buyer. Last week a dish of French peas was left on the counter and each customer was asked to note the soft fresh texture of the small peas. In this way selling became more of an intimate talk between the grocer and his customer than a recital of an age worn attempt at selling, "any canned goods, peas, beans, corn, tomatoes?"

Means Bigger Profits

A Canadian Grocer representative was assured that this method of selling meant unmistakably larger sales. In fact it is not one bit surprising that it did, for everything and everybody about the store seemed obsessed with the

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Prize Winners in Window Dressing Contest in Montreal

Montreal, (Special)—During Easter week Gunn's Ltd. held a window dressing contest in Montreal in which 105 retail grocers and butchers of the city and district participated. The conditions of the contest were that the displays were to be of Gunn's products and that the windows should be dressed by the staff of the store competing.

The first prize was awarded to J. N. Duncan, proprietor of the Westminster Provision store, 58 Westminster Ave., Montreal west. The second prize was won by Mrs. T. K. T. Stone who dressed the window in her store at 627 Wellington St., Point St. Charles. The window in P. E. Dery's store at 471 Ontario St. E., dressed by G. A. Beaudoin and G. N. Nadeau, won the third prize and the fourth prize went to the display in the Outremont Provision store 2298 Hutchinson St, dressed by R. Ouimet. The contest was judged on a basis of 25 points for a perfect window in all respects. Five points were given for a window imparting the greatest advertising value, five points for attractiveness, five points for novelty of design; five for the selling value for the grocer and five for the workmanship in the window or the execution of any art work, hand-lettering on price tickets or cards.

Grants Grocery, 705 St. Catherine St. west, W. J. Fall, 39 Somerville Ave., and F. Chausse of Rosemont received honorable mention.

SLICING COOKED MEATS

(Continued from Page 131)

the day and not allowed to stand too long. Dishes set in ice can be arranged in the window to display meats, vegetables, fruits and other lines and the very fact that they are set in ice makes them attractive and helps sales. If these displays cannot be made with safety, it is far better for the grocer to put a sign in the window saying that he cannot display cooked meats on account of the hot weather, but that he has some choice selections in the refrigerator. Such an advertisement will draw more business than a window full of poorly protected meats."

Building New Meat Counters

Mr Bessner is planning a new arrangement in his store for this summer and he intends to have refrigerator counters for the display of cooked and fresh meats, vegetables, fish and salads as well as a specially planned window built as a refrigerator and cooled by an ammonia plant which he is installing. In this way he intends to use his windows to the best advantage throughout the summer for the display of perishable goods.

BACKING THE SALES TALK

(Continued from Page 133)

idea of "French peas." It might have been called "Pea Week," as far as that grocery was concerned. The window was well dressed with them. A pyramid of these cans stood on counter while a sign on the wall back of the counter advertised the price on this particular brand. So each week is a special week with this grocery store. Naturally the grocer picks a good line, both in quality and in profit. It is generally a specialty line but he claims that when the week is over the line is no longer a specialty but comes under the regular list by virtue of the repeat orders that come from satisfied customers.

First Vessel to Arrive At Montreal This Season

Montreal.—The first passenger vessel of the year came up the St. Lawrence River on Sunday last and opened the season one week earlier than last year. It was the S. S. Montreal from Italy, carrying passengers and freight. The Canadian Government Merchant Marine freighter Canadian Hunter also arrived from Italy during the week-end. Both these vessels carried large supplies of nuts, dried fruits and fresh fruits from Italy. Freighters and passenger vessels are now on their way from Liverpool and Southampton to Montreal.

Hard to Tell

A lawyer was cross-examining an old German grocer about the position of the doors, windows, etc., in the house in which a certain transaction occurred.

"And now, my good old man," said the lawyer, "will you be good enough to tell the court how the stairs run in the house?"

The German looked dazed and unsettled for a moment. "How do the stairs run?" he queried.

"Yes, how do the stairs run?"

"Vell," continued the witness, after a moment, "Ven I am opp-stairs dey run down and ven I am down stairs dey run opp."

Illustrating the attractive interior of the meat department of a combined meat and grocery establishment. The glass enclosed refrigerator counters display the meats and produce lines to the best possible advantage.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, May 3.—The feature of the produce market is the weakness in butter and cheese. The make of new creamery butter has shown a big increase and prices dropped. The cheese market also eased up in sympathy with butter and a drop of one cent is quoted in the wholesale market. The egg market holds firm and despite the increased production the consumption has kept stocks well cleared up. The local hog market has held up through the week but an easy feeling is now evident with slightly lower prices on fresh killed hogs. The bacon market shows more activity with a better outlook for export. Cooked meats have enjoyed a stimulated movement due to the moving season locally. Maple syrup is in good demand and prices are firm. Margarine is unchanged and lard prices are steady. Brook trout is expected on the market this week and Gaspe salmon by the end of the month. Some fresh spring salmon has arrived from British Columbia.

WEAKNESS IN BUTTER

Montreal.

BUTTER.—During the early part of last week the butter market gained strength but lost it later on account of bigger supplies. Prices have declined 1c per lb. and prospects are that for domestic market quotations will go still lower. Retailers are buying only for immediate requirements due to the weakness of the market. Most of the old stocks of butter have been cleaned up and the new make of creamery is steadily increasing.

BUTTER—

Solids, creamery, finest	....	0 33
Prints, creamery	0 34	0 35
Newmake, creamery, pts.	....	0 37
Do., solids	....	0 36
Dairy Solids,	0 25	0 27

CHEESE PRICES REDUCED

Montreal.

CHEESE.—Receipts of cheese locally have shown an increase of 2,851 boxes over the previous week and an easy tendency has developed. The make is steadily increasing and in consequence, the offerings in the country are larger, developing a weak tendency in sympathy with butter. Local wholesale prices are reduced 1c per lb., quotations now run from 18c to 19c.

CHEESE—

Old colored, twins	....	0 25
Old White	....	0 26
New Large, per lb.	0 18	0 19
New Twins, per lb.	0 18	0 19
Fancy Old Cheese, per lb.	0 28	0 30
Triplets, per lb.	....	0 18
Stilton, per lb.	....	0 30
Quebec,	0 18	0 19

EGG PRICES FIRM

Montreal.

EGGS.—The egg market stands firm at 32c per doz., supplies are much larger but the bearish factor is offset by the consumptive demand which is particularly large at present owing to the reasonable prices. The egg market is active and although prices show no change there is a firm tendency running throughout.

EGGS—

New laid	0 32	....
Specials	0 35	0 36

FIRMER TONE TO SMOKED MEATS

Montreal.

BACON.—The smoked meat market is without any feature of note. Prices are firm and offerings are well cleared up with a fair demand. The hog market, holding firm, has lent a better tone to bacon and has been augmented by some activity in the export market.

BACON—

Breakfast, best	0 40	0 50
Smoked breakfast	0 30	0 40
Cottage rolls	....	0 32
Picnic hams	....	0 22
Wiltshire	0 27	0 30
MEDIUM SMOKED HAMS—		
Weight, 814, long cut	0 30	0 34
Do., 14-20	0 29	0 32
Do., 20-25	0 28	0 29
Do., 25-30	0 25	0 27
Over 35 lbs.	....	0 25

MAPLE SYRUP FIRM

Montreal.

MAPLE SYRUP.—A fair amount of business is being done in maple products and the demand is holding up. The call seems to be entirely for small lots which indicates that the consumption is not falling off as quickly as it sometimes does. Supplies are ample to meet all requirements although some of the producers state that the demand is greater than it has been for some years past. 13-lb. tins are quoted from $1.75 to $1.85 per tin while the small tins are sold at $1.15 and $1.25.

MARGARINE UNCHANGED

Montreal.

MARGARINE.—A fair demand continues for margarine with prices unchanged. Although the butter market shows weakness it has not had the corresponding effect on margarine. The demand for this line is limited due principally to the comparatively low prices on butter. Margarine is quoted locally at 21 and 22 cents per lb.

COOKED MEATS MORE ACTIVE

Montreal.

COOKED MEATS.—Owing to the May day moving in Montreal the demand for cooked meats has been particularly good during the past week. Prices are firm but unchanged and the general condition of the market is improved.

COOKED MEATS—

Hams, cooked	....	0 47
Square pressed	....	0 52
Smoked shoulders	....	0 22
Bologna	0 10	0 20
Corned Beef 1's	....	3 25
Per doz. 2's	....	5 75
Per doz. 6's	....	23 50

FRESH KILLED HOGS EASIER

Montreal

FRESH MEATS.—Owing to a keener demand among the packers for live hogs, to meet an improved market in England, prices on bacon hogs show some strength. The local market displayed weakness and prices dropped 35c per cwt. towards the close of last week but in sympathy with other hog markets it firmed up until the price reached $13.50 for selected lightweights, weighed off cars. Prices on fresh killed hogs have eased off slightly to $19.50 per cwt. The offerings locally are ample to meet all requirements.

FRESH MEATS—

Hogs, live (selected, weighed off cars)	....	13 50
Fresh killed	19 50	20 00
Fresh Pork—		
Legs of pork (foot on)	0 20	0 21
Loins (trimmed)	0 28	0 29
Trimmed shoulders	0 19	0 21
Untrimmed	....	0 17
Pork sausage (pure)	....	0 20
Fresh Beef—		

	(Cows)	(Steers)
Hind quarters	0 15 018	0 12 0 16
Front quarters	0 10 0 12	0 05 0 08
Loins	023	0 28
Chucks	0 10	0 11 0 12

LARD PRICES DOWN

Montreal.

LARD.—The lard market shows no change, having a firm tone with a fair movement. Lard is now quoted on the basis of 17c for the 20-lb. pails of Canadian Pure.

LARD—

Tierces, 60 lbs.	0 16½	0 17½
Pails, 20 lbs.	0 17	0 18
Tubs, 20 lbs.	0 17½	0 18½

SPRING SALMON LISTED

Montreal

FISH.—There is little of note in the fish market. Brook trout is expected by the end of this week and Gaspe salmon by the end of the month. As a variety fresh spring salmon from the west is offered. Prices remain about the same.

FRESH FISH—

Filets, 20 lb. boxes	....	0 16
Herring	....	0 08
Market Cod, fresh	....	0 06
Steak cod	....	0 08
Haddock	....	0 06
Halibut	....	0 23
Flounders	....	0 10
Mackerel	....	0 10
FROZEN FISH—		
Haddock	....	0 06
Halibut	....	0 18
Chicken halibut	....	0 16
Market cod	0 05	0 05½
Steak cod	0 05½	0 06
Lake Trout	0 14	0 15
Doree	0 06½	0 07
Qualla Salmon	0 10	0 11
Dressed B. C. Salmon	0 20	0 21
Gaspe Salmon	0 18	0 19
White fish	....	0 13
Dressed pike	....	0 07
Mackerel	....	0 13
Sea Herring, 100 lbs.	....	0 06½
OYSTERS—		
Shell oysters, bbl.	8 00	15 00
Herrings	....	0 06½
Lake trout	....	0 14

ONTARIO MARKETS

TORONTO, May 3.—The market for live hogs showed a shade stronger tendency during the week with prices slightly advanced. Butter has an easier tone while cheese is likewise easy with quotations reduced. Eggs maintain a firm tone under an active demand for consumption and also for storage purposes. Lard and shortening are easier under lower quotations. Cooked, smoked, salt and barrel meats have a steadier tone with quotations unchanged. The fish market is quiet and unchanged. Poultry prices are maintained under a quiet demand.

BUTTER MARKET WEAKENS

Toronto.

BUTTER.—The market weakened at the beginning of the week with prices down one cent per pound. The make of fresh made Ontario butter is steadily increasing, which, with the break in the market at Montreal is claimed to be the reason for the weakness. The best grades of creamery prints are quoted at 38c and 40c at the moment but a further reduction is likely by the end of the week.

BUTTER—

Creamery prints, No. 1	0 38	0 40
Do., No. 2	0 35	0 37

EASIER CHEESE MARKET

Toronto.

CHEESE.—The market is quiet with easier tendencies and outside of a fair consumer demand there is little movement. Dealers quotations to the retail trade are lower at 17c for new and 19½c per lb. for September make.

CHEESE—

Large, new (fodder)	....	0 17
Do., Sept.	....	0 19½
Stilton, new	0 22	....

Twins, 1c higher than large cheese and triplets 1½ cents higher than large.

EGGS UNCERTAIN

Toronto.

EGGS.—The egg market at the moment is steady with quotations unchanged. There appears to be a feeling, however, that next week will see prices lower although there are some who are looking for a fairly steady market for the balance of the month.

EGGS—

New laid	....	0 31
Cartons	....	0 35

LARD PRICES DROP

Toronto.

LARD.—Quotations are down ½c per lb., making one pound prints 17½c to 18½c and on the tierce basis 16c per lb.

LARD—

1-lb. prints	0 17½	0 18½
Tierces, 400 lbs.	....	0 16

Tubs are ½c higher than tierces and pails one cent higher than tierces.

SHORTENING REDUCED

Toronto.

SHORTENING.—The market continues with an easy trend. Quotations are reduced one cent per pound, making one pound prints 16c to 17c and on the tierce basis 14½c per lb. Tubs are quoted ½c per lb. higher than tierces and pails one cent higher than tierces.

SHORTENING—

1-lb. prints	0 16	0 17
Tierces, 400 lbs.	....	0 14½

Tubs are ½c. higher than tierces and pails one cent. higher than tierces.

NO CHANGE IN MARGARINE

Toronto.

MARGARINE.—Market conditions show little change but there appears to be a slight improvement in the demand. Quotations are unchanged at 20c to 21c for the best grades and around 18c for second grades.

MARGARINE—

Margarine, No. 1	0 20	0 21
Do., No. 2	....	0 18

COOKED MEATS STEADY

Toronto.

COOKED MEATS.—Quotations are unchanged in a steady market.

COOKED MEATS—

Boiled ham, lb.	0 44	0 48
Do., square pressed	0 47	0 50
Boiled shoulders	....	0 36
Head cheese, 6s, lb.	....	0 10
Choice jellied ox tongue, lb.	....	0 58
Jellied pork tongue	....	0 28
Bologna	0 15	0 17

Above prices subject to daily fluctuations of the market.

SMOKED MEATS UNCHANGED

Toronto.

PROVISIONS.—There is a fairly steady tone to smoked, salt and barrel meats, reflecting the condition of the hog market. Quotations are unchanged as compared with a week ago.

Hams—		
Small 6 to 12 lbs.	0 33	0 34
Medium, 12 to 20 lbs.	0 32	0 34
Large, 20 to 35 lbs., lb.	0 30	0 31
Heavy, 35 lbs., and upwards	....	0 26
Backs—		
Boneless, per lb.	0 39	0 40
Rolled, per lb.	....	0 46
Peameal	0 37	0 41
Bacon—		
Breakfast, ordinary, per lb.	0 28	0 32
Do., special trim	0 38	0 41
Cottage rolls	....	0 32
Rol. per lb.	....	0 28
Wiltshire (smoked boneless) lb.	....	0 30
Do., three-quarter cut	....	0 33
Do., middle	....	0 35
Dry Salt Meats—		
Long clear bacon, av. 50 to 70 lbs.		0 19½
Do., av. 80-90 lbs.	....	0 18
Clear Bellies 15-30 lb.	0 17½	0 19½
Fat backs, 10-12 lbs.	0 17½	0 17½

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—	
Mess pork	33 00
Short cut backs, 200 lbs.	35 00
Pickled rolls, bbl., 200 lbs.—	
Lightweight	46 00
Heavy	40 00

Above prices subject to daily fluctuations of the market.

STRONGER HOG MARKET

Toronto.

FRESH MEATS.—The market for live hogs during the week developed a stronger tone with prices advancing 50c making the fed and watered basis $13.50 per cwt. Cattle values held steady to firm with little change in prices. Quotations are unchanged.

FRESH MEAT—

Hogs—		
Live, f.o.b.	....	12 75
Live, off cars	....	13 25
Live, fed and watered, cwt.	....	13 50
Dressed, light, per cwt.	17 00	18 00
Do., heavy, per cwt.	12 00	14 00
Fresh Pork—		
Legs of pork, up to 15 lbs.	....	0 27
Loins	....	0 28
Fresh hams, lb.	....	0 28
Tenderloins, lb.	....	0 48
Picnics, lb.	....	0 16
Montreal shoulders	....	0 20½
Boston butts, lb.	....	0 24½
New York shoulders	....	0 17½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 18	0 22
Ribs, lb.	0 16	0 20
Chucks, lb.	0 06	0 08
Loins, whole, lb.	0 26	0 32
Hips, lb.	0 14	0 16

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb., top quality	0 13	0 15
Do., Medium	0 09	0 11
Sheep, whole, lb.	0 10	0 15
Do., yearling, lb.	0 28	0 30
Lamb, Spring, each	10 00	15 00

Above prices subject to daily fluctuations of the market.

FISH MARKET QUIET

Toronto

FISH.—The fish market is rather quiet with the advent of warmer weather. Fresh fish is still arriving in moderate volume and in consequence prices are firmly held. With larger shipments arriving, however, easier prices can be expected.

FRESH SEA AND LAKE FISH

Cod steak, lb.	0 09	0 10
Do., market, lb.	....	0 08
Halibut, Med., lb.	0 19	0 20
Do., Chick, lb.	0 15	0 16
White fish, lb.	0 22	0 25
Trout, lb.	0 22	0 23
Pike, lb.	0 11	0 12
Perch, lb.	0 11	0 12

FROZEN FISH

Halibut, medium	0 17	0 18
Do., chicken	0 14	0 15
Salmon, Cohoe	0 15	0 16
Do., Red Spring	0 20	0 21
Do., Alaska Qualla	0 11	0 12
Do., Qualla	0 07	0 08
Sea Herring	0 07½	0 08
White Fish	0 10	0 11

SMOKED AND SALT FISH

Haddies, lb.	0 12	0 13
Fillets, lb.	0 14	0 16
Kippers, box	2 25	2 75
Bloaters	2 00	3 00
Ciscoes, lb.	....	0 17
Salmon snack, lb.		0 20
Digby chicks, 5 to bundle	1 00	1 20
Boneless Digbys, 10 lb. box		1 50
Shred cod, box 24 cart.	....	2 20
Cod, 1 lb. tablet, box 24s	....	3 20
Quail on toast, Ea.	....	0 14
Holland Herrings, mixed, 10-lb. keg		0 85
Do., milkers, 10 lb. keg		0 95
Shrimps, No. 1 can	....	2 00
Do., No. 6 can	....	11 50

POULTRY MARKET STEADY

Toronto.

POULTRY.—The market continues quiet with receipts light and the greater portion of the demand being filled from the coolers.

POULTRY—

Prices paid by dealers—

	Live	Dressed.
Turkeys	30-35	40-45
Chickens, spring	00-50	00-60
Chickens	23-25	27-32
Roosters	00-18	00-23
Fowl, 4 to 5 lbs.	00-25	00-26
Fowl, over 5 lbs.	00-28	00-28
Fowl, under 4 lbs.	00-14	00-22
Guinea hens, pair	1 25	1 50
Geese	....	19-20
Ducks, 4 lb. and over	00-32	00 32
Prices quoted to retail trade:	Live	Dressed
Ducklings	0 32	0 38
Hens, heavy	0 28	0 32
Do., light	0 20	0 28
Geese	....	00 20

28th Anniversary

Always *Going* Stronger!

May 1st marked the 28th Anniversary of RED ROSE TEA

Started in St. John, N. B., in 1894, RED ROSE TEA is now sold in nearly every corner of Canada, parts of the United States, Newfoundland, and the West Indies.

Red Rose quality never varies. It is a tea nationally advertised, the sale of which with merchant co-operation has been built to huge proportions.

RED ROSE TEA "is good Tea"—good for your customers to **use** and because of its demand and reputation, a good tea for you to **sell.**

T. H. ESTABROOKS CO., LTD.

St. John, N. B. Montreal Toronto Winnipeg Calgary

National

Show Cases and Sectional Fixtures

Sovereign

Increase Sales, Save Labor
and
Invite New Customers

Write for catalogue and information regarding our display counters and special grocery shelving.

The National Show Case Co., Limited

578 Queen Street E. - - Toronto

WINNIPEG MARKETS

WINNIPEG, May 3.—There is no change in the butter market. The cheese market is in an unsettled condition and the tendencies are for lower prices. Large supplies of fresh eggs are arriving but prices are steady. With the approach of warmer weather and the roads in better shape, receipts of eggs are expected to be heavier and prices lower. Lard prices are steady. Cooked and smoked meats show very little change under a limited demand. Hogs continue with a firm tone. The cattle market due to heavier receipts has developed a weaker undertone. The fish market is quiet with no change in quotations.

BUTTER MARKET STEADY

Winnipeg

BUTTER.—The butter market is ruling steady. Best creamery is quoted at 44c to 46c per lb. Supplies are light but there is a good demand.

BUTTER—

Creamery, best table grade	0 44	0 46
Creamery, solids		0 43
Margarine	0 22	0 25

CHEESE MARKET QUIET

Winnipeg

CHEESE.—The market continues quiet, but undertone is inclined to be easier. Dealers' quotations are unchanged.

CHEESE—

Stilton cheese, large, lb.	0 23
Ont., large ,lb.	0 19½
Ont., twins, lb.	0 20
Ont., triplets, lb.	0 20½

EGG PRICES LOWER

Winnipeg.

EGGS.—Fresh eggs are arriving on the market in heavier volume. Prices are holding steady with a firm tone due to the big demand for consumption and the large quantities now going into storage. There is a feeling however, that within a short time lower prices will prevail. No. 1 candled eggs are quoted at 27c per doz. and 30c per doz. in cartons.

LARD PRICES STEADY

Winnipeg.

LARD.—The lard market stands firm with a steady feeling evident in the trade. Buying has shown some improvement but it is only for immediate requirements.

LARD—

Pure Lards, No. 1 Quality, per lb. (in tierces, 400 lbs.)	0 16½
Do., wooden pails, 20-lb. pails	3 70
Shortening, tierces of 400 lbs.	0 15½
Do., per pail, 20 lbs.	3 50

COOKED MEATS UNCHANGED

Winnipeg.

COOKED MEATS.—Quotations on cooked meats remain firm and unchanged with practically no improvement in the demand.

COOKED MEATS—

Hams, best quality, skinned 8-14 lbs.	0 46
Do., 13-1 lbs.	0 44
Roast ham, lb	0 46
Roast shoulders, lb.	0 32
Head cheese 6-lb. tins, lb.	0 12
Pork tongues, lb.	0 30
Jellied ox tongues, lb.	0 55
Luncheon cooked meats	0 22

HAM AND BACON STEADY

Winnipeg.

PROVISIONS.—There is no change in the ham and bacon situation. Dealers are buying in small quantities to fill their necessary requirements. Best quality ham is quoted at 35c per lb. Back bacon is in fair demand at 45c and breakfast bacon is quoted at 44½c. Belly bacon is quoted from 26c to 33c.

Hams—

8 to 16 lbs., per lb.	0 35
16 to 20 lbs., per lb.	0 34
Boneless, 8-14 lbs., per lb.	0 39
Skinned, 18 to 22 lbs., per lb.	0 39
Do., 14 to 18 lbs., per lb.	0 39
Bacon, to 10 lbs., per lb.	0 44
Cottage rolls, boneless	0 26
Bellies 6 to 10 lbs., per lb.	0 44

STEADY POULTRY MARKET

Winnipeg.

POULTRY.—This market continues quiet and as receipts of fresh poultry are light the greater part of the demand is being filled from storage supplies. Quotations are holding steady and unchanged.

POULTRY—

Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
Do., 3½ lbs., and up, per lb.	0 30
Fowl, per lb.	0 22 0 29
Roosters, per lb.	0 20
Turkeys, young, per lb.	0 42
Ducks, per lb.	0 33
Geese, per lb.	0 33

HOG MARKET STEADY

Winnipeg.

HOGS.—The hog market continues with a firm tone. Selected live hogs are quoted at $12: light weights are in good demand at firm prices, quoted from $12.25 to $12.50. The cattle market, due to heavier offerings, has developed a weaker undertone. The tone of the sheep and lamb market continues steady.

HOGS—

Selected, live, cwt.		12 00
Heavier	8 00	10 00
Light	12 00	12 50
Sows	6 00	8 00
Fresh Pork—		
Legs of pork, lb.	0 21	0 25
Spare ribs		0 15
Loins of pork, lb.	0 26	0 28
Fresh hams, lb.	0 23	0 27
Shoulders	0 14½	0 16
Fresh beef—from steers and heifers—		
Hind quarters	0 14	0 18
Front quarters	0 06	0 10
Whole carcass, good grade, lb.	0 10½	0 14
Mutton—		
Choice, lb.		0 23
Choice, long hinds (leg and loin)		0 34
Lambs—		
Choice, 30-45 lbs.		0 32
Veal—		
Good veal, 40 to 80 lbs. hind quarters		0 25

NO CHANGE IN FISH

Winnipeg.

FISH.—The market is fairly steady with no change in quotations. Fresh halibut is arriving in good quantities and is quoted at 17c per lb. Fresh salmon is in light supply and is quoted at 35c per lb.

FISH—

Black cod, lb.	0 12
Brills	0 08
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15½
Salmon, Cohoe, in full boxes, 300 lbs.	0 15½
Salmon, Cohoe, in broken cases	0 16
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08
Whitefish, dressed, case lots	0 11
Whitefish, dressed, broken cases	0 11½
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Haddies, in 30-lb. cases, per lb.	0 12
Kippers, East, Nat., 40 count. per count	3 25
Fillets, 15-lb. boxes, per lb.	0 15
Salt Fish—	
Holland Herring, milkers, 9-lb. pail, pail	0 95
Holland Herring, boxed 9-lb. pails, pail	0 85
Labrador Herring, 100 lb. bbls, per bbl.	8 50
Labrador Herring, 20 lb. pails, per pail	2 50

Parcels by Post Direct Between Canada and Italy

Ottawa.—Official announcement has been made by the Post Office Department that a direct exchange of parcels by post has been arranged between Canada and Italy. This will be in addition to the existing parcel post routes via England and via France.

Direct parcel mails from Canada will be made up at Montreal, during the summer and will be despatched by Canadian Pacific-Navigazione Generale Italiana steamers sailing direct to Italy. The rates of postage on parcels posted in Canada for transmission by this route will be as follows:—

1 lb.	37c.
2 lb.	48c.
3 lb.	59c.
4 lb.	70c.
5 lb.	81c.
6 lb.	92c.
7 lb.	1.03
8 lb.	$1.14
9 lb.	1.25
10 lb.	1.36
11 lb.	1.47

The regulations as to packing, customs declarations, prohibited articles, etc., will be the same as for parcels for Italy sent via France.

While the charges for the conveyance of parcels by the direct service are lower than for the service via England or via France, the direct service is less frequent and the choice of the route should be left to the sender. Persons wishing to forward parcels by the direct route should bear this in mind.

The first despatch from Canada will be made by the Canadian Pacific-Navigazione Generale Italiana S. S. "Montreal", sailing from Montreal on May 6th.

Except For Dry Travelers

Traveler: "It's a nuisance—these trains are always late."

Resourceful Conductor: "But, my dear sir, what would be the use of the waiting rooms if they were on time?"

NINETY PER CENT.!

Ninety per cent. of the best homes, best restaurants and best hotels in Canada, use either

COLMAN'S

or

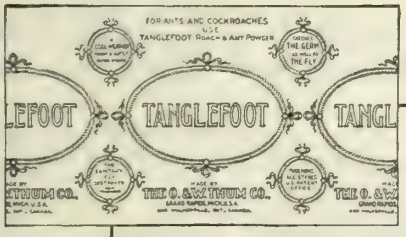
KEEN'S

when it comes to MUSTARD.

Should that make them profitable lines to carry ? It does !

COLMAN-KEEN (Canada) Ltd.

520 KING ST. WEST - TORONTO



A Valuable Impression

A pleasing impression upon customers is of value. You can create one and at the same time save your goods from damage by spreading sheets of TANGLEFOOT in your show windows, especially over Sunday.

TANGLEFOOT will then be at work for you and will not only catch the flies, but attract the attention of people who pass your store to your efforts to keep your stock clean and fresh. For 1922 TANGLEFOOT has been considerably reduced in price.

Remember TANGLEFOOT *catches the germ as well as the fly, and that poisons, traps or powders cannot do it.*

Also—Maple Leaf Hams and Bacon

Yes, sir!

Gunns' Maple Leaf Pork Sausage sells! It sells quickly because it is well advertised, but more especially because it is made only from the best quality pork and your customers like it. They come back for more.

Customers bringing repeat orders mean many sales for you. Be ready for them. Order your supply of Maple Leaf Pork Sausage now.

Phone Junction 3400

Gunns LIMITED West Toronto

Schneider's "Square Pressed" Hams
" Jellied Pork Tongues
" Jellied Corn Beef
" Baked Meat Loaf
" Large Bolognas

And 15 other lines of sausage that are different.

SCHNEIDER'S

"Ready-to-Serve" Meats

Popular Summer Sellers

A complete stock of SCHNEIDER'S Cooked Meats prominently displayed in your provision department will bring you big, profitable returns. Their tempting variety offers your customers a wide selection in preparing wholesome, warm weather meals that require no cooking over hot stoves.

Schneider's Cooked Meats possess an unusually fine flavor that is distinctly different. You can depend on them to make your cooked meat department one of the most popular and profitable in your store.

J. M. SCHNEIDER & SON, LIMITED

KITCHENER, ONTARIO

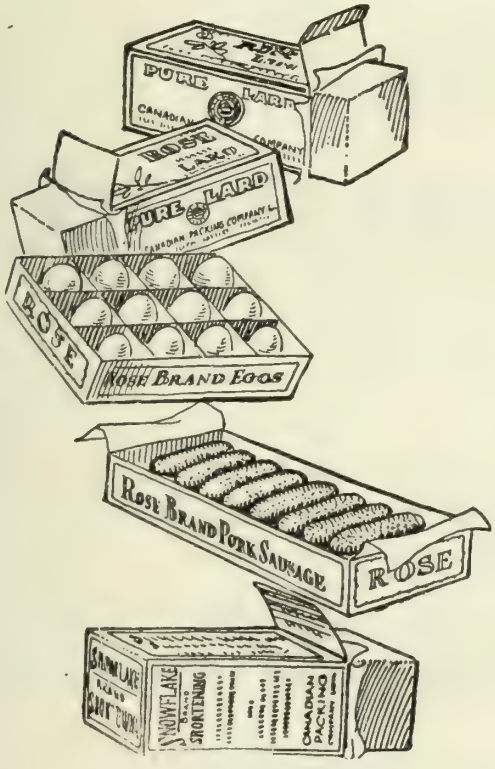
Drop us a Card for Sausage and Smoked Meat Quotations.

Satisfaction guaranteed on all mail orders.

ROSE BRAND

Pure Food Products

CPC



Like the Mark of A Master Workman

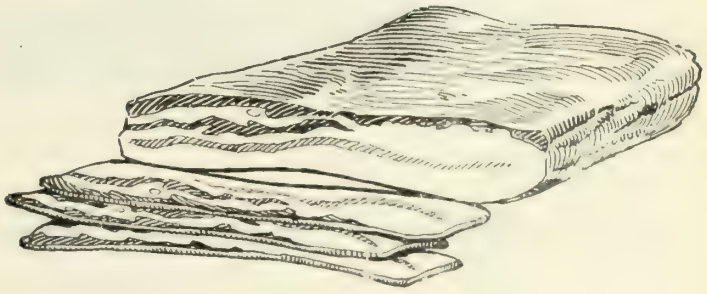
—the "Rose Brand" is placed only upon products that will carry it with honor.

When you sell "Rose Brand" Foods you sell the choicest products that this institution—in all its years of experience — has found it possible to prepare.

That is the reason why customers prefer Rose Brand Products — they are dependable. Keep them in stock always.

Canadian Packing Co. Ltd.
TORONTO

Packing Houses—	Branches—
Brantford	Fort William
Toronto	Sudbury
Peterboro	Sydney, N.S.
Montreal	Charlottetown, P.E.I.
Hull	Winnipeg, Man.



SILVERWOOD'S LIMITED

LONDON, ONT.

Manufacturers of

"CARBONATED"

ICE CREAM & CREAMERY BUTTER

MR. ROBERT KIRBY, whose success in handling Ice Cream is described in this issue, handles our Ice Cream exclusively.

We can give you the same service and satisfaction if you are located at any point within our reach.

Service Stations maintained at CHATHAM, SARNIA, and BRANTFORD.

What Does Experience Teach the Grocer?

That experience is the best of all teachers is familiar knowledge to the successful grocer.

He has learned many things about selling —but the most important about *buying*.

He hears lots about quick turnover. But he knows it's an empty phrase unless the sale of the goods he buys, as with Post Toasties, Grape-Nuts, Instant Postum and Postum Cereal is *guaranteed*.

Positive turnover, certain profits and interesting volume on Post Toasties, Grape-Nuts, Instant Postum and Postum Cereal are the result of an uninterrupted, year-'round advertising campaign.

The advertising policy on these products is as certain as taxes. It's not a fad, but a part of our business—which is your business.

Canadian Postum Cereal Company, Limited
Windsor, Ontario

How we protect every merchant who buys our

HIGH GRADE BROOMS

First—We protect our patrons against any advance or decline in the price of brooms or whisks.

Second—We absolutely refuse to sell to any pedlars. We never have done so and **never will.**

Third—Our high-grade brooms are made under the constant supervision of a superintendent with over 40 years' experience. Only the finest, clean, graded broom corn is used, and all our brooms are short, plump, well sewed. They protect your reputation as a quality merchant by always giving **longer service** and retaining their shape to the last thread. Write for our price list on brooms and whisks. Special attention to mail orders.

WATERLOO BROOM & BRUSH COMPANY, LIMITED

Phone 286 *Waterloo, Ont.*

Attracting Tourist Trade

Ten million automobile owners are hearing the call of the tourist trail. Hundreds, perhaps thousands who answer the call will pass your door this summer.

They are out for pleasure. They have money to spend. They are in a buying mood.

Can you get them to stop? Can you sell your goods to them? Can you attract tourist trade?

Yes—if you have a Wayne Honest Measure Gasoline Pump on the curb in front of your store. Tourists all need gas, and a pump, standing ready to serve them, will bring their trade to your door.

But be sure your pump is a Wayne Honest Measure Pump, for automobilists everywhere, desiring honest measures of filtered, water-free gasoline, prefer Wayne Pumps.

And the confidence which motorists have in Wayne Pumps will extend also to you and to the merchandise which you sell.

Let us tell you more about this way of stopping business at your door. When you write, ask for Bulletin 276-CG.

Canadian Tank & Pump Co., Limited.

123 Adelaide St., W. **Toronto, Ont.**

REG U.S. Wayne TRADE MARK

HONEST MEASURE PUMPS

PASS IT ON

Do you pass your copy of Canadian Grocer on to your clerks and to your new friends in the trade?

Canadian Grocer will take them through the stores of dozens of successful merchants every week.

Markets, sales, advertising windows, the successful methods of hundreds of merchants reported for them.

Can you think of a more broadening influence and a more educative medium in which to get them interested?

The more your clerks know about the grocery business the more value they will be to you.
Pass Canadian Grocer on and if they want to subscribe, the price is $4.00 a year—(less than eight cents a week). Address

Canadian Grocer

153 University Avenue

TORONTO ONT.

THE EXCISE TAX ON MATCHES

BEFORE THE DAYS of the Excise Tax matches were referred to in round numbers, such as 500's, 400's, etc., but with the placing of a Government Tax of 1c per 100 matches, it seems high time to cease generalities.

WHEN THE COMBINED INTERESTS of Bryant & May, Limited, (of Great Britain), Maguire, Paterson & Palmer (of Canada and Great Britain) and of The Diamond Match Company (of United States) joined hands in The Canadian Match Company Limited—they measured the situation;

WE FOUND some of the most popular brands were "overstamped:" that dealers were paying for 5c stamps when 4c stamps would be sufficient—that there was no strictly 500 count match in Canada.

CANADA WANTED a modern-day match and she wanted to pay to the Government its just and due tax. The Government wanted no more.

DEALERS WANT less of sizes, less unnecessary items—less duplication of stock—and more "turn-over." They want dependable merchandise—a fair selling price and a fair profit.

WE BELIEVE Maple Leaf offers the Match "user" more value—more satisfaction—less hazard—and far more "lights" than anything in competition carrying a 5c stamp, **and should sell for no less.** The one size should fill all "family" needs.

THE DIFFERENCE is the dealers' added profit.

Maple Leaf Matches are longer and stronger—greater care of every detail—and are protected in strong **wooden** shipping cases. They are non-poisonous—rats won't gnaw them. Your Jobber will be pleased to supply your needs.

THE
CANADIAN MATCH CO.
LIMITED

TORONTO WINNIPEG
MONTREAL

INTERLAKE

"For the Family's Sake, ask for Interlake"

Cash in on the demand that is being created for Interlake Toilet paper. The slogan above is becoming well known to housewives in Canada, and this will mean profitable business for live dealers. Now is your chance to reap the benefit by selling

INTERLAKE

A brand of Toilet Tissue, clothlike, white, soft, absorbent in texture—specially made, well-perforated in rolls of 700 sheets—made in the most MODERN mill in Canada by Canadian workmen. A standard brand, having all the qualities you would expect in a good paper.

The Interlake Line of Toilet papers also includes "White Cross," "Old Dutch" and "Blue Bird."

MAY WE SEND YOU SAMPLES AND PRICES?

Interlake Tissue Mills Co.
Limited

HEAD OFFICE: 54 University Avenue, Toronto, Ontario, Canada

SALES BRANCH: McGILL BLDG., MONTREAL

MILLS AT MERRITTON, CANADA

FINE GOODS FOR YOUR BEST TRADE

Bertrand's French Macaroni, Vermicelli, Spaghetti, Alphabets, etc.
in sealed pound packets

Hermant's Mushrooms, all qualities in tins and bottles

Jounet's Genuine French Castile Soap
"La Grappe D'or"
in bars, squares and cakes.

Mayeur & Vauquelin's Genuine Bar le Duc Jelly
Red and White Currant

Bizac's Pates de Foie Gras and Truffles
all sizes

Delory's Celebrated French Peas, Haricots Verts Macedoines, also French Sardines.

Write for quotations.

HENRI JONAS & CO.,
173-177 St. Paul St. West, MONTREAL.
Sole Agents for Canada.

TONIC "MUCIOR"

The French Tonic Wine

Can be sold in all parts of Canada.

A real Tonic.

Appetizing and refreshing.

Try an order.

Big profits.

Quebec Drug Co.
Quebec

Price has advanced to 55c a lb.

YOUR COST——ALL SIZES

Coupon or Premium

Black or Mixed

In order to maintain the excellent quality of Minto Tea we are obliged to advance our price, which, however, does not represent the full market increase.

MINTO TEA CO. - 284 Church Street - TORONTO

Fresh
Fancy Fruits
AND
Vegetables
ARRIVING DAILY

Bright fresh fruit commands attention—wherever shown. Display it properly and watch your sales go up.

Best Service and **Highest Quality** is what we are noted for.

Hugh Walker & Son
LIMITED

The House of Quality

GUELPH - ONTARIO

Cuban Pineapples

NOW ARRIVING and PRICES DOWN
SOON TIME FOR PRESERVING

WEST COAST FLORIDA TOMATOES
STRAWBERRIES
CUCUMBERS
CABBAGE
CELERY
GRAPE FRUIT
ORANGES

THE BEST SELECTIONS FROM ALL THE SOUTHERN MARKETS

ORDERS LARGE OR SMALL SOLICITED

White & Co.
LIMITED

TORONTO

A man's chew!
Where steady nerves count
Under the most trying conditions men always choose KING GEORGE'S NAVY CHEWING. Its big plugs of moist, tough, full flavored tobacco never fail to satisfy—that's the reason. Sold everywhere—2 big plugs for 25c. Some value! Some tobacco!
2
for
25¢
King George's
Navy CHEWING TOBACCO
Rock City Tobacco Co Limited

(Finely executed Advertisements like thi s feature our Advertisng Campaign.)

WHERE STEADY NERVES COUNT! WHERE QUAL ITY COUNTS! WHERE BUSINESS COUNTS! KING GEORGE'S NAVY WINS EVERY TIME!

And where co-operation counts—you can bank on us! Our stupendous advertising campaign proves that!

Makes sales bigger! Turn-over quicker! Profits la rger!

Mighty good reasons for getting back of KING GEO RGE'S NAVY!

ROCK CITY TOBACCO CO., Limited

QUEBEC

It has been Proved
Year after Year

that the best selling summer beverages—and therefore the most profitable to carry—are

O'Keefe's

BREWS AND CARBONATED BEVERAGES

Are You prepared for hot weather demands?

The following are always favorites:—

- Imperial Ale, Lager and Stout
- Special Pale Dry Ginger Ale
- Belfast Ginger Ale
- Ginger Beer
- Cola
- Sarsaparilla
- Orangeade
- Lemon Sour
- Cream Soda
- Special Soda
- Lemonade

Prompt delivery of all Orders

O'Keefe's - Toronto

PHONE—MAIN 4202

"ROCK MAPLE" BRAND

PURE MAPLE SYRUP

AND

PURE MAPLE SUGAR

It's Better to be "Sure" than "Sorry"

Don't leave yourself open to fines by ordering your Maple Sugar and Syrup from sources that you are not absolutely sure of. When you specify **"Rock Maple"** Brand you can **always** be certain that you are getting the purest maple products in the world.

Only the finest grades of the run selected from the best maple sugar districts in Canada are used in their preparation. That's why "Rock Maple" Brand Maple Sugar is so rich and creamy and "Rock Maple" Brand Maple Syrup of such excellent flavor.

When you fill your customers' requirements with "Rock Maple" Products you can guarantee their absolute purity—for every particle is free from adulteration of any kind and is made in strict accordance with Canada's Pure Food Laws.

UNITED MAPLE PRODUCTS LIMITED

GRANBY, QUEBEC, CANADA

Producers, Packers and Exporters of Pure Maple Products

Agent for Center Ontario : G. G. YORKE, Cor. Queen and Portland Sts., Toronto

Let us introduce

NU-JELL

"THE PERFECT JELLY POWDER"

Mr. and Mrs. Strawberry have much pleasure in introducing to you NU-JELL, the most modern creation in Jelly Powders which are made in Thirteen Delicious Flavors.

Nu-Jell sets quickly, firm and clear, and the various flavors are truly delightful.

Costs no more than ordinary Jelly Powders, but sold only by the better class Grocers. 1

Manufactured and guaranteed by THE HARRY HORNE CO., Limited, Toronto
The makers of Harry Horne's delicious "DOUBLE CREAM" CUSTARD

NU-JELL—IS-A-WONDER—

Every Package Sold in Your Store Makes the Phone Ring for Six More

Nu-Jell is a wonderful seller to-day all over Canada among the better class grocery trade. It sells at practically the same price as all ordinary jelly powders. Its delicious flavor and wonderful setting power are winning the way for Nu-Jell into the best homes in Canada.

Backed up by a national advertising campaign, Nu-Jell is the up-to-date jelly powder for the up-to-date grocer.

Made by the makers of Harry Horne's "Double Cream" Custard. The custard which has the largest sale in the Dominion of Canada.

THE HARRY HORNE CO. LTD. . . . . 1297 Queen West, Toronto
COLE, KNIGHT & HORNE . . . 715 Drummond Bldg., Montreal
GAMBLIN McLEOD SALES CO. . . . . St. John, N. B.
GIBSON, PATERSON LTD. . . . 131 Market St. E., Winnipeg, Man.

also Vancouver, Calgary and Edmonton

SAPON

GOLDEN CEREAL SOAP

Are you making sufficient profit on your Soap Sales? If not — try "Sapon."

It is the only Cereal Soap made in the world and has been proclaimed by all who have used it to be the finest toilet soap on the market.

It will pay you well to investigate this Soap right now—order a little from your wholesaler—you will find it a quick Seller and a big repeater.

MADE IN CANADA BY

SAPON SOAPS OF CANADA LTD., HAMILTON, ONT.

Also at LONDON, ENG., MARSEILLES, FRANCE and NEW YORK

Special Representatives:

The Wilson Chemical Co., Ltd., St. John, N.B.
A. H. Jarvis, Brokerage & Purchasing Co., Ltd., Edmonton, Alta.
C. & J. Jones, Winnipeg, Man.
D. M. Christie, Vancouver, B.C.
Thomas J. Nagle, 211 Aylmer Apts., Ottawa, Ont.
Angus McIntosh, Room No. 10, 11 St. Sacrement Street, Montreal (Agent for Quebec Province).

SAPON

GOLDEN CEREAL SOAP

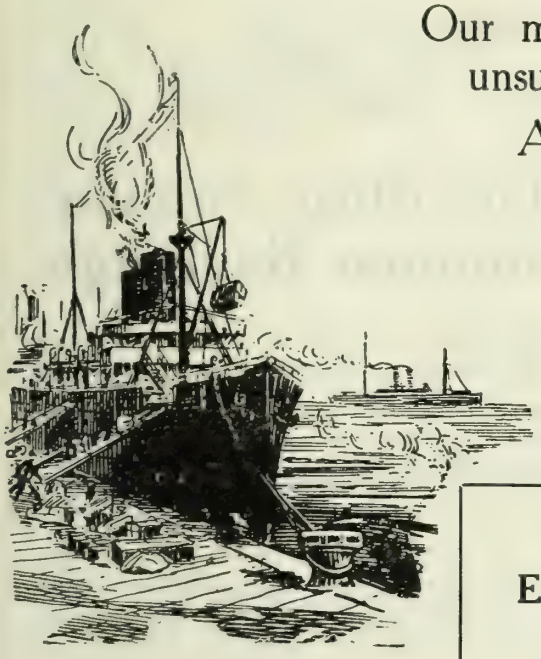
Made in a Variety of Shapes and Perfumes.

Known the World Over

Our wide connections enable us to supply the best quality.

Our many years experience has established an unsurpassed service.

And so we have built up a reputation for quality and service that is the guarantee we offer to The Grocery Trade of Canada.



IMPORTATIONS

Enquiries Solicited
FOR
PEPPERS
ALL KINDS OF SPICES
TAPIOCAS
SAGOS
MILD COFFEES
COCOAS
Desiccated COCOANUT
Etc.

Head Office:	Foochow	Brisbane	Allied	Quilon
London, Eng.	Singapore	Adelaide	Companies:	Batavia
Branches:	Penang	Perth		Bandoeng
Colombo	Kuantan	Wellington	New York	Tangjong
Calcutta	Jesselton	Auckland	Philadelphia	Baley
Calicut	Sandakan	Dunedin	San Francisco	Kuala Lumpur
Cochin	Melbourne	Christchurch	Shanghai	Medan
Tangier	Sydney		Hankow	Kobe

IMPORTERS OF EASTERN PRODUCE

HARRISONS AND CROSFIELD, LTD.

Coristine Bldg. Import Dept. **MONTREAL** Telephone M6959

THE Vortex Service

A Dainty Individual Paper Cup for Each Person

A few dollars invested in Vortex Holders enables any dealer to serve a complete line of Soft Drinks, Ice Cream or Sodas, without expensive fountain equipment or washing facilities. For full information write us or our nearest distributor.

Vortex Division

Canadian Wm. A. Rogers, Limited, Toronto

The Most Popular Summer Beverage

EVERY grocer who displays the "Cold Drinks" sign is in line for a big season's business—particularly if he has the foresight to lay in a generous supply of McLaughlin's Ginger Ale.

McLaughlin's "Belfast Style" is one of the best sellers of all the "Hygeia" line—it's such an economical all-round thirst-quencher.

And as for "Canada Dry"—it's known throughout the Dominion as the highest-grade Ginger Ale made in Canada. Look at these prices—then send in your order without delay.

Belfast Style, case of 50 ten-ounce bottles	**$6.00**
Refund on case and bottles	**3.00**
"Canada Dry," case 100 splits	**9.75**
Refund on case and bottles	**4.50**
"Canada Dry," case 50 pints	**7.00**
Refund on case and bottles	**3.00**

J. J. McLAUGHLIN LIMITED

TORONTO and EDMONTON

The Fountain Supply House of Canada

McLAUGHLIN'S GINGER ALE

"BELFAST STYLE" and "CANADA DRY"

ESTABLISHED IN 1842

COFFEE - COFFEE

We specialize in this line. Our Coffees are Imported, Roasted and Ground in our Plant.

Choicest and Purest Produced.

COFFEE IN BULK

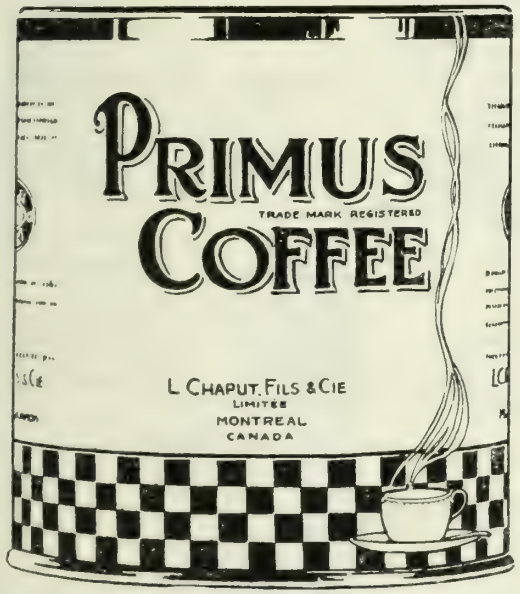
	Roasted Whole or Ground
Excelso	.60 lb.
Extra Fancy	.50 "
A-1	.42 "
Hotel Special	.40 "
No. 10	.40 "

"OWL" BLEND

	Roasted Whole or Ground
No. 30	.38 lb.
No. 40 (compound) 10% chicory, ground only	.35 "
Choice Jamaica	.34 "
Santos Old Crop	.30 "
Rio	.22 "

Put up in 5, 10, 15 and 50 lb. tins and cartons.

Freight paid on lots of 200 lbs. one kind or assorted.



PRIMUS BRAND

½ lb. tins, cases 12 lbs.	.52 lb.
1 lb. tins, cases 30 lbs.	.50 "
2 lb. tins, cases 30 lbs.	.49 "

Also Coffees in Tins and Packages

RAJAH BRAND

1 lb. cartons, cases 24 lbs.	.40 lb.

Try them, they are unequalled and will please you.

SPECIAL DISCOUNT TO JOBBERS

Our Motto: "Satisfaction Always"

L. CHAPUT, FILS & CIE, LIMITEE

Importers, Wholesale Grocers and Manufacturers' Distributors

MONTREAL

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is a part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Write if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

INK FOR DEXTER MARKING PENCIL

Could you kindly give us the address of a firm who sells ink for Dexter Marking Pencil and oblige.

Messrs. Benson Brothers,
37 Quebec Street,
Guelph, Ontario.

Answer: Stainton, Downey & Evis, Ltd., 82 Bay Street, Toronto, Ontario.

WHOLESALE FRUIT AND VEGETABLE HOUSES

Will you give me the names and addresses of some good reliable fruit and vegetable houses in Toronto.

D. E. DEAMUDE,
Ingersoll, Ont.

Answer: Toronto, White & Company, W. J. McCart, McWilliam & Everist Company, Peters Duncan Company, Stronach & Sons, S. S. McKinnon, C. J. Ryan.

EGG CASES

Can you kindly give me the names and addresses of a firm or firms in each of the provinces, excepting Ontario, who manufacture egg cases.

M. McDowell,
Cavan, Ontario.

Answer: Alberta Box Company, Limited, Calgary, Alta.; Cushing Bros., Ltd., Calgary, Alta.; Esplin G. & J. Company, Montreal, Que.; Holmes & Arpin, Montreal, Quebec.

BRASS DOOR PLATES

Will you please advise the names of some manufacturers of door plates for use on doors in hospitals or institutions of that kind.

M. T. J. McKee,
Richmond, P.Q.

Answer: Bunker Bros., 363 Parliament St. Toronto, Ont.; The Toronto Stamp & Stencil Works, 137 Church St., Toronto; Garth Company, Montreal; Montreal Stencil Works, Montreal; Walker & Campbell, of Montreal.

ADDRESS OF TEA FIRM.

Kindly send me address of Codville Co., Ltd., advertising Gold Standard Tea on Page 7 of your April 14th publication of the Canadian Grocer.

Geo. A. Campbell,
60 Queen Street,
Halifax, N. S.

Answer: This firm is located in Winnipeg, sorry we do not know the street address, but the Codville Company, Limited, Winnipeg, will reach them alright.

MANUFACTURERS OF BACON SLICING MACHINES

Could you please give us the names of manufacturers of bacon slicing machines.

Messrs. L. Moore & Company,
Grand Falls, Nfld.

Answer: List has been mailed.

TOOTH PASTE TUBES

Will you kindly give us the name of one or two manufacturers of tooth paste tubes.

Messrs. Edgar Levesque Co.,
Sturgeon Falls, Ontario.

Answer: Betts & Company, 1 Wharf Rd., City Road M. London, England.

BUTTER AND CHEESE.

I would like to get in touch with some reliable manufacturers of butter and cheese to sell their products in this city.

M. T. Burn,
219 Arthur Street,
Windsor, Ontario.

Answer: Gunns Limited, West Toronto, Ontario; Bowes Company, Toronto; William Davies Company, 521 Front St., E., Toronto; Harris Abbattoir Company, West Toronto; Canadian Packing Co., Limited, Toronto; W. T. MacDonald, 19 Colborne St., Toronto. (Second and third grade dairy butter).

AGENTS FOR RIDGWAY ENGLISH BREAKFAST TEA.

Will you be so kind as to furnish me with the address of the packers or the selling agents for "Ridgway English Breakfast Tea."

N. A. MARRA,
Amherstburg, Ont.

Answer: MacLaren Wright Company, Toronto, Ont. Also National Grocers Ltd., North Bay, Ontario.

INDEPENDENT CANNERS.

Would you please favor us with a list of independent canners by return mail.

J. B. Peltier,
Manufacturers' Agent,
P. O. Box 372,
Fort William, Ontario.

Answer: A list has been sent.

MONTREAL TEA IMPORTERS ALSO AGENTS FOR SALADA TEA.

Kindly give us the names of a couple of large tea importers in Montreal. Also names of selling agents or importers of Salada Tea advertised on page 11 of your March 10th issue.

Messrs. Jas. Murphy & Sons,
Placentia, N. F.

Answer: Tea importers in Montreal are Harrison and Crosfield, St. Nicholas Street, Montreal; Grace & Co. Limited, Dominion Express Bldg., Montreal. P. C. Larkin Co., 461 King street West, Toronto, Ont., are the packers of Salada Tea.

For Subscribers

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

INFORMATION WANTED

Date 1921

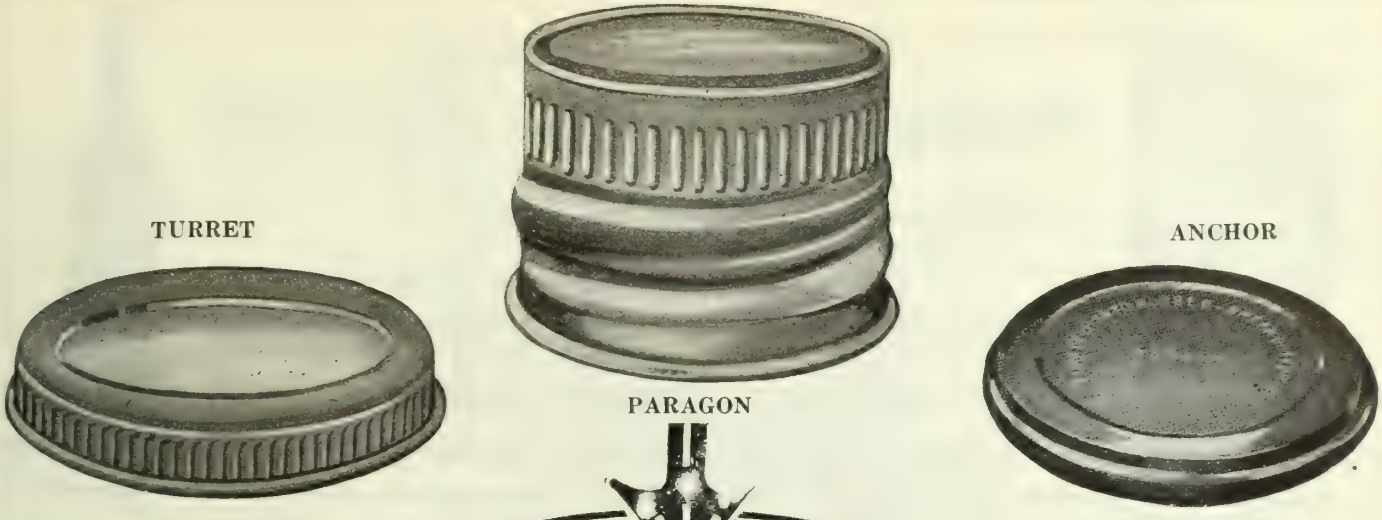
Please give me information on the following:— Name .....

Address .....

.....

.....

.....



Packers of Foodstuffs

The packers who want to guarantee the quality of their goods must be absolutely certain that they will be kept air tight. Goods sealed with Anchor Caps give you this protection, they are unaffected by their surroundings, and retain their fine flavor, indefinitely. The new Anchor Opener, which is being widely distributed is making these sanitary caps more popular than ever with the trade and with the housewife.

We would be glad to co-operate with you on any problems you have in connection with the packing of foodstuffs.

Anchor Cap & Closure Corporation

275 Wallace Avenue, Toronto.

Pride of Canada
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Summer Trade.

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. Mackenzie & Co., 95 King Street East, Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION, LIMITED

FREE

A big umbrella for use on your delivery wagon.

Helps to keep your delivery boy in good humor.

The umbrella is rain proof and looks good.

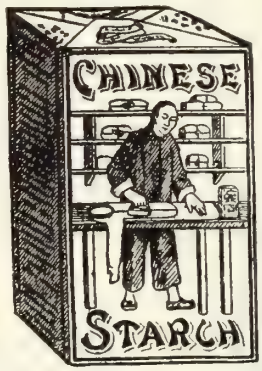
Free with an assortment of our products. Write for information.

CHINESE STARCH

OUR LEADER

A high quality Starch especially prepared for home use

The fine glossy finish that makes possible and its de- never fails to earn repeat



this high grade Starch pendable uniform quality orders.

Our other lines listed below are just as dependable fast sellers—

Chinese Washing Powder
Corn Starch
Ocean Blanc Mange Powder
Assorted Flavors

Self-Raising Flour
Ocean Liquid Blue
Ocean Borax
Chinese Cleanser
Pure Soap Flakes
Petrolatum

French Mustard packed in improved Queen Fruit Jars. Also in 6 oz. tumblers and fancy 8 oz. jars.

AGENTS:

Hamilton: NORMAN D. W. FEE. Toronto: HARRY HORNE CO. Winnipeg: FARLEY MYERS, LTD. Fort William and Port Arthur: R. BLACK. Representative required for Northern Ontario, Nova Scotia, New Brunswick, Prince Edward Island.

OCEAN MILLS, LIMITED
MONTREAL

Send for Your Copy Today!

You should be in a position to know what are sound stocks and bonds and what are purely speculative—perhaps you can't afford to speculate—If not, you must be assured that you are really investing.

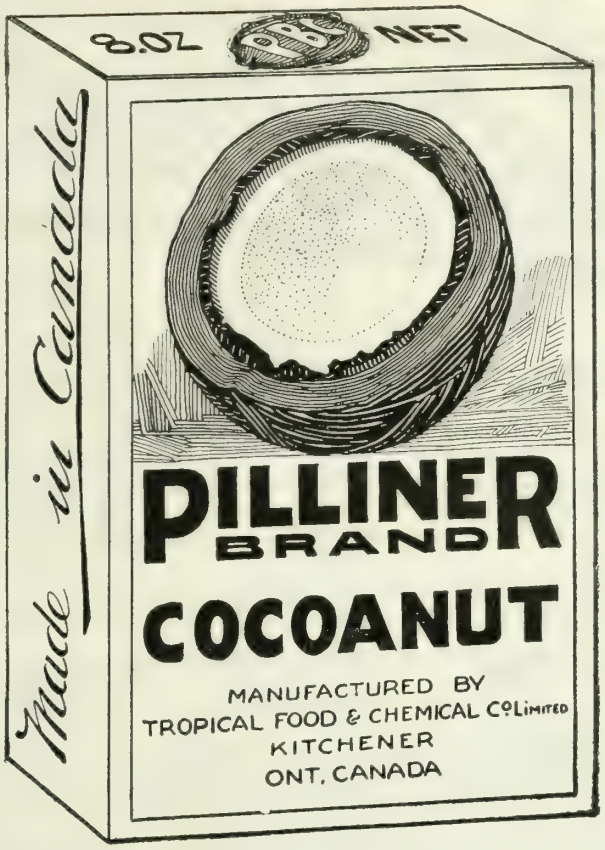
THE FINANCIAL POST specializes in an Inquiry Service noted for its accurate and sound replies regarding investment. This service is free at all times to subscribers.

The careful opinions backed solidly by facts, the accurate news and the weekly market reports that appear in THE FINANCIAL POST are your sure guides to the knowledge that means safety.

Send for a sample copy today. The subscription price—$5.00 a year of fifty-two issues—is really insurance on your invested money.

THE FINANCIAL POST 143-153 University Ave. TORONTO, CANADA

Sold by the Package



Made in Canada

Why your Customers are Better Pleased with Pilliner Brand Cocoanut

Packed in air-tight cartons. All the flavor of the tropical ripened fruit is retained in Pilliner Brand Cocoanut.

No hands but the housewife's touch it before the package is opened—its purity is unquestioned.

You or your customers lose nothing through evaporation—Pilliner Brand Cocoanut keeps perfectly.

Every package guaranteed full weight. Your jobber can supply you or write us.

Tropical Food & Chemical Co., Limited

KITCHENER - ONTARIO

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

DAYTON CONFECTIONERY SCALE; 2-lb. Gold Finish; like new, $35. Oliver W. Extence, 103 Westmount Ave., Toronto.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue, J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

FOR SALE—100 price tickets, $1.00; samples 25c. M. Moorby, Newmarket, Ont.

WANTED

WANTED BY YOUNG MARRIED MAN POSition as manager or one with advancement in General or Grocery Store. Good show card writer, can speak several languages. Reason for change, am selling my own business, and will be available by May 15th. Apply Box 1, Compeer, Alta.

TRAVELLERS TO SELL WELL-KNOWN Brand of Malt Extract in Nova Scotia. Prince Edward Island, Newfoundland and several good parts in Ontario. Good commission. Apply to Canadian Grocer, Southam Bldg., Montreal.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

READER'S NOTICE
Regarding
CHANGE OF ADDRESS

A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.

Being Frank About Peanut Butter Promotes Business

When Writing to Advertisers Kindly Mention This Paper

How To Subscribe

Those desiring to subscribe to this paper may use form below. Mail to nearest office. The offices are: 314 Carter Cotton Bldg., Vancouver; 901 Confederation Life Bldg., Winnipeg; 153 University Ave., Toronto; and Southam Bldg., 128 Bleury St., Montreal.

CANADIAN GROCER,
MacLean Publishing Co.

Please enter my name as a subscriber to Canadian Grocer. Cheque Enclosed is Money Order for $4 (four dollars) for 52 copies, one each week.

Name.....
(Write plainly)

Address.....
(Write plainly)

Other subscription rates are: Great Britain, South Africa and West Indies, 16s a year; United States, $4.50 a year; other countries $6 a year; single copies, 25c., in advance.

WONDERFUL ANIMALS *in* WONDERFUL STUNTS *to make Kiddies happy!*

Another whopping big lot of Kellogg's Jungleland Moving Pictures have arrived! More little folks who missed the joyous show earlier in the week can go to any grocery store now and get Kellogg's Jungleland Moving Pictures—FREE—with two packages of KELLOGG'S "WAXTITE" perfect Corn Flakes!

MORE fun with Jungleland Movies than you can shake a stick at; more happy, sunny deliciousness in those big, crispy - crunchy brown KELLOGG'S "WAXTITE" CORN FLAKES than you ever believed could be put into a cereal—a taste revelation!

Millions of children all over the nation won't eat any other Corn Flakes but KELLOGG'S "WAXTITE"—because KELLOGG'S "WAXTITE" are not "leathery," not hard to chew!

Right away—buy a package of KELLOGG'S "WAXTITE" Corn Flakes and get KELLOGG'S Jungleland Movies—FREE! Jungleland would cost 50c. in any book store!

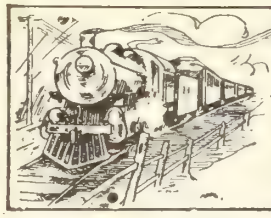
Get Jungleland with every two packages of KELLOGG'S Corn Flakes for a limited time only—it's inside the Waxtite wrapper on the KELLOGG'S Corn Flakes package! Ask for KELLOGG'S "WAXTITE", insist that you get KELLOGG'S "WAXTITE"—and Jungleland is yours—FREE!

Kellogg's **WAXTITE**
CORN FLAKES

Also makers of KELLOGG'S KRUMBLES and KELLOGG'S BRAN cooked and krumbled

This is one of the series of Kellogg's Jungleland advertisements which is now appearing in every daily and weekly newspaper in Ontario, the largest campaign of its kind ever launched.

Grocers are urged to keep up their stock of Kellogg's Waxtite Corn Flakes to supply the demand.



BUYERS' MARKET GUIDE
Latest Editorial Market News

TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

J. & J. Taylor's Safes for Sale

One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.
One J. & J. Taylor Safe, 18 inches deep, two feet 9 inches wide, four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 108, Canadian Grocer. 153 University Ave., Toronto

PASS IT ON

Do you pass your copy of Canadian Grocer on to your clerks and to your new friends in the trade?

Canadian Grocer will take them through the stores of dozens of successful merchants every week.

Markets, sales, advertising windows, the successful methods of hundreds of merchants reported for them.

Can you think of a more broadening influence and a more educative medium in which to get them interested.

The more your clerks know about the grocery business the more value they will be to you

Pass Canadian Grocer on and if they want to subscribe, the price is $4.00 a year—(less than eight cents a week). Address

Canadian Grocer
153 University Avenue
TORONTO, CAN.

ORIENTAL RICES FURTHER ADVANCE

Oriental cables show sensational advances in prices, particularly on Burmah rices, and while Siams and Saigons also showed extreme advances equal to Burmah they have reacted somewhat. Burmahs jumped virtually 2s per 112 pounds in forty-eight hours. Hamburg and London prices to some extent reflect the Oriental prices. Markets in the South are very quiet though strong, and it looks as if present prices will be maintained for the balance of the crop year.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

Say you saw it in
CANADIAN GROCER
it will help to identify you

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank Street

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

BARRELS
For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

Opportunities are Offered Every Week On This Page.
Are you making use of them?

"EAGLE BRAND" CONDENSED MILK
"ST. CHARLES" EVAPORATED MILK
MALTED MILK—SQUARE PACKAGES

Borden's

"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
"REINDEER" CONDENSED MILK

Borden's is the Best

When you recommend "Borden's" you assume no risk. You do so with a feeling of assurance that Borden's Milk Products will please your most fastidious customers. For over half a century **Borden's** have held unquestioned leadership both in sales and quality and a continuous national advertising campaign is constantly reminding your customers of their great economy, deliciousness and purity. Keep these Borden pioneers of purity well displayed on your counters and in your windows during spring and summer months. Warm weather always adds an impetus to their already fast sales.

Borden's Lines

"Eagle Brand" Condensed Milk
"St. Charles" Evaporated Milk
Malted Milk—Square Packages
"Reindeer" Condensed Coffee
"Reindeer" Condensed Cocoa
"Reindeer" Condensed Milk

The Borden Co. Limited

The Leaders Since 1857
Montreal and Vancouver

MONTREAL *The Borden Co. Limited* VANCOUVER

"Member Audit Bureau Circulations"
"Member Associated Business Papers"
"Member of Canadian National Newspapers and Periodicals Association"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXVI Toronto, May 5, 1922 No. 18

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H. V. TYRRELL, *General Manager.*

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H. V. STODDARD, Montreal Representative.
C. M. MUTCH, Toronto and Hamilton Representative.
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CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Plateau 946-947. Toronto, 143-153 University Avenue, Telephone Adelaide 5740. Winnipeg, Room 901, Confederation Life Bldg., Main Street, Telephone A. 3773. Vancouver, 314 Carter-Cotton Bldg., 198 Hastings St. W., Telephone Seymour 4337.
GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., B. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.
UNITED STATES New York, Room 1606, St. James Bldg., 1133 Broadway; Telephone Watkins 5869; Boston, Room 734, Old South Building, Telephone Main 1024; Chicago, Room 1401 Lytton Bldg., 14 E. Jackson Street, Telephone Harrison 9133.
SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. a year United States, $4.50 a year; other countries, $6 a year; single copies, 25 cents. Invariably in advance.

A Whirlwind Seller that will net big Summer Profits

CARLING'S

"Redemixt" Malt and Hop Syrup

LEGAL
to sell
EASY
to make

Home brew ale is all the rage now and warmer weather will add a whirlwind impetus to the already big sales of **Carling's Redemixt Malt and Hop Syrup.** Grocers who are prominently displaying this rapid seller are making enormous profits. Can **you** afford to miss them?

Order a good supply now and cash in on this big ready made demand.

The Carling reputation of over 65 years standing guarantees absolute satisfaction and perfect results. **Carling's "Redemixt" makes the finest old-time heavy ale without boiling, odor** or **trouble.** Sells on a money-back guarantee and, unlike package malt and hops, its air-tight tin prevents deterioration.

Be sure you specify **Carling's "Redemixt"**—it always pays to sell the best.

Carling Distributing Agency

London, Canada

GOVERNMENT TESTS
OF
OLD COLONY MAPLE SYRUP

PROVE IT TO BE ABSOLUTELY PURE

Chemical analysis and comparison shows its quality is unrivalled.

Prices contrasted show that dealers get better profits on Old Colony than on inferior brands.

Common sense tells you that quality in any product builds permanent custom.

Write for prices. All orders billed through jobbers.

Canadian Maple Products Limited

250 VAN HORNE STREET - TORONTO

REPRESENTATIVES:

Manitoba, Saskatchewan and Alberta, W. H. Escott Co., Limited, Winnipeg, Man.
Quebec, A. Dumoulin & Co., 157 Commissioners St. E., Montreal, Que.
British Columbia, F. G. Evans, Vancouver, B.C.
Maritime Provinces, Supplies, Limited, Kentville, N.S.

100 per cent. Pure Quebec Maple Syrup

Pure Quebec Maple Syrup

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Seven years of service for the

"YORK"
ICE MACHINE

Adams Grocery Limited of Lindsay installed a "York" machine, seven years ago

Mr. Adams says:—

"We wish to express our appreciation of your machine. With it we can absolutely freeze meats, fish, etc., and prevent any waste or loss from spoilage. We often think of the days when it took nearly all our staff probably an hour and a half, two or three days a week putting in ice, and even then it was impossible to avoid having meats spoiled."

THE other hundreds of users of YORK machines in Canada agree with Mr. Adams. **Ask them.**

The YORK is simple in construction and operation and is:

"BUILT TO LAST"

Our engineers will advise as to your requirements, without obligation to you

CANADIAN ICE MACHINE COMPANY, LIMITED

MONTREAL - TORONTO - WINNIPEG - VANCOUVER

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A COMBINATION which
While Giving Complete Adding Machine Service—Constitutes

A CASH REGISTER

Equal to Any Four or Eight Drawer Cash Register

Adding Machine

By use of Duplicate Tape on Adding Machine a Cash Receipt can be given to Customer, the Duplicate remaining on Rewind Pin as record.

A TWO YEARS' GUARANTEE
with each Machine

ADDING MACHINE— CASH DRAWER— CASH REGISTER—

CHOICE OF THR E KEYBOAR D ARRANGEMENTS

One or two rows of 9 symbol keys will give complete Department and Clerk control.

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Operated by Adding Machine Lever — Bell Ringing when Opened.

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Another Addition to the Already Famous "McCaskey" Line of Specialties in Account Systems.

McCASKEY SYSTEMS LIMITED

Account & Cash Systems--Adding Machines
Sales Pads--Counter Check Books.

GALT - - ONTARIO

A FINE BREW
For Your Customers

RITE-GOOD is bound to be a very great seller in the coming summer as it is the ideal warm weather drink. Everybody likes its full-bodied wholesomeness.

Anybody can easily prepare it, as the directions are simple—and every package contains 36 crown corks.

$1.00 Package
makes
2½ Gallons

$1.75 Package
makes
5 Gallons

RITE-GOOD MALT EXTRACT AND HOPS

is the most satisfying and economical Home brew on the market so every live-wire dealer will immediately see the wisdom of pushing its sale.

Net weight of Contents
Malt Extract 2 lbs Hops ¼ lb Crown Cork : 36
RITE GOOD
MALT EXTRACT AND HOPS
Including Crown Corks for making Beverages Malt Bread pudding etc at Home
ST. LAWRENCE PRESERVING CO LTD
Quebec Que.
Be sure and follow our Directions

St. Lawrence Preserving Co., Regd. Quebec, P.Q.

Halifax, John Tobin & Co.
Sherbrooke, The C. O. Genest & Sons Co., Ltd.
St. John, The Brayley Drug Co., Ltd.
Cobalt, E. B. Nettelfield & Co.
Kingston-Brockville, and Ottawa, D. Stewart Robertson & Sons.

IT'S PERFECTLY LEGAL

Turnover

Here's how profits pile up:

SHOWING GRAPHICALLY HOW WITH A SMALL INVESTMENT THE PROFITS ACCUMULATE

That's the secret of how you make money with bottled Coca-Cola.

The investment is small. You get your profits week after week and only the original capital is required to keep sales going.

Sell by the case for the home.

Made in Canada

THE COCA-COLA COMPANY

Winnipeg — Toronto — Montreal

The Best Cooks use—

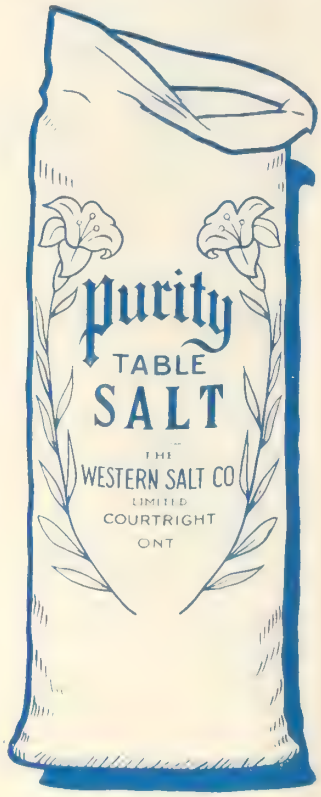
Purity Salt

And the Best Grocers Sell it

Purity Salt is a Canadian Production made in a sanitary, up-to-date Canadian plant. Its purity has given it a first place in the selling market. You can give your customers their choice of either the free-flowing table salt in cartons, or that put up in bags. You cannot recommend a better salt to any housewife than Purity.

And you'll get a good margin of profit on every sale, too.

Always
Distinctly
Specify
"PURITY"



THE WESTERN SALT CO., LIMITED

Courtright - Ontario

The Largest Circulation of any Trade Paper in Canada

CANADIAN GROCER

Members of The Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI. PUBLICATION OFFICE : TORONTO, ONT., MAY 12, 1922 No. 19

This Poster is displayed throughout Canada—Actual size 10' x 25'

A good "St. Charles Milk" display will key up "your" store with the attractive Borden Poster.....

THIS handsome eye-catching poster is appearing at close intervals in impressive size on bill boards from coast to coast. Colored to life it shows a **St. Charles Tall Can** in actual colors and graphically tells of its use for every milk need. A good pyramid display of **St. Charles Milk** on your counter and in your windows will identify your store with **Borden** posters and other National **Borden** publicity in a way that will spell faster sales and larger profits for you. Be sure that you have a good stock of **Borden's St. Charles, Eagle Brand Condensed Milk, Reindeer Coffee and Cocoa** on hand. Summertime is the big **Borden** selling season. Call up your wholesaler to-day.

Make *Borden's* Posters Your Own Posters

The Borden Co. Limited

Montreal

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation

MACDONALD'S

"Baccy" was "Baccy" Once

Not so now. The (alleged) good old days are gone. No more is it possible to sell anything under the broad, general name of tobacco. Nowadays tobacco users look for the brand on what they buy. Which brings us to the point that more men are looking for the MACDONALD Brand than for any other—finding it, too.

There isn't a man in Canada who knows anything about tobacco who doesn't recognize the MACDONALD name as a guarantee of high quality and good value. And there isn't a MACDONALD dealer who doesn't know that there is more money—in every way, profit margin, turnover and "extras"—for the man who ties up with "the tobacco with a heart."

The Tobacco with a heart

Build Up Your Biscuit Trade with *McCormick's*

Every package of McCormick's Biscuits sold over your counter is an advertisement for your store.

People find McCormick's Biscuits fresh, crisp and exceedingly palatable—so they continue to come back to your store for more.

The merchant who stocks up with McCormick's Biscuits will find his biscuit trade constantly increasing. Our Nation-wide advertising campaign keeps the McCormick name constantly before the buying public and it comes easily to mind when biscuits are required.

McCormick Mfg. Co., Limited, London, Canada

BRANCHES AT

MONTREAL OTTAWA HAMILTON KINGSTON WINNIPEG CALGARY
PORT ARTHUR ST. JOHN, N.B. VANCOUVER EDMONTON

SELL AYLMER CATSUP

Now is the time to let your customers know that you can supply this

PURE TOMATO CATSUP

It never fails to make satisfied and permanent customers—because of a definite superiority. It makes for rapid turnover and gratifying profits. ORDER NOW! Don't run low!

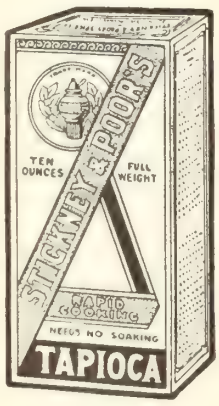
If you cannot procure Aylmer Catsup from your jobber, write, phone, or wire.

DOMINION CANNERS LIMITED

Head Office - Hamilton, Ontario.

A Summer Time Dish
Apple Tapioca Pudding
Made with—

STICKNEY & POOR'S



Rapid Cooking
TAPIOCA

There is a good Profit for You in this Full Pound Package that retails at a Popular price.

Get your order in early so you will be able to supply the demand.

Get **your share** of the **profits.**

Your co-operating servant,
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century old - Century honored 1922
HALIFAX
Mustard - Spices - Seasonings

Eureka Refrigerators VS Hot Weather

Eureka Refrigerators and hot weather **always** work together, for the hotter the weather, the more you need a Eureka; and the hotter the weather, the better the Eureka will work and save your perishable foods.

Don't let this summer pass with your old ice box. If you do you will pay money out for perishable foods which need perfect refrigeration and you will also pay out money for ice, which when put into a faulty refrigerator will not give you value for your money. So therefore you are spending it for nothing.

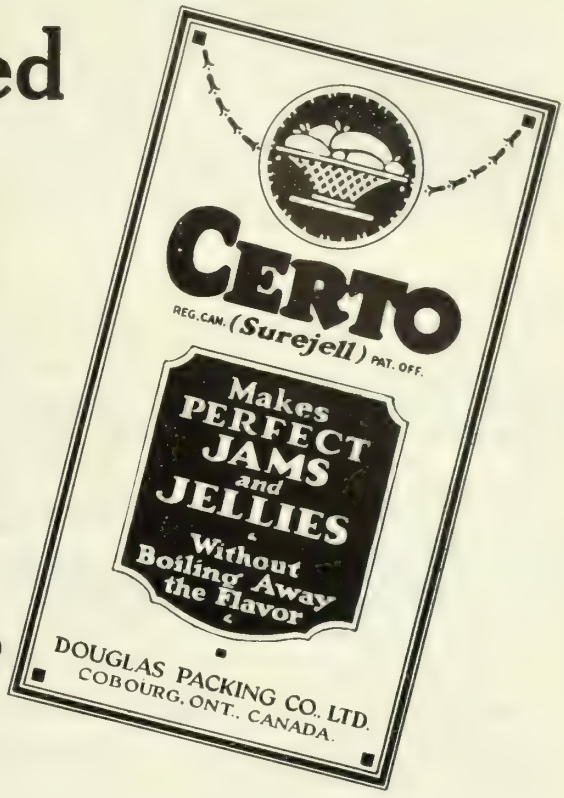
It is real economy to purchase a Eureka Refrigerator —they are patented and fully guaranteed.

Write for free literature and prices.

Eureka Refrigerator Co., Limited

Head Office and Factories:
OWEN SOUND, ONTARIO

Keep well supplied with extra CERTO Recipe Books


CERTO
REG. CAN. (Surejell) PAT. OFF.
Makes PERFECT JAMS and JELLIES Without Boiling Away the Flavor
DOUGLAS PACKING CO. LTD.
COBOURG, ONT., CANADA.

16 pages - 53 recipes

"Just as Simple as This Recipe:"

How to make delicious Pineapple Jam:

4 level cups (2 lbs.) crushed or chopped fruit.
8 level cups (3½ lbs.) sugar.
1 bottle (scant cup) Certo.

Use fully ripened fruit for finest flavor. Put prepared fruit through food chopper, or chop fine. Measure crushed or chopped fruit into large kettle. Add sugar, mix well, stir hard and constantly, and bring to a vigorous boil over hottest fire. Boil hard one minute with continual stirring. Take from fire, add Certo, and stir it in well. Skim and pour quickly.

These recipes have been prepared by experts. They are easily followed and your customers never fail to make perfect jams and jellies and marmalades. Be sure every customer gets a book.

Attractive Display Cards
Keep Certo Cards Prominently Displayed
Write for yours to-day.

Douglas Packing Company, Limited
COBOURG, ONT.

Selling Agents: **W. G. Patrick & Co., Limited, Toronto and Montreal**

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Manufacturers' Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

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Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

The J. T. Cox Commission Agency
Winnipeg
Tea and Coffee
Our Specialty
Also representatives for
FIELD & CO.
Fruit Merchants London, England
"Turban" Brand specialties

DONALDSON, PHILLIPS AGENCIES Limited
744 Hastings St. West, VANCOUVER, Cable Address "LIVEWIRE"
EXPORTERS Canned Salmon Seeds, Apples, Flour, Etc.
IMPORTERS Nuts, Dates, Cocoa Butter, Spices, Essential Oils, Etc.

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Wholesale Grocery Commission Agents, Brokers and Importers

Offer Their Principals

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Exceptional Warehouse Accommodation
For Storage and Unloading

The Service of a Strong, Successful Organization

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Also Saracen's Head, Snowhill, LONDON, E.C. 1, England

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WESTERN CANADA

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WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

Make a good article, Advertise it, keep your promises, keep on Advertising, deliver the goods, keep on Advertising—and you will get the business.

Goods well advertised and well displayed are easiest sold. Advertised to ½ million buyers weekly. Codville Co. Ltd.

6

Manufacturers—

You Can Hit the Bull's Eye.

Many leading firms are now using the best

STORAGE and DISTRIBUTION SERVICE

Ever offered in Western Canada coupled with an

INSURANCE RATE of 30 cents.

OUR RELIABILITY, EXPERIENCE and FINANCIAL STABILITY

enable us to give a service that is unequalled.

The City Dray Co., Limited

Frost and Wood Building
Cor. Pacific and Princess Streets

Track P. 18, WINNIPEG

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EASTERN CANADA

TELEPHONE MAIN 7143
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GROCERY BROKERS
Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
ST. NICHOLAS BUILDING, MONTREAL.

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL.

Russell-Murray Co., Limited
IMPORTERS
RICE: American, Patna, Siam, Rangoon,
MOLASSES, SPICE, JAMAICA GINGER, Granada Nutmegs, Pepper, Cassia, and all Tropical Products.
20 St Nicholas Street Montreal

Now is the Time to Buy—don't wait.
Consult these Advertising Pages.
Our Advertisers will *Save* You Money—buy now.

Mr. Grocer

Did you read our advertisement in the Spring Number, Canadian Grocer

Page No. 19?

The Season is now on for

HOME BREW

Maple Leaf Pharmaceutical Extract Malt

Made in Canada

Purest and best on the Canadian market.

Splendid Profit—Quick Sales.

Packed in 2½-lb. tins, 2 doz. to the case, with or without Crown Corks.

Order from your wholesaler or direct to

THE MAPLE LEAF MALT EXTRACT CO.
61 Canning St., Montreal

ACME PELLETS

In 5 lb. decorated glass-front tins.

Also put up in 5 lb. paper boxes.

In 5 lb. decorated glass-front tins.

Also put up in 5 lb. paper boxes

Everything in Licorice for the Grocer's requirements, including Lozenges in 5 lb. paper boxes, Powdered Licorice Extract and Paste.

Y & S Stick Licorice
in individual 10c. cartons; 30 cartons to box.

Price List on Request.

NATIONAL LICORICE COMPANY
MONTREAL
—WE SELL THE WHOLESALE TRADE ONLY—

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West,
TORONTO.

E. N. & W. E. SOPER
Manufacturers' Agents and Commission Brokers
63 SPARKS ST., OTTAWA.
Warehouse and Distributing.
Efficient Sales Staff.
Detail Work.
Service our Specialty.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

Tell the Advertiser where you saw his Ad.

Kolacafé

REGD

The Coffee of Real Merit

If your Wholesale grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.

OAKEY'S "Wellington" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.I. Eng.

Agents:
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B. C.

Made in Canada

FLY TERROR

After years of experimenting, we have succeeded in manufacturing a product that will positively keep **Flies, Mosquitoes, etc.,** away.

This preparation is in great demand by Hunters, Campers, Tourists, Fishermen, Surveyors' etc.

Order your supply NOW for the Spring and Summer Trade. A Big Seller—Showing a nice Profit.

Representatives Wanted

THE FLY TERROR MFG., "Regd."
7 NOTRE DAME SQUARE - - QUEBEC

THE following news despatch on Canadian salmon in the Old Country is of interest to every packer. Note the value placed on this retailer's recommendations in the last paragraph.

PRODUCING COSTS MUST BE REDUCED

Sale of B. C. Salmon in Britain and Europe Dependent on Prices

Col. F. H. Cunningham, formerly inspector of fisheries in British Columbia, who has been representing the canning interests of that Province in Europe during the past year, returned to Vancouver recently. He reported that the sale of B.C. salmon in Great Britain and Europe depended on keeping the price down, and putting up a good class of goods. He has advised the canners to get their cost of production down to a basis of competition with the product of Japan.

"The Englishman is not showing any sentiment now," said Mr. Cunningham. "He is working against strong odds, if he buys Canadian fish at a higher price than his competitor has to pay for Japanese fish. But with prices and quality equal there is no question in my mind that the goods of Canada would be given preference.

"All producing countries are to-day putting their goods on the English market, and establishing themselves by direct representation and advertising. Australia and South Africa are very keen in this direction, and if Canada desires to participate, greater efforts must be made."

Col. Cunningham paid particular attention to the education of retail vendors on the matter of color. He believes the retail grocers are now in a much better position to explain things to their customers. He has found always that a grocer's recommendation is a great factor towards the increased consumption of the lighter colored salmon. Col. Cunningham's publicity work was carried on by means of lectures, moving pictures, etc. Marketing prices and overhead costs must be reduced to the minimum to allow British Columbia to compete in the United Kingdom.

Are You Thinking?

of selling your business, buying one, engaging a new clerk or looking for another position?

If so, why not place a small advertisement on our Want Ad. Page? —(You will find it at the back of this issue.)

One insertion may get just what you need or desire.

Send in your advertisement to-day, if not worded to your own liking we will be glad to fix it up for you.

Cash remittance to cover cost **must** accompany all advertisements.

The rate is **only** 3 cents per word for the first insertion, 2 cents per word for each subsequent insertion. If you would like **Canadian Grocer** to forward the replies to you extra charge 5 cents per insertion is made for a box number.

Write:-
Advertising Department

Canadian Grocer
153 University Ave.,
Toronto

LOOKING STRAIGHT AT THE FACTS

When we investigated conditions in the match trade in Canada we found that there was not a strictly fancy match on the Canadian Market, and that some brands of matches were being over-stamped. That a 5c stamp was being placed on boxes that required only a 4c stamp.

We determined to give the Canadian public a better match, longer sticks and stronger sticks, superior secret chemical treatment, superior workmanship, greater care of detail, and a true count with a proper tax paid.

WE THEN BROUGHT OUT
MAPLE LEAF MATCHES

You sell different grades of all lines—your customers want better matches, and only Maple Leaf can supply this demand.

If some of your trade want cheap matches buy them cheaply and sell them cheaply, but **get your full margin** on Maple Leaf and the match user will at the same time get better value.

Let The User Be The Chooser

Make a Maple Leaf display and suggest that these superior matches be examined and tested by the side of ordinary matches.

Match Users Want Better Matches

THE
CANADIAN MATCH CO.,
LIMITED

TORONTO WINNIPEG
MONTREAL

"Member Audit Bureau Circulations"
"Member Associated Business Papers"
"Member of Canadian National Newspapers and Periodicals Association"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXVI. Toronto, May 12, 1922 No. 19

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President* H. T. HUNTER, *Vice-President*
H. V. TYRRELL, *General Manager.*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, Druggists' Weekly, MacLean's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Canadian Shipping and Marine Engineering News, The Canadian Motor and Tractor Trade Joural.

Cable Addresses: Macpubco, Toronto; Atabek, London, Eng.
ESTABLISHED 1886.

CANADIAN GROCER

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J. L. WYCKOFF, Editor.
P. A. CRANE, News Editor.
H. A. WEBB, Associate Editor, Montreal.
H. V. STODDARD, Montreal Representative.
C. M. MUTCH, Toronto and Hamilton Representative.
J. C. BELL, Ontario Representative.
E. H. HAWKINS, Western Representative, Winnipeg.
R. A. HUNTER, Vancouver Representative.

CHIEF OFFICES:

CANADA Montreal, Southam Bldg., 128 Bleury St., Phone Plateau 946-947. Toronto, 143-153 University Avenue, Telephone Adelaide 5740. Winnipeg, Room 901, Confederation Life Bldg., Main Street, Telephone A. 3773. Vancouver, 314 Carter-Cotton Bldg., 198 Hastings St. W., Telephone Seymour 4337.
GREAT BRITAIN London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.
UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway; Telephone Watkins 5869; Boston, Room 734, Old South Building, Telephone Main 1024; Chicago, Room 1401 Lytton Bldg., 14 E. Jackson Street, Telephone Harrison 9133.
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Business is Better

You find it so, don't you? Especially in Red Rose Tea, the sales of which with many grocers were larger in January than in any one month last year. February prospect for still bigger sales.

There is a better tone to business everywhere. The wheat market is again active; there is more lumbering in the Eastern Provinces than was expected; exports have picked up, and industrial conditions have improved.

Help make business better still by pushing well advertised lines. If you're low in Red Rose Tea, don't wait for a traveller, mail your order.

T. H. Estabrooks Company, Limited

St. John, N. B., Montreal, Toronto, Winnipeg, Calgary

"I Will Give You $1 for that Copy"

So said a Toronto business man to one of our representatives who showed him a copy of one of last year's issues of THE FINANCIAL POST.

Recently another subscriber offered $2 a copy for several back numbers of THE POST required to complete a file. Because THE POST supplies much information that is to be had **in no other publication** many of its readers keep it on file for reference.

The City Treasurer of a large Western city had a special table built in his office to carry a complete file of THE FINANCIAL POST to which he refers nearly every day. There are many others like him who find THE POST valuable beyond the first reading.

It is because THE FINANCIAL POST is valued by its readers, is closely studied and is in many cases retained for reference that it offers the advertiser so much of those important qualities that advertising experts call **"reader attention"** and **"reader interest."**

The leading investors, business men, bankers, financiers, public officials in every community of Canada read THE POST. THE FINANCIAL POST gives the advertiser

"QUANTITY of QUALITY"

INCREASE YOUR SALES

of

ROBINSON'S "PATENT" BARLEY

and

ROBINSON'S "PATENT" GROATS

By Knowing their Selling Points

There is always a steady demand for these famous products, but the dealer who makes most sales is the man who knows

—that Robinson's "Patent" Barley is recommended by prominent doctors as the best baby food
—and that Robinson's "Patent" Groats makes delicious gruel, easily digested by invalids and old people.

Let us tell you other facts that will increase your sales of these lines—

Write to-day for further particulars and prices.

COLMAN-KEEN (Canada) Ltd.

520 KING ST. WEST TORONTO

Hand Packed Pilchards
Sockeye Salmon
Pink Salmon
Kippered Salmon

Gosse-Millerd's
CANNED OCEAN PRODUCTS

Fresh Herrings
Kippered Herrings
Herrings in Tomato Sauce
Deep Sea Trout,
etc., etc.

Canned Herrings are good all summer sellers

Order To-day

BE READY for the summer's fish business. Give Gosse-Millerd canned herrings the lead and they will repay you with those repeat sales you like to rely on. Fine herrings caught and canned while in prime condition—prepared ready for table use—delicious and appetising—the ideal summer food. Sell your customers this healthy canned fish—tell them it is more delicious and a great deal less trouble than fresh fish—it's the truth. Add more profits to your books by ordering G-M Canned Fresh Herrings—Herrings in Tomato Sauce and Kippered Herrings from your wholesaler to-day. Insist on Gosse-Millerd's.

Gosse-Millerd Ltd.

Vancouver, B.C.

Canned Ocean Products

CANADIAN GROCER

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How These Grocers View Price Cutting

Montreal Grocers Look With Suspicion on Goods Quoted Below Cost—Confidence in the Market Has Been Destroyed—Has Made Big Opening for Price Cutters—Public Will Want to Know Why Prices Advance Again When the Cutting is Over

By Canadian Grocer's Own Representative

MONTREAL.—After careful inquiry it is evident that the local retail grocery trade does not think much of the price-cutting that holds sway in this part of the province at the present time. As far as Canadian Grocer can determine, they are all unanimous in the opinion that business has been hurt and hurt badly by the recent developments in local quotations. Instead of stimulating buying, it has awakened a feeling of distrust and suspicion and purchases are only for small quantities. In some cases it resulted in the grocer avoiding the lines on which the prices have been cut. Here is what some of the grocers have to say aobut present conditions.

"No Speculation for Me"

"No speculation for me," said P. E. Dery of 471 Ontario St., east, Montreal. "I'm not going to be drawn into this price-cutting by stocking the lines in which other grocers are slashing prices. I am going to give my customers the best quality at a fair price and remember that it costs money to keep up my store. No one can tell me that it pays to give anything away. When a grocer sells goods at practically what they cost him, he is giving away his own money."

When asked if he did not think that some of the offerings were bargains at the present quotations he said, "Yes, but they lead to trouble. The wholesalers know that too and in many cases they too will shun those brands after the war is over. If by buying at this price the grocery trade could make a little extra profit, I would be all for it but it would only mean the cheap goods would move out and the more expensive stock, we are now carrying, would stand on our shelves."

Makes Public Suspicious

Henry Russel, of 847 St. Catherine St., west, Montreal, expresed the same attitude towards the price cutting. "The wholesale grocers.' he remarked, "have let the retailers down during the past month or so. We had just begun to feel that things were steadying up when prices were slashed and none of us knew where we stood. It now seems that the grocer who studies the market most carefully knows the least about how prices are going. I would not jump in and buy now. It is too risky. There is no telling how long the thing will last or how far it will go. The man who likes to make a splurge on cut prices is in his glory but the grocer who aims to serve the people and at the same time play fair with himself and customers is at sea. The public gets a wrong impression. They do not know why some prices are cut so low and naturally they think they are being 'held-up' by the grocer who does not partake in the scramble. If some wholesale grocery houses in this city are out to cut the heart out of the grocery business, there is no reason why they should attempt to murder the business for the retailer as well."

A Variety of Prices

"There is such a variety of prices quoted to the retail trade to-day that a grocer cannot tell how much lower his next door neighbor is buying the same goods as he is purchasing," said R. Roderique, proprietor of the Claremont Grocery, 4845 Sherbrooke St., west, Montreal. "The larger grocery stores have been hurt most. They have to put in a fair stock, particularly of canned goods. In reality they are the best customers that the wholesale grocery firms have. Yet when these prices are cut these grocers are left with high priced stock on their hands and the little corner grocery is able and willing to undersell. Just as soon as the wholesale price is cut, some one is willing to cut resale prices and another shade is taken from the margin of profit. It is all very well for them to argue that it is only in a few lines that the cutting is being done but each cut makes it just a little harder for the grocer who is not a 'cutter' to clean up his old stock."

Few Buying Any Heavier

Few grocers are apparently buying for the future and taking advantage of the cut prices. Everywhere in the grocery trade there seems to be an air of suspicion over the variety of prices quoted. Some have seized the opportunity but even they admit that the cutting has been determined to the trade and that it is only building up trouble for the future. When actual market conditions warrant a drop in price the grocery trade are glad to see it come but when prices are brought down temporarily and later forced to advance again, the public naturally become excited and want to know why. Undoubtedly price cutting of late has laid more trouble at the door of the retail grocer.

* * * *

DEALING WITH CHAIN STORES

"The solution of the problem as far as the regular grocer is concerned is his decision as to whether he should buy from those wholesalers who sell to chain stores and such organizations, at prices that permit of lower quotations to the general public than the average grocer is able to quote," remarked A. E. Burns, secretary of the Wholesale Grocers' Association of the Prairie Provinces. Mr. Burns whose headquarters are in Winnipeg was in Toronto this week, and in discussing the grocery situation at the present time made the above remark to a representative of Canadian Grocer. "The wholesale grocer who is helping chain organizations and other 'price cutting' retailers to pursue a policy of price slashing is only building business for them that sooner or later is going to reflect on the wholesalers' trade. The wholesale grocery trade is the proper channel of distribution for the manufacturer, and it is up to the wholesaler to keep it so.

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How Price Cutting in Corn Hurt Sales and Brand Name of Product

Retailers Fear to Buy at Bargain Prices—The Public is Suspicious of the Quality and the Future Of the Products is Damaged

MONTREAL, (Special).—Most retailers consider it is a mistaken idea that cut prices will stimulate business, particularly at a time when competition is as keen as it is at present. Locally many prices are much below cost of replacement and neither the wholesalers nor the retailers report any increase in the demand for these lines. One instance in particular illustrates the point. A local wholesale grocer offered a brand of standard corn at 90 cents a dozen. At first it sold fairly well, until the retailers began to make a feature of it. One grocer filled his window with it and quoted 10 cents a can. This was by no means picked up as the merchants thought it should be.

Price Caused Suspicion

One lady came into the store to buy corn. The grocer offered her this brand. She refused it and cautioned him not to send that "cheap" brand. Yet by actual test the corn, she did buy, was no better than the one offered her at the bargain price. She was suspicious of the quality on account of the low price. Some people with a gambling spirit did venture to buy the corn but the grocer admitted that no large orders were placed at first, although some repeat orders were for 6 or 12 tins. On the whole the bargain price did more harm than good to the brand name, for in the future it will be hard to sell that brand to the public at the regular price.

Retailers Refuse to Buy

Only one block further away, this same corn was offered to another retail grocer at the low price. He refused it on the ground that since the first grocer had stocked it and offered it at such a low price he would be unable to sell it to his customers for two reasons. First, because his customers knew that brand of corn could be bought for at least ten cents a tin and he was not prepared to sell it at that price and secondly, because if he offered it at a higher price than the other grocer charged, he would be unable to move it and so although the price of the corn was quite reasonable this grocer refused to buy.

Range of Prices

In another part of the city a retail grocer is selling this same brand of corn at 18 cents a tin. He did not buy it at the bargain price and he told a Canadian Grocer representative that he would not buy that brand in the future on account of the cut that had been made in it. He contended that since it had been offered to the public at such a low price at one time, unless it was always going to be sold at that price he was not prepared to stock it and attempt to sell it when the price would be higher. He too admitted that the quality was good for that particular grade and that it was good value for the money. As far as he is concerned the brand was put on the "black list."

Claims Pure Food Stores Are Not Owned by Wholesale Grocery House

Fifteen Stores and Good Will Are Sold for Fifty Thousand Dollars—Stores Are Now Under One Management and Wholesale Firm Denies Any Connection With New Company

Montreal.—On April 22nd, one of the Montreal newspapers announced the sale of the fifteen Pure Food Stores in this City, stating rather vaguely that they had been sold to some American interests, headed by M. Zahler, who has now taken an office in the rear of one of the stores at 924 St. Lawrence Blvd. Strangely enough, nothing was said about who sold the stores or how the deal was put through. M. Latsky of the wholesale grocery firm of Climan, Latsky and Schafran, wholesale grocers at 890 St. Lawrence Blvd., Montreal, however, admitted to a Canadian Grocer representative that Mr. Zahler had negotiated with them in connection with the purchase. Mr. Latsky emphasized the fact that from now on the wholesale firm which he represents will have no more to do with the chain of stores except that they expect to sell them all their grocery and produce lines.

A Queer Plan

Mr. Latsky admitted that the wholesale firm of Climan, Latsky and Schafran were responsible for the establishment of these stores in the first place, and he went on to explain the rather queer system under which the stores were operated.

"When we found a grocer who wished to establish a business for himself we told him that we would open up a Pure Food Store for him and start him out with a complete stock on the one condition that he deposit with them $1,000 as a guarantee of his account. He then started out to manage his own business just as every other retailer in the city does. He was free to buy from whoever he chose provided that we had the first chance to supply his needs at current prices. We encouraged him to seek prices from other wholesale firms, but when he quoted the price to us, we always endeavored to meet the prevailing market prices. For example, if one of the store managers heard of prunes selling at 14 cents a lb. and we were quoting 16 cents, if he called us and told us of the quotation, we would naturally quote 14 cents a lb. and if necessary lose something on it in order to supply the store. Our object has been to maintain list prices, but to meet all competition. The store manager makes the profit on his goods for himself and sets his own retail prices, or at least that was the plan up to the time when we disposed of the stores. The reason we were able to sell cheaper or at least the stores were able to sell cheaper, was that our system was cash and carry which eliminated the cost of delivery and enabled us to sell lower since we had the cash on hand as soon as the goods were turned over. You will understand that anybody can do business at a lower cost on the cash plan."

Mr. Latsky was anxious to establish the point that the Pure Food Stores had not been owned or operated by the wholesale grocery firm of Climan, Latsky and Schafran and that each store had been an independent unit up to the time the new concern had consolidated them. Yet it is strange that at one sweep all the stores, leases, stock rights to the name, etc., were taken over at the price, as quoted by Mr. Latsky of fifty thousand dollars. So far little can be learned about the present ownership of the stores except that Mr. Zahler will be the general manager and that American capital made the purchase.

HOW THESE GROCERS VIEW PRICE CUTTING

(Continued from Page 13)

"That certain wholesale houses are behind chain organizations in Western Canada," Mr. Burns declared, "was fairly well known. In Winnipeg and the Prairie Provinces the chain idea of distribution was not in vogue perhaps to quite the same extent as in parts of the East, but on the Pacific Coast the 'chains' were well organized. He believed the individual retail grocer should decide as to whether it is in his interests to buy from wholesale houses that were backing chain organizations."

Mr. Burns was east to Ottawa in connection with business not connected with the wholesale grocery trade, and returned to Winnipeg again on Tuesday evening of this week.

No Better Justification for Margarine

It is Common Experience Among Grocers That This Product Actually Keeps Down the Cost of Living—Prohibition of Sale of Margarine Would Not Help the Dairy Farmer a Whit in Raising the Price of His Export Butter

LET US preach a lay sermon on a text from an editorial note in the "Canadian Grocer" of last week:

"There is no doubt the dairy interests would .....boost prices of butter if it was not ..... because so many people would refuse to pay the higher price and use more margarine."

Could a better justification for the continued sale of oleomargarine be found? It is, according to evidence that is common experience among grocers, actually keeping down the cost of living. One may reasonably assume that this effect is most important in precisely those families where, under the present depression, every cent counts in the weekly budget. Naturally the greater number of such families is found in our towns and cities for the fact ought to be plainly comprehended by all Canadians that, however much it has been taught that Canada is an agricultural country, one-half of the population to-day is found in urban districts. It is a point on which people shall have to unlearn an old tradition if they are to understand. Perhaps not everyone in urban life is concerned in the economy which oleomargarine brings about. But it is reasonable to estimate that fully one-fourth of Canada's urban population and, consequently, one eighth of her total population in the Dominion, finds the economy worth considering. Now that makes roughly one million people to whom oleomargarine offers a food differing mainly from butter only according to their own preconceptions and prejudices, not actual food value.

The Grocer's Interest

The grocer and provision man have a direct interest in this matter. If oleomargarine were not available no more butter would be consumed. That is, the quantity of fat-yielding food would drop from the present total of sales by an amount represented by the difference in buying capacity of one-eigth of our population. The volume over the mass of consumers would drop. The turnover in the grocery trade would be less. Does any grocer want that contingency at present?

An article in these columns last week made it plain that the claim of the dairy interests about oleomargarine adversely affecting the price of butter in general is wrong. It showed that so far as consumption within Canada is concerned oleomargarine amounts to only four and a half per cent. of the production of butter. But. someone will say, here is a contradiction—can oleomargarine in such relatively small quantities steady the price of butter if it is only four and a half per cent. of production? It can, because the greater part of Canadian butter is produced for export and for a market which insists on a regular supply, where prices are set by the world demand, not by local conditions in the Dominion. Yet it is far otherwise in that portion of the butter trade which concerns the local market. That portion is as it were, the margin of the total supply. It is in the field that oleomargarine really plays its most important role in keeping prices of butter from soaring unduly.

Affects Domestic Butter Prices

Thus there is the singular position that while the prohibition of the sale of oleomargarine would not help the dairy farmer a whit in rasing the price of his export butter because it is as a drop in the bucket of world supplies, it prevents the domestic price running up to an undue height through, say, a local shortage or even a local "corner" of what is the margin of the much vaster trade.

In other words, the availability of oleomargarine has made it difficult for the domestic price of butter to run up and down wildly. Really this should be an advantage even to the dairy interests. It certainly is so to the grocer and the dealer who knows too well the difficulties and annoyances which follow fluctuation in their buying prices and readjustment of sale prices.

No Consideration of Poor

In all this there is no consideration taken of the vastly important point that even the poorest families in the land are not deprived of necessary palatable fats in their daily food. And all the world now knows what happened to the sixty-four million German people when in 1917-18 the Allied blockade cut off their supply of fats. Something to the same effect on a less acute scale would have happened perhaps to the families of the 200,000 workless persons in Canada last winter had oleomargarine not been available.

Seeks a Trade Route Between Canada and the British South Sea Islands

E. Jerome Dyer, a Fiji Planter, Interviews the Government at Ottawa—Says Tropical Fruits Could be Placed in Canada at Reduced Prices as Compared With United States and Central American Countries

OTTAWA May 8.—(Special).—With the object of establishing a trade route between Canada and the British South sea islands for the Canadian Government merchant marine and other shipping lines to the mutual benefit of both Canada and the islands, E. Jerome Dyer C. B. E., a Fiji planter, visited Ottawa a few days ago to interview the government. He was accompanied by Mr. Walsh, general secretary of the Canadian Manufacturers' Association.

Establishment of the proposed trade route would enable Canada to benefit by the 50 per cent. of preferential tariff adopted by the islands towards all British colonies, Mr. Dyer told the Ottawa representative of Canadian Grocer. This would place tropical fruit in Canadian Pacific ports at a greatly reduced price over imported fruits from the United States and Central American countries. Mr. Dyer stated that the South Sea Islands could sell bananas in Canada for 33 per cent. less than the present price charged by Central American planters. Canada to-day imported two million bunches of bananas annually at an approximate cost of over $12,000,000. Citrus fruits could also be sold at a lower price than Californian products.

The production of sugar on the islands is ever increasing and large quantities are being exported annually. The annual output averages around 100,000 tons. Cocoanut products, rubber, pearl shells for button manufacture and other products are available for export, Mr. Dyer stated.

The Accommodating Grocer

Pat went to the grocer to get an empty bottle. Selecting one that answered his purposes, he asked:

"How much?"

"Well," said the clerk, "if you want the empty bottle it'll be five cents, but if you have something put into it we won't charge anything for the bottle."

"Sure, that fair enough," said Pat, "Put in a cork."

Novel Ways of Increasing Seed Sales

Present Season Offers Grocers an Opportune Time to Stimulate Sales of Seeds—Some Ideas as to How Merchants Have Successfully Done This—Window Displays and Advertising Have Got Results

PUTTING sales effort behind seeds in the spring months is time well spent according to the experience of some grocers who have big sales every year in seeds, by catering to the demands of the amateur gardeners. Seeds are displayed in the windows, and well to the front in the store. One firm on the Pacific Coast in addition to displaying and talking seeds to the customers, advertised seeds in a way that meant a considerably increased volume of sales.

Spraying Chart on Dodger

Besides using generous space in the newspapers, both daily and weekly, this firm had splendid success with his direct mail advertising. He has built up a very valuable mailing list in the district of New Westminster and up the Fraser Valley to Chilliwack.

One of the pieces of mailing matter that have brought results is a "dodger" 12 x 8 inches. On this sheet—besides listing the various seeds with their price a chart was prepared for spraying. This chart is of such a practical character that for its sake the whole sheet is certain to be welcomed and retained.

Valuable Information Given

The various plants and trees and shrubs are listed; the next column lists the various pests to which each plant is subject; the next row lists what to use as a spray in each case; the next the dilution, and the fifth column indicates when the first spraying should be done as "immediately after blossoms fall" or "early in spring before buds are exposed," etc. The last column tells when second spraying would be most effective or warns when spraying must be discontinued.

In addition to this chart, which commends itself to every gardener, there is a table which indicates how much of each variety of seed is recommended by the experimental stations for seeding an acre or 100 feet of drill as the case may be.

The thought is then brought out that the logical place to buy the chemicals used in spraying is the Curtis store.

The seed list gains strength from the phrase "Government Tested."

The Friday market day, when the producers from miles around bring in their produce to the Municipal Market, is a weekly institution in New Westminster. This market is one of the most successful in Canada and has been in operation for many years. It makes Friday the big day for the retail trade generally and for that reason the larger merchants, use their biggest space in the papers on the Thursday. Aggressive tactics for this firm have kept the volume well up.

"It is necessary for the grocer to be alert to seize any opportunity for the addition of a side line that will be profitable," said this merchant, "and I can say that the seed business has responded well to our sales efforts."

Vine in a Candy Bucket

Another merchant who has been very successful in selling seeds in the spring months has some novel ways of doing things to increase turnover. One time he had an old shed with a sloping roof made from odd pieces of window sash, and this, with an oil stove going, served as a hot house. In it he would start a quick-growing vine, such as the morning-glory, perhaps in a candy bucket filled with rich soil. From the bucket would rise a bit of light lattice-work constructed in a fan shape and spreading at the top. The vine would be trained on the lattice-work, and, if he had any luck, he would have a flourishing vine long before anything of the kind was to be seen in neighboring yards or gardens. Then the outfit would be transferred to a sunny shop window. Piling empty cigar boxes around the candy bucket gave the base for a pyramid composed of packages of seeds. These envelopes were so heaped around the growing vine that it appeared to be literally springing from the packages of assorted seeds. The effect was startling in the extreme, yet it was simply obtained. Pedestrians would pause before that window, and many of them would buy.

Onions in Old Silk Hat

One spring this merchant raised a fine bunch of onions in an old silk hat; that is, he raised the onions in a hotbed and put them in the hat for display purposes. This particular exhibit he placed in the window with small card reading: "What a City Farmer Can Do." Then he scattered around packages of onion seeds. People would view this display with bulging eyes.

When early vegetables began to come in he would go to market and buy three or four bunches of fine radishes. Then he would fix up a shallow pan filled with earth, place it in the window, and arrange brown cloth around the pan. In one corner of the pan would be stuck a stick with a radish envelope on it, just as a gardener does it to mark his beds. The soil would be mussed up, a trowel inserted, and the radishes scattered around as if they had just been dug up. A few, in fact, would be peeping from the soil. The brown cloth would be trimmed with packages of radish seeds. The radishes would keep fresh for a couple of days. To people who came in he would hand one, also a knife, and tell them to try a radish with a little salt. About this time our local citizens would be ready to plant, and a view of actual radishes seemed to be very stimulating to seed sales.

"Gardening Means Health"

This astute merchant would get up a form and then have about three hundred letters run off on a mimeograph. To parents he would write something after this fashion:

(Continued on Next Page)

Facts About Seeds and Possibilities

In advertising their seeds, a firm in New Westminster, B. C., gave the following information showing the quantity of seeds required to produce a given number of plants and sow an acre:

Artichoke, 1 oz. to 500 plants	6 oz.
Asparagus, 1 oz. to 800 plants	1 lb.
Barley	120 lb.
Beans, dwarf, 1 lb. to 100 ft. of drill	60 lb.
Beans, pole, 1 lb. to 100 hills	30 lb.
Beet, Mangel, 1 oz. to 100 sq. ft. of drill	5 lb.
Beet, garden, 1 oz. to 100 ft. of drill	17 lb.
Brussels Sprouts, 1 oz. to 5,000 plants	3 oz.
Buckwheat	24 lb.
Cabbage, 1 oz. to 3,000 plants	4 oz.
Carrot, ¼ oz. to 100 feet of drill	3 lb.
Cauliflower, 1 oz. to 3,000 plants	4 oz.
Celery, 3 oz. to 12,000 plants	3 oz.
Clover, Alsike and Dutch	6 lb.
Clover, Alfalfa	15 to 25 lb.
Clover, Crimson Trefoil	10 to 15 lb.
Clover, Large Red and Medium	8to 12 lb.
Corn, Sweet, ½ lb. to 100 hills	12 lb.
Cress, ¾ oz. to 100 feet of drill	
Cucumber, 1 oz. to 100 hills	1 to 2 lb.
Flax, broadcast	28 lb.
Grass, Blue Kentucky	35 lb.
Grass, Millet	25 lb.
Grass, Mixed Lawn	50 to 100 lb.
Grass, Red Top, Fancy, Clean	8 to 10 lb.
Grass, Timothy	15 lb.
Grass, Orchard, Perennial, Rye, Red Top, Fowl Meadow and Wood Meadow	30 lb.
Kale, 1 oz. to 3,000 plants	3 lb.
Horse Radish Rots	10,000 to 15,000
Kohl Rabi, 1-3 oz. to 100 feet of drill	4 lb.
Leek, 1-3 oz. to 100 feet of drill	4 lb.
Lettuce, ¼ oz. to 100 feet of drill	3 lb.
Nasturtium, 2 oz. to 100 feet of drill	15 lb.
Onion Seed, 1-3 oz. to 100 feet of drill	4 to 5 lb.
Onion Seed for sets	10 to 80 lb.
Onion Sets, 2 lb to 40 feet of drill	500 lb.
Parsnips, ¼ oz. to 100 feet of drill	3 lb.
Parsley, ¼ oz to 100 feet of drill	15 lb.
Peas, garden, 1 lb. to 100 feet of drill	125 lb.
Peas, field	125 lb.
Pumpkin, ½ lb to 100 hills	3 to 4 lb.
Radish, 2-3 oz. to 100 feet of drill	10 to 13 lb.
Rye	100 lb.
Salsify, ¾ oz to 100 feet of drill	8 lb.
Spinach, ½ oz. to 100 feet of drill	8 lb.
Sunflower	8 lb.
Squash, 4 oz. to 100 hills	2 lb.
Tomato, 1 oz. to 1,000 plants	1 oz.
Tobacco, 1 oz. to 5,000 plants	2 oz.
Turnip, 1 oz. to 250 feet of drill	1 to 3 lb.
..tches	125 lb.

Merchant Must Watch Markets Closely

Grocer Giving Service of Delivery and Credit Finds it Necessary to Meet Competition of Chains and Cash and Carry Stores on Some Lines—Must Study Markets Carefully in Order to do so

"IT IS difficult for the regular grocer to meet the competition of the chain stores, and the cash and carry stores," remarked T. A. Macpherson, general merchant at Omemee, Ont., recently. Mr. Macpherson carries groceries, drygoods, millinery, boots and shoes, and he also has a bakeshop in connection with his place turning out about fifteen hundred loaves of bread a week. One side of the store is devoted to groceries, and Mr. Macpherson's turnover in these lines is in very good volume. Discussing the problem of the present day competition of the "chains" and the cash and carry idea, Mr. Macpherson declared that it was more necessary now than ever before for the regular grocer giving a service of delivery and credit, to watch the markets very closely. "The merchant today," he said, "must buy very carefully. He is practically forced to meet the competition of the chain stores on some lines. People only see the price, and are inclined to forget the accommodation of credit. One price and cash is what the trade should generally adopt. While our credit losses are not heavy—in fact they are the very minimum of loss—doing business on a cash basis certainly permits of beter prices. If people want credit they should be willing to pay for the privilege.

Turn Stock Over Once a Month

"We watch our stock very closely, and aim to turn the majority of lines at least once a month. It is only in following a plan such as this that the best results can be obtained. I aim to have nothing on my shelves that is not selling, and would rather sacrifice a line rather than have it lying on the shelf for too long a time."

Mr. Macpherson does not hesitate to introduce the new lines provided that he is convinced they are well worth while, and of reputable quality. This store in a village of eight hundred people has a well arranged, attractive grocery depratment. Equipment for the convenient handling of goods, and making for quicker service to the trade is to be found here. In fact goods are shown to the best possible advantage.

Conducting a bakery in connection with the grocery section is a good idea in a place the size of Omemee, according to the opinion of Mr. Macpherson. "We sell about 1,500 loaves of bread every week," he said. "It is the only bakery in the place, and while bakeries in the larger places such as Peterborough, ship bread in every day, we sell the bulk of the bread consumed here and in the country surrounding. We do a very large farm trade of course. Our bakery helps the sales of groceries, in this way. People coming in to get bread can very often be sold groceries, and too the fact of them coming for their bread they think they might just as well buy groceries too. Having the bakery and the bread supply gets them into the store."

This Enterprising Chinaman Advertises His Wares at Church

Vancouver, May 9.—The B. C. representative of Canadian Grocer was much astonished last Sunday, when on leaving the Presbyterian Church at City Heights, Vancouver, he was handed the following card by a beaming Celestial:

C. Y. HAPPY

Groceries, Fruits, Vegetables, Flour & Feed, Candies and Soft Drinks
4295 Main St., cor. 27th.

This enterprising Chinese grocer and his family were at morning service in full force, attending the mid-afternoon Sunday School and also evening worship. He passed out his cards at all services, advising all and sundry that he had now moved into their midst, would attend this church and hoped that all would deal with him.

There have been those unkind enough to suggest that certain regular church goers attended with mixed motives. It has remained for a yellow tradesman to have done with any pretense and show the possibilities along this line. The story is yet to be related of any Canadian retail merchants burning joss sticks to Buddah or Confucius and passing out their pasteboards on the same occasion.

1922 Coffee Crop in Brazil Will be a Short One

Montreal.—From present indications the 1922 crop of coffee in Brazil will be a short one. At a recent meeting of coffee dealers and roasters of the United States, the Committee in attendance from Brazil estimated the production from this district at about 8,000,000 or 9,000,000 bags. They based their estimate on personal knowledge from a trip through Riberrao, Preto in the Sao Paulo district. At that time conditions gave promise of an average crop, but the season turned out to be unfavorable and the conservative growers now estimate that the 1922 crop available for shipment through the ports of Santos will be between 5,000,000 and 6,000,000 bags. A bag of coffee weighs 132 lbs. With the decreased production the average quality of the coffee will probably be high, with large, well-filled berries, the strength of the trees will go to develop only a fraction of the usual number of berries.

NOVEL WAYS OF INCREASING SEED SALES

(Continued from Page 16)

"Do you want your children to be healthy and happy? Teach them to do intelligent gardening. Gardening means health, anl I would rather sell you the ounce of prevention than the pound of cure. Teach them to plan, to plant, and to dig. From the ground they will dig health as well as corn, and the corn will come in handy, too.

Drop in and look over our line of fine seeds."

One letter in particular that went only to people who owned their homes, and it went through territory far outside of his own jurisdiction is recalled. It went on to say:

"I built a house once and later tried to sell it for $5,000, about what it cost me. No offers could I get. This was before my gardening days. The house stood on a bare and unattractive lot. I spent $60 for grass seed, flower seeds, and plants. The next year I sold the house for $6,500. There's an investment that showed a profit."

This letter made a remarkable impression. As a matter of fact, good plants and shrubs will greatly increase the selling chances of a house.

During the season his seed window would usually have pasted on the front pane clippings from some farm publication. These clippings treated of various topics—how to grow radishes and then plant carrots or turnips in the same ground, the care of strawberry plants, how to grow cucumbers in a barrel, and so on. Always there was something fresh and something out of the ordinary, but it was all practical stuff. The farm papers fairly bristle with these things. And all day long you would see people walk up boldly or sidle up furtively to read those clippings.

"Human nature can't resist that bait," the boss would say. "Put a live tiger in your window, and what do you get? Just a curious crowd. None of them will ever want to buy a tiger. But the chap who reads about growing extra fine tomatoes in a back yard, with a subsoil of tin cans and a topsoil of wire bustles—he goes away thinking. He's apt to start a garden and buy some seeds."

Almost 4 Per Cent on Sales in Bad Year

This Grocer Has a Record That Indicates a Fine Showing and Ability to Handle His Business to Make it Pay in a Supposedly Bad Time—Another Merchant's Statement is Analyzed

By HENRY JOHNSON, Jr.

ANOTHER thing about my correspondence which greatly interests me is that grocers who have in them the seeds of success are the very ones who write frankly and in the attitude of self-searching for faults. The men who are least capable, who therefore stand most in need of counsel, are the ones, apparently, from whom I do not hear.

Two excellent examples of this condition I use this week.

Pacific Coast, March 21, 1922
Henry Johnson, Jr., Canadian Grocer.

Dear Sir:—I have been a subscriber to Canadian Grocer for years and your articles have been of special interest to me. I have never gone to you with any of my troubles. There are so many things in the way of efficiency on my part, or I should say inefficiency, that I do not know on which line to start..... I began business fourteen years ago with $800. At the end of 1921 my books showed that I had made above my living expenses and after charging off all doubtful accounts, $31,000. I have two general merchandisise stores, $13,500 stock in one, $10,500 in the other, not including fixtures. I did $127,000 in 1921 and after taking the loss on decline, made $4,900 clear profit. First: Am I carrying too much stock? Second: Do you consider the business okeh?

I think this man is to be congratulated on the showing made. He certainly seems to know how to handle his business. He made just short of 4% on his sales last year—a record equaled by few merchants in any line.

Being without definite information, I guess his average margin at 20% and assume the average of stock for the two stores at $24,000 throughout the year. On this basis, the turnover is 4.233 plus. That is not bad for a general merchandise business. Whether he can better that, depends on how easily he can get supplies. Not being familiar with his location, I cannot judge of his accessibility to markets.

Merchant's Judgment Must Be His Guide

The best anybody can do in such circumstances is hint. The live merchant will be able to use his judgment to advantage. Improvement might be made by reducing stock and thereby speeding turnover, because it is astonishing how much business can be done on how little stock if it is watched, if the want-book is diligently used and the stock thereby kept active. On the other hand, many a merchant located in an inaccessible district owes his prosperity largely to the fact that he carries the goods the people want and has a supply all the time. So one factor must be balanced against others before an intelligent decision can be made, and I assume that this man is capable of making it.

I am glad he brought up this question himself. It is one of the most important any man can ask himself. I can illustrate its importance by a story.

Only a short time ago I waited to talk to a grocer and while waiting I noticed a strong, pungent odor permeating the store, and I recognized the smell of an exhausted coal-oil burner. It came from an oil stove on which the grocer was heating water in which to dip a bag of prunes which needed reprocessing. They were hard, bone-dry and sugared. I figured that he had bought them thus in the bag, unprocessed, for a lower price than processed prunes in boxes would have cost—undoubtedly figured he was making a "good buy."

Thus he was making one turnover in months—his good buy was really good-by to profits—he was out shrinkage, time, trouble, plus the strongest kind of probability that the prunes, even when reprocessed, would not give satisfaction. Would that man have been better off from every standpoint to have bought processed prunes in boxes in a quantity such as he could sell in 30 days, then bought again, sold and continued that way—even at a somewhat higher price? I leave it to you. Think it over and act on your conclusions.

A "Nut" That Needs Cracking

Middle West, March 22, 1922
Henry Johnson, Jr., care Canadian Grocer.

Dear Sir:—We always read your business facts and hard nuts to crack. You sure do bring out the goodies or show one the worm. We are enclosing a 1921 nut which I would be pleased to have cracked and tell me with all the criticism and advice that is at your command; and if you find a worm, I would be glad to have you help us poke him out.

THE NUT.

Mdse. inventory, Jan. 1st, 1921	$ 3,990.04
Mdse. bought and paid for, 1921	31,677.17
Mdse. beginning 1921 unpaid	36.39
Mdse. end of 1921, unpaid	791.69
Mdse. inventory end of 1921	3,279.13
Total cash-and-carry sales 1921	38,655.01
Total expenses 1921	5,586.43

The expense account may seem quite large to you, but therein I have included $1,800 for myself as manager—$150 per month; my wife as one clerk, $1,040, or $20 per week; and our 15 year old boy whom we pay $312, or $6 per week. We own the store building and have included in expense $228 or $19 per month for rent, which covers two-thirds of the building investment, all taxes, insurance and repairs. After deducting our wages and rent from total expenses, we have $2,106.43 which went for stock, insurance, freight, express, dray, sacks, twine, wrapping paper, floor oil, sweeping compound, coal, light, awnings, postage and all extra help at rush times and all incidental expenses pertaining to the business. I might add that my wife and I started 13 years ago with a capital of $1,750. For nine years we ran a credit and delivery service and for the past four years we have run a cash-and-carry; and now our capital consists of property worth $17,500. During that time we have lived well and run the stuffing out of two new Ford and two Dodge cars.

Yours very truly, Cash-and-Carry.

I think you can see why my conscience did not bother me a bit in leaving that man without much attention until now! I wrote him briefly: "It is evident you are doing business on the right basis, never fooling yourself as to the actual cost of operating."

And indeed, I can think of little more I can write now, except on one or two points. For this man is a success in every sense of the word. He is a success, I take it, too, largely because his attitude is and has been one of frank partnership with his wife. "My wife and I started with $1,750 capital," he writes; and, without belittling him in any way, I feel that because such partnership exists and has prevailed from the beginning, is one important—probably the controlling—reason why he is so successful. Men who are willing to be frank will, I fully believe, agree with me.

In fact, I seldom find a merchant who began small and is successful that there is not a loyal woman in the case.

Some Items of Analysis

Taking stock at beginning of stated period, adding purchases and deducting

(Continued on page 19)

"It Pays to Sell Only Quality Goods"

This Grocer Finds a Bakery Department Increases Sales of Other Lines—Turnover of $50,000 Last Year—Business is Chiefly on Cash Basis but Credit Customers Are All Good

"OUR bakery department is a big drawing card for our store," Israel Brubacher of Elmira, Ont. told a representative of Canadian Grocer recently. "We sell a lot of bread and all kinds of pastry here. We carry a special kind of bread, and handle the lines of pastry made by one concern, and there is a very good inquiry for the same. They are the means of selling a lot of other groceries for us. People come into the store presumably for bread or pastry, and before they go out, they have been sold a lot of other things."

$50,000 Last Year

Last year the turnover in this store was in the neighborhood of fifty thousand dollars. Elmira is the centre of a thriving farming community, and a large business is done by Mr. Brubacher in eggs. Hundreds of cases are handled annually, and are shipped out to the cities. All eggs sold from this store are stamped. Thus if any of them prove to be below standard, they can be traced to the producer. It is the endeavor of this concern to guarantee every egg that goes out.

"We carry only the best quality goods and find that it pays," remarked Mr. Brubacher. "A reputation for quality is one of the best advertisements a business can have. It means a steady, satisfied trade. Customers who are well pleased with your service and the class of goods you sell, will tell their friends. We have found our turnover has been stimulated in this way.

"Our business is conducted mostly for cash, although we have a number of credit customers. However last year we had no loss at all, as a result of bad accounts. Ninety per cent. of the people in this town own their homes, and their business is good."

Nine Cases of Dates in Two Weeks

Speaking of the value of display as an aid to selling in this store, Mr. Brubacher remarked that their window was selling goods for them all the time. Recently a display of a certain packaged date was made, and in two weeks' time they had sold nine cases. This turnover was accomplished through a window display backed with a selling talk on the part of the staff. Mr. Brubacher has a big turnover in chocolates and has a special display case for showing the same. Equipment of a type to assist in sales and service to the customers has been installed. "Patented bins are a great convenience in the conduct of a grocery store," Mr. Brubacher remarked. "Everything is at your finger ends, and we figure that they do the work of a clerk. We also have bins for displaying fruits and vegetables that are very valuable. Since we have displayed oranges where people can readily see them, we find that they are selling much better.

Showing the interior of the store of Israel Brubacher, at Elmira, Ont.

To Handle Meats

"We have not up to the present been handling smoked and cooked meats but intend doing so this summer, commencing in the course of a week or so. We have had installed a refrigerator case for showing cooked meats. We have a slicer too and are anticipating a good turnover in these lines, especially in the summer months."

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4 PER CENT. ON SALES

(Continued from page 18)

stock at end, the cost of goods sold seem to be $32,388.08. Sales were $38,-655.02. Difference is $6,266.93. Deduct expenses of $5,586.43, and the net profit is $680.50. That figures around 1.08% on sales net. It is little, but it is known to be net—apparently. I say that because I have not taken into account what was owing on stock a year ago and now. If that be taken in there will be a loss shown—the difference between $755 increase in indebtedness and the $680.50 that now looks like net earnings.

The rent may be all right. The only question whereby that can be judged is to ask: For what could the building be rented to another for the same purpose? If you could get more for it, then it must cost you more. If you could not get as much, you still must bear all burdens because it is yours; but then it might be good business to look about for a purchaser and buy a location better suited to you. Probably that has all been thought out, however.

The expense ratio of a little less than 14½ per cent. does not look excessive to me—that is, not very excessive. Large chains of cash-carry stores in the West operate with a burden of around 12½ per cent. and probably an extra 2% is not out of line; but make sure on this. There is a great advantage in paying most expenses to yourself; but it is best to be right anyway. The gross earnings of less than 16¼% seem narrower than they need to be. I think that can be swelled a little—perhaps one per cent.

Freight, Express and Dray Not Expense

Here is possible confusion. This man says much of his expense is absorbed by freight, express, drayage. I have written many times that such items are not expense but portions of cost. Sometimes a man tells me that anyway he puts those things into cost. If he does, and if he also puts them into expense, I do not see how he can make his accounts balance. This man says he has read my stuff and apparently paid attention to it. I hope he will enlighten me on this, because if these items have been charged up double, that will make a big difference.

NOTE: Transportation items, including drayage, are to go into immediate cost and recovered on each sale of the goods. They have no more to do with expense than your invoice cost has to do with it.

THIS CHICKEN HAS 20-FT. TAIL

A remarkable breed of chicken with a tail 20 feet long has been on exhibition at a western poultry show. The fowl was developed in Korea and is known nowhere else in the world. For years it was limited to the coops of Korean royalty, but with the passing of that dynasty, the bird has been scattered to fanciers.

The fowl possesses a body similar to our own domestic chicken, and is covered with gorgeous plumage, with an immense tail. There are from 12 to 15 resplendent feathers to the tail piece, the central one terminating at least 20 feet from the body. In the sun the feathers shimmer in rich bronze, yellow, crimson and gold.

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Food Prices in Daily Press

ONE OF THE most determined drives that the retail merchants have ever made in Victoria in association work is being directed against the publication of wholesale food prices in the market pages of the daily newspapers. It is contended, and justly so, that no other trade is so annoyed by the often inaccurate reports of wholesale food values published daily in the press. The clothing trade, the drug trade, the hardware trade—no trade is affected in this way to the extent that the grocery trade is.

It is well known to those who meet the public that the average voter thinks, that if he can learn the cost price of the article he is buying, his astuteness and perspicacity should be rewarded by allowing him to buy at that figure. The average housewife concludes that the merchants retain what she pays. This is unconscious, of course, but when butter, eggs, bacon, etc., are quoted at wholesale in the paper, the consumer looks upon the margin added by the grocer as an iniquitous impost—the amount for which the retailer is gouging him. Recognizing that the knowledge of wholesale costs is a reason for friction and controversy between the consumer and the retailer, the merchants of Victoria are calling upon the newspapers there to drop this feature.

* * * *

Merchandising Schools

IN SOME AMERICAN cities, schools of merchandising are being organized, and the idea seems to be meeting with a fair amount of co-operation on the part of retailers. Some colleges have adopted a plan of inaugurating departments for the study of merchandising subjects, but the chief difficulty in this connection is the merchant's inability to get away from his business to attend. Short courses such as were conducted this past winter in the City of Winnipeg, have been valuable in assisting the retailer to solve many of his problems, but the plan being adopted in certain cities in the United States is one that can be readily adopted by any town or city of fair size, thus permitting of a wider scope of usefulness.

Specialized teachers in turnover, accounting, buying, selling, advertising, store management, educating clerks, knowing merchandise, will travel from place to place imparting knowledge to merchants and clerks.

In England merchandising schools have been in vogue for many years, and have a real educational value for the retailer and his clerk. In fact in the Old Land clerks cannot embark in the grocery business until they are fully capable of conducting a grocery store.

Merchants in all lines need a higher education in their business. Grocers can benefit by such courses. In the face of present day competition the grocer needs to be better equipped, better informed on merchandising methods. Courses such as it appears will be given in schools of this kind can hardly fail to be a real benefit to the retail grocer.

* * * *

Another Co-Operative Fails

THE FAILURE of the Workmen's Co-operative Association Nanaimo, B. C., again proves that it is better to leave the business of retailing merchandise to the legitimate retailer. The experience of this co-operative venture is said to be no different in any way from that of similar organizations elsewhere, when the customers have been the employers, with an absence of any central authority. Too much interference, and lack of loyalty on the part of members have operated against the success of these companies.

If managers were chosen solely for their administrative ability and their grocery knowledge, a co-operative store could be operated as successfully as any other grocery store, provided those who subscribed capital understood about how much net profit a well conducted grocery store would yield, after paying the necessary salary to attract good management.

Where, as has frequently been the case, the public in being induced to take shares in a co-operative store were promised 10 per cent. saving on their grocery purchases, and interest on their investment as well, it is only logical to expect that as the truth dawned upon the members, their zeal for the enterprise and their custom at the store suffered a serious decline.

Too frequently, the management is composed of the organizers who may or may not have some retailing knowledge, and who may or may not have some executive and financial ability. In the latter case the end comes sooner.

* * * *

About Depressions

ROGER BABSON, the statistician, has some wise things to say about depressions in business. Here are a few of his remarks on this subject:

> "Depressions are not caused by money stringency, as is popularly supposed. Depressions are caused by people trying to monkey with the multiplication tables and the Ten Commandments.
>
> "The condition of our business world depend upon three things: the integrity, the self control, and the inspiration of the majority of the people.
>
> "I put integrity first because honesty and confidence are necessary before we can build our business world. The cancellation of contracts, curtailment of credit, growing distrust between employer and employe and the general disease of getting all you can for a dollar instead of giving all you can for a dollar, break out in a period of prosperity and start things for the toboggans."

There are some ideas in the above worth while thinking over.

* * * *

Editorials in Brief

The right kind of a grocer will make good even in the wrong kind of a market.

No grocer yet has even succeeded in business by failing to observe its simplest rules.

Take all your cash discounts: that's the gravy of the grocery business

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Maritimes

James Moulson for many years in the grocery business in St. John, N. B., passed away very suddenly in that city recently. Latterly he conducted a coffee store. He was 75 years of age and was identified with the early organization of the Knights of Pythias, and ever since was prominently identified with it.

Ontario

The City of Guelph is having a Made-in-Guelph show this week.

The town council of Oakville is in favor daylight saving, having adopted the measure five to three.

The Grimsby Brokerage, has been appointed selling agents for the products of the Canning Co., Brighton, Ont.

Norman E. Boothby has taken over the business conducted by A. G. Gouldie of Dwight, Ont. in the Lake of Bays district.

W. H. Crooks, merchant in Coldwater, Ont. has sold to Roy Langman. Mr. Langman was formerly employed in the Crook's store.

The merchants of Beamsville, are closing their stores on Thursdays at noon, during the summer months, commencing May 4.

The grocers and fruit merchants of Coburg are asking the town council to pass a by-law closing their stores each evening at 6.15, except Saturday evening and the nights before holidays when the closing hour will be 10.15.

The Quaker Candy factory at 426 Queen Street, east, Toronto, was damaged by fire the other day to the extent of $2,000 on stock and $500 to the building.

The old established grocery business of Hooey and Son, Cobourg, was sold recently to D. Gehan, who has been managing a branch of the Dominion Stores in Cobourg.

Col. Wm. Spittal, president of the Battle Creek Toasted Corn Flake Co., London, Ont., and Frank Gordan, the manager, were in Toronto this week on a business trip.

T. Kluge representative O. A. Harlan & Co., San Jose, Calif., packers of dried fruits and canned goods, was a visitor in Toronto during the week.

John H. Trowbridge, grocery broker, 256 Albert Street, Ottawa, recently secured the agency for Wagstaffe Ltd., Hamilton, covering Ottawa and vicinity.

Alfred Johnston who for twenty-fve years conducted a grocery store in London, and who retired a year ago on account of ill health was found dead in bed one morning last week. He was 60 years old.

Edward E. Adams, pioneer fruit and vegetable merchant in the town of Leamington, pased away in Daytona, Florida, on Friday last. The late Mr. Adams with his wife had been spending the winter in Florida. He was 60 years of age, and is survived by his widow, two brothers and three sisters.

W. H. Edmunds, special representative of Wallace Fisheries, Limited, of Vancouver, is in Toronto calling on the wholesale grocery trade. Later he will cover the trade in Ontario. He has just completed a similar trip through Western Canada. Mr. Edmunds expects to be in Ontario about seven weeks.

Manufacturers and merchants of Oshawa tendered a complimentary banquet last Friday night to R. S. and G. W. McLaughlin of General Motors of Canada, Limited. It was an appreciation of the efforts of these gentlemen in bringing prosperity to this town, through the development of an export trade in the automobile industry.

William McRae, who passed away at his home in Waverley street, Ottawa, on Saturday last, conducted a general store in Northern Ontario for twenty-five years, afterwards starting in the grocery business in Sarnia, where he remained for nearly a quarter of a century. On his retirement five years ago, he removed to Ottawa.

The Comemrcial Travelers' Association of Canada held a well attended luncheon in the Oak Room of the King Edward Hotel, Toronto, last Saturday afternoon. A cot in the Hospital for Sick Children that will be known as the Commercial Travelers' Cot, will be endowed, as a result of the mite boxes placed on the tables during the last three luncheons. Adresses at this luncheon were dislivered by Rev. Dr. Geggie, F. Hirst, on behalf of the ex-soldiers' curative home, Meadowbrook Farm in the Niagara district, and S. R. Parsons on the International Labor Conference at Washington and Geneva.

Be sure and read the articles in next week's issue showing how merchants are increasing their turnover on candy, biscuits and ice cream.

A full report of the fourth annual convention of the Confectionery, Biscuit and Chocolate Industries, will appear in next week's issue.

Was City Traveller for the One Firm for Fifty Years

James Mortimer died suddenly last week at his residence, 341 Berkeley Street. On Saturdaf, April 29th, he celebrated his fiftieth anniversary as city traveller for Christie, Brown and Co., Limited, and was preparing for an extended trip to Great Britain and France. The late Mr. Mortimer was born at Pittendreigh, Keig, Aberdeenshire, Scotland, on May 25th, 1847 and came to Canada in April, 1872. He leaves four sisters living in Aberdeen, Scotland; five daughters. His daughter Isabel was a nurse in France and was wounded when the Germans raided the Canadian Hospital. There are also two sons, William C. of Winnipeg and Donald F. Another son, Charles Norman was killed in France on October 8th, 1916.

Toronto Grocers Are Getting Ready for Annual Picnic

Plans are proceeding splendidly for the big day of the Toronto grocers' section, when the annual picnic will be held to Cobourg, Ont. The day that has been chosen is Wednesday, June 14. The trip will be made to this Lake Ontario town on the steamer Corona. Dave Bell is chairman of the picnic committee, Donald McLean, treasurer and Donald Nicholson, secretary. The usual baseball match between the wholesale grocery travelers and the retailers is promised in addition to a long programme of races and other contests. The committee meets shortly to complete plans for this annual event.

This Week's Recipe

Lady Fingers

Half a cup powdered sugar, whites 3 eggs, yolk 2 eggs, 1-3 cup flour ¼ teaspoon salt, ½ teaspoon vanilla. Add sugar gradually to stiffly beaten egg whites, add well-beaten egg yolks, add flavoring; roll in flour sifted with salt. Shape 4½ x 1 inch, roll in sugar and bake on tin sheet in moderate oven.

Canadian Wholesale Grocers' Association Plan Convention for Next Month

Will be Held This Year at the Hotel Clifton, Niagara Falls, Ont.—12th, 13th and 14th of June Are the Dates Set

THE FOURTH annual convention of the Canadian Wholesale Grocers' Association will be held next month at the Hotel Clifton, Niagara Falls, Ontario. The dates that have been chosen are the 12th, 13th and 14th of June. Secretary A. C. Pyke told a representative of Canadian Grocer that a greater part of a day will be devoted to a conference with manufacturers. The association feels that wholesalers' relations with manufacturers is one of the most important subjects for consideration at the present time. It is felt that there are many vital problems looming ominously just now, and their proper solution depends in a very definite sense, upon the very best combined thought that can be brought to bear upon them. Thus this convention promises to be a very interesting one from both the wholesaler's and manufacturer's standpoint.

The Queen Victoria Park Commission are making special plans to entertain those attending the convention. Arrangements are also being made for the entertainment of the ladies, and one particular feature for them will be a day in Buffalo. An outline of the programme will be given in a subsequent issue.

Founder of the National Cash Register Company, Dayton, Ohio, Passes Away

John H. Patterson, an Outstanding Figure in the World of Trade and Commerce, Dies Suddenly on Train Bound for Atlantic City

JOHN H. Patterson, founder of the National Cash Register Company, Dayton, Ohio and chairman of the Board of Directors, died suddenly on April 7, on board train bound for Atlantic City. The late John H. Patterson was an outstanding figure in the world of trade and commerce. It was his business integrity and knowledge of human nature that built up the National Cash Register Company from a small beginning to the present large factory. Its product is known and has been a blessing to retail merchants almost throughout the entire world.

It was in the year 1879, when John Patterson, together with his brother were keeping store in a mining district about eighty miles from Dayton, Ohio, that his attention was drawn to the cash register. At that time the Patterson Brothers were doing a big turnover, but the store was not making any profits owing to the many leaks. John Patterson's attention was drawn to the cash register from its use by the inventor, one John Ritty, a Dayton merchant who besides using it in his own store was endeavoring to put the machine on the market. Patterson bought the first machine turned out by this Ritty. Crude and clumsy though it was, the machine immediately turned the store's loss into a substantial profit. Mr. Patterson's commercial instinct told him that the new invention had unlimited possibilities. "What is good for our store is good for every store in the world," he told himself. He investigated the situation and in 1884 he bought out the Ritty business. The success of the cash register after that is pretty well known to the business world.

The close study of human nature has always been uppermost in the heart of John H. Patterson and to understand his workmen more he had his office installed in the center of the main workshop. His business was one of the first to adopt the profit sharing system with the employees.

A French Building at the Can. Nat. Exhibition

Toronto, May 9.—M. Emile Naggier, the French Consul-General for Canada, visited the Canadian National Exhibition Grounds last week, together with M. Rochereau de la Sabliere, Toronto Consul, and a party of representatives of the Exhibition, the Board of Trade and the Canadian Manufacturers' Association.

In the evening the visitors were the guests of the Exhibition at dinner in the National Club, when the subject of a French building was broached.

M. Nagier expressed surprise at the extent and beauty of the Exhibition Grounds, and approved the erection of a French national building. Speaking of trade relationships between France and Canada, he said he would be happy, indeed, to be instrumental in creating a treaty between the two countries that would be a "highly satisfactory one to both countries."

H. N. Cowan Is New President of Confectionery Assoc.

Montreal, May 10, (Special).—The fourth annual convention of the Confectionery, Biscuit and Chocolate Industries of Canada was opened at the Ritz Carleton Hotel here yesterday. In the absence of the president William Robertson of Robertson Bros., Toronto, who had to go to England sooner than anticipated, A. D. Ganong of Ganongs Ltd., St. Stephen, N. B. took the chair. A telegram was also read from J. Allen Ross of the William Wrigley Co., expressing his regret at his inability to be present, on account of pressing business on a Royal Commission as well as sickness in his home. The treasurer's report was read by Colin Currie of London, Ont. The financial statement showed a good balance on the right side. C. J. Bodley, Toronto, presented the secretary's report

Mayor Martin of Montreal extended a welcome to the visiting delegates and gave an interesting address on the relationship between employer and employee. J. C. Copping, Montreal, manager of the Christie Brown Biscuit Co., also extended a welcome to the members of the association to Montreal.

The following officers were elected for the ensuing year:—President, H. N. Cowan, president of the Cowan Co., Toronto; vice-president, E. Littler of Walter M. Lowney Co., Montreal; second vice-president, Frank McCormick of McCormick Mfg., Co., London, Ont.; secretary, C. J. Bodley of C. J. Bodley Co., Ltd., Toronto; treasurer, Colin Currie of Perrins Ltd., London.

Canadian Grocer next week will contain a full report of the convention.

Epitaph

Here lies my little retail store—it cannot retail any more, but looks down sadly from the skies on growing skies that ADVERTISE.

This little business now is dead, the reason we can quickly tell, its owner had no business head, his window trimming looked like—nothing.

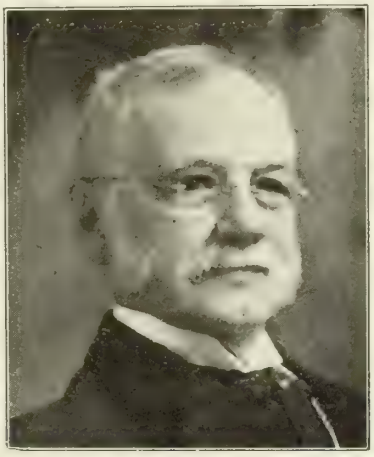
Under this store my business lies. It neither cries nor hollers. I didn't keep a cost account. I'm out ten thousand dollars.

My owner loathed competitors, and thought them men to fear, spent all his time in knocking them, and that is why I'm here.

Head of Chaput Fils, Cie, Limitee Celebrates 65 Years in Business

Charles Chaput, Veteran Wholesale Grocer in Montreal, Joined His Father's Business in 1857— Still Takes Active Interest as President

MONTREAL. May 9—Charles Chaput, president of L. Chaput Fils, Cie, Limited, wholesale grocers of Montreal, celebrates this month his 65th anniversary in the business. Mr. Chaput is now 88 years of age and takes a keen interest in the daily activities of the firm. Although his two sons, Emile and Armand Chaput have taken over most of the responsibilities of the firm, Mr. Chaput, Sr., firmly maintains that he is not a mere figure head in the business but the active president and manager of the financial end of the business. He is to be found at his desk every morning at 8 o'clock and states that with the exception of two months last year, when he was laid up with rheumatism, he has been constantly about the work of the business since the day he joined the staff as a packer and shipper in 1857.



CHARLES CHAPUT

Made His Own Bags

Mr. Chaput in reviewing the past history of the firm spoke with pride about the days when he wore a white apron in the back shop of his father's store and during the day packed orders and at night cut, folded and glued the paper bags for use the next day. In 1862 his father admitted him a partner in the firm and the same year the father moved his family from their residence above the store to their home in Notre Dame de Grace. At the time the firm occupied a small building on a lot which is now situated at the corner of St. Peter and Commissioner Streets in this city. They later built a larger building across the street and in 1889 the present site on De Bresoles street.

Started with Retail Business

Mr. Chaput is a gifted bi-lingualist and although born in a French family and brought up among Frenchmen in a French city, spoke in fluent English to a Canadian Grocer representative about the history of the grocery business in Montreal. Speaking of the early development in his father's business he said, "In 1842 my father started a grocery business which was mainly a retail store since there were only about 54,000 people in this city at that time. The character of the grocery store was much different to that of the present day and although the grocer did not carry the wide variety of specialty lines and delicacies that he does now, he dealt in almost as wide a variety of necessities. The grocer supplied everything from gunpowder to dried and salted fish and in fact he was the backbone of the community which was clustered below the south east end of Mount Royal. On Saturday night we would work in the store until 11 o'clock and then my father would call a cab and have me sent home to Notre Dame de Grace, a drive of a little over an hour. Frequently I was sound asleep before the cabman got me home but every Sunday morning for six years I got up and played the organ in the church in Notre Dame de Grace. When the business prospered and the city began to spread out we felt the need of a delivery and our first horse and wagon was purchased. We felt considerable pride in the fact that our wagon was rattling over the streets of the city bearing the name of the firm. From that time on with the growth of Montreal our firm grew and branched out as the population of the city and province spread out."

BAKING INDUSTRY PRODUCTS OVER SIXTY MILLION DOLLARS

The baking industry in Canada turned out products to the value of $61,800,633 in 1920, according to the report prepared by the Dominion Bureau of Statistics covering the operations of 1,769 establishments. The amount of capital invested in the industry was $23,612,654. There were 9,940 employees receiving an aggregate of $11,522,456 in salaries and wages. Materials cost $38,239,135. There were 737 plants in Ontario and 599 in Quebec. This survey does not cover the biscuit and confectionery industry, which was dealt with in another report. It was difficult to make a line of distinction since many plants are engaged in both baking and biscuit-making. The establishments were classified, however, according to the most important line of products in each case.

Bread production was valued at $51,564,995; materials used included 2,396,800 barrels of flour, 2,167,864 pounds of malt, 3,576,149 pounds of yeast, 41,854 barrels of salt, 10,888,277 pounds of sugar, 501,914 pounds of butter, 6,613,809 pounds of lard, 387,227 pounds of glucose and 88,632 gallons of syrup.

HYDROGEN PEROXIDE IS SALEABLE IN DRUG STORES ONLY

Toronto, May 9.—Hydrogen peroxide in a deteriorated condition is dangerous was the verdict of the private bills committee in refusing to take this common remedy outside the pharmacy act to permit stores other than drug stores to sell it to their customers.

This decision prevents the sale of hydrogen peroxide in general stores throughout the country. Especially the Woolworth Company desired the bill to pass. The bill was introduced on the initative of the Woolworth Company on account of the decision of the courts last year that hydrogen peroxide could not legally be sold in the Woolworth stores. R. G. Ivy, legal representative of this company, asked for a change in the present act.

"Paris green, a strong poison, is sold in all country grocery stores. Why, then, eliminate hydrogen peroxide?" was the argument.

THE WEEKLY HALF HOLIDAY

IN many cities, towns and villages throughout the Dominion, merchants will be closing one afternoon each week and as in other years Canadian Grocer will again publish a list of the municipalities wherein there is a half holiday each week. It is important that this list be accurate and that every locality be represented as business houses have found this list a valuable one in assisting them to plan the trips of their representatives.

We therefore request merchants to fill in this coupon and return at their earliest convenience.

Name of City, town or village .....

On what day do stores close?.....

Beginning..... Ending.....

Daylight Saving, beginning..... Ending.....

Name and address .....

Window Displays Increase Turnover

Wm. Rowntree & Sons, Dundas Street, West Toronto, Make Window Display That Results in Greatly Increased Turnover—Value of Window Display Cannot be Overestimated in Stimulating Sale of Any Line

"WINDOW displays are selling goods all the time for us," C. H. Weeks, of Wm. Rowntree & Sons, Dundas Street, West, Toronto, told a representative of Canadian Grocer the other day. Mr. Weeks looks after the windows for this firm. They are changed every week and sometimes twice in the week. The windows are the best advertisement that can be got for anywhere near the money, this firm believes, and thus great importance is attached to the way in which goods are shown in them. The windows, in Mr. Rowntree's opinion are the eyes of the store, and through them people are attracted inside. And once they are in, it is not a difficult matter, this grocer claims, to sell them goods.

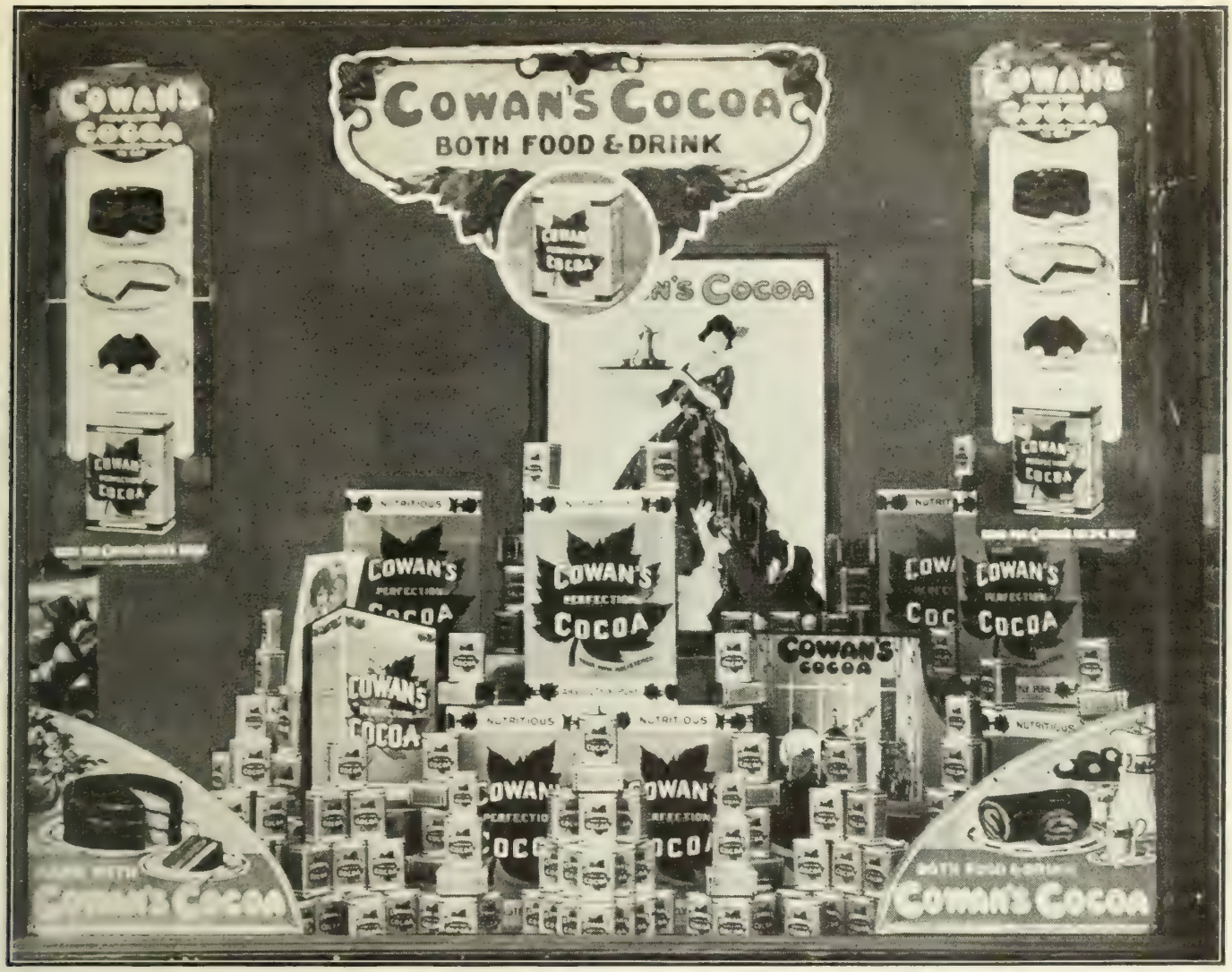
A Long Established Store

Wm. Rowntree & Sons have been long established in the grocery and butcher business in West Toronto. Their store is looked upon as one of the finest in the city, and the name Rowntree in West Toronto and the surrounding country is a household word. While the history of this business dates back for many years, this firm has not stood still but with the coming on the market of new facilities for the more convenient handling of trade, Rowntree & Sons have been quick to install them. Thus it is that their store to-day represents an establishment fitted with all the modern devices that go to make a grocery such as this, an attractive place in which to shop.

An Attractive Store Front

The Rowntree store is situated on a corner, but fronting on Dundas Street are two large windows. Presenting as they do a very attractive store front, they catch the eye of the hundreds of people who pass this way every day. Being close to the terminal of the Toronto Suburban Railway, they serve not only a large population in West Toronto but people coming from outlying villages and farming communities nearby. Thus in keeping their windows dressed all the time, they are drawing business to the store. One window is devoted to the grocery department, while the other serves to show the meats and other produce lines that are sold in the meat section. In this latter department the importance of display is not lost sight of, for not only is the window used, but there are long glass-enclosed counters, that are kept at an even degree of cold, through a system of coils that are connected with a central freezing plant in the basement. Under this long array of glass are shown tempting "cuts" of meats, vegetables and other produce lines.

Illustrating an interior view of the store of Wm. Rowntree and Sons, Dundas Street, West, Toronto—Since this photograph was taken, the partition at the back of the store has been removed and a fruit department provided for.



This very attractive window display featuring Cowan's cocoa was dressed by one of the salesmen of Wm. Rowntree and Sons, Dundas Street, West, Toronto.

Doubles Sales of Vegetables

During the week preceding Easter, special attention was directed to the sale of imported fruits and vegetables. The window was dressed with the choicest of the new strawberries, tomatoes, head lettuce, new cabbages, carrots and beets. Sales of these lines were more than double on the Saturday preceding Easter, than on any previous day. Five cases of lettuce, 20 cases of tomatoes, 3 hampers of carrots, and 5 barrels of cabbages were all disposed of on this day. Approximately 1,500 dozens of eggs were sold on the Saturday preceding Easter.

Extra Profits from Window Displays

"We are having evidences in the way of increased business all the time," Mr. Weeks remarked, when asked as to actual results from window displays. "Two weeks ago we had a display of Cowan's cocoa. Now we are very enthusiastic about Cowan's products. They are made in Canada, and the employees largely live in our own community. Thus in boosting their sale, we are not only selling a reputable line of unquestioned quality, but we are helping an industry in our own midst.

"For one week we had the window filled in an attractive arrangement of the tins of cocoa in various sizes. In addition to the window display, we also had a display on the counter, and on a table in the centre of the store. Every clerk was instructed to talk cocoa to customers, but we believe that the display in itself was quite effective in bringing about sales. People passing the store, as well as people who actually came into the store were caught with the display, and I am sure a great many were reminded to buy.

"As a result of the special effort directed towards Cowan's cocoa, we disposed of approximately ten cases of the half pound tins. We feel sure that the display not only increased the sale of this cocoa during the week that it was in the window, but it served to stimulate the continued demand for this article. Yes, the value of a good window display, coupled with the selling effort of the clerks cannot be under-estimated. It gets an article moving every time."

Cowan's Help the Dealer

When a merchant makes a window display of Cowan's products, he is not only urging the sale of superior goods, but he is connecting up his store with an extensive national advertising campaign. National advertising in magazines, newspapers and billboards stimulates sales and makes more profit for the merchant, and when a company like the Cowan Co., go even further and offer the most attractive window cards and display matter in addition to their general advertising, it creates an opportunity for profit that few aggressive merchants should overlook.

"Cowan's certainly help the dealer and their profits are well worth while."—(Advt.)

Grocers Will Discuss Many Problems

Retail Grocers From Various Points in Ontario Will Come Together in Convention in Toronto Next Week—Big Programme Will Engage Attention for Two Days

TORONTO, May 10.—Arrangements are being completed for what Secretary W. C. Miller declares, will be one of the biggest conventions of grocers ever held in the Province of Ontario. Grocers of Ontario will gather at the Prince George Hotel on Wednesday and Thursday of next week for a two-day convention. On this occasion problems of the greatest interest to the retail grocery trade will be discussed. An opportunity will be given for general discussions, and it is the earnest wish of those in charge that everyone present will avail himself of the opportunity to express his views on matters and problems that are engaging the minds of every retail-grocer to-day. From the programme given here, it is at once evident that the subject matter that will be covered at this convention is wide and of paramount importance to grocers generally.

Secretary W. C. Miller is looking for a very large attendance next week. Ottawa, Hamilton, London, Stratford and many of the other larger centres in the province are expected to send large delegations. W. J. McCully a grocer in Stratford, and chairman of the Ontario Provincial Board, R. M. A. will preside. Opportunities will be given the delegates for visiting many of the food manufacturing plants in Toronto. The Toronto retail grocers' section will act as a reception committee, and will do all in their power to make the occasion one of both pleasure and profit for the visiting grocers.

PROGRAMME

Wednesday, May 17, 1922.

The Opening Session—10 o'clock, sharp.

1.—Registration of delegates.

2.—Official welcome and reception. His Worship, C. A. Maguire, of Toronto; J. B. Tweedell, President, Toronto Branch, R. M. A.; Jerry Burns, Esq., President, Toronto Retail Grocers' Section; trade representatives. Replies thereto.

3.—Chairman's Address—W. J. McCully, Esq., President, Ontario Provincial Board.

4.—Secretary's Report—W. C. Miller, Esq., Toronto.

5.—Appointment of Committees; (a) Committee on Legislation; (b) Committee on Resolutions; (c) Committee on Question Box; (d) Committee on Membership.

6.—Address—D. W. Clark, Esq., Toronto.

7.—Fifteen minute talks on the following subjects: (a) Increasing Sales; (b) System and Salesmanship; (c) Profitable Side Lines; (d) Departmentalizing Your Store. Queries and discussions on the above subjects.

Adjournment.

8.—General Session—Business resumed at 2 p.m. sharp. Fifteen minute discussions on the following subjects: (a) Do Manufacturers When Suggesting Resale Prices on Grocery Products, Consider the Merchant's Overhead; (b) The Canned Goods Situation; (c) Are the Present Methods of Distribution Satisfactory. Queries and discussions on the above subjects.

9.—Address—E. M. Trowern, Esq., Secretary, Dominion Board and Dominion Executive Council.

10.—Address—"How to Keep Business in the Home Town." General discussion.

11.—Consideration of proposed Legislation.

12.—Receiving of resolutions.

13.—Address—"Window Display an Asset in Merchandising."

14.—Address—"The Retail Grocery Situation for 1922." Queries and discussions.

15.—Fifteen minute talks on the following subjects: (a) Problems of the Retail Grocers; (b) How to Stop Leaks in Your Business; (c) Is Motor Delivery the Most Economical? Queries and discussions on the above subjects.

16.—Address—H. J. Daeger, Esq., Chief Food Inspector.

Adjournment.

THURSDAY, May 18th, 1922.

17.—Registration of delegates.

18.—Conference—General session. Business resumed at 10 a.m. sharp.

19.—Official introductions.

20.—Conference with manufacturers, wholesalers and jobbers. General discussion.

21.—Receiving and consideration of resolutions.

22.—Opening of Question Box and discussion thereon.

23.—Address—"Wanted Merchant Statesman." F. M. Humble, Toronto. Adjournment.

24.—General session. Business resumed at 2 p.m. sharp.

25.—Report of committees.

26.—Election of officers.

27.—Unfinished business.

28.—New business.

29.—Adjournment.

GOD SAVE THE KING.

TURNING AN ACCIDENT INTO PROFITS

What happens when your clerk accidently breaks a glass jar or some other piece of display furniture around the store? Do you just scold or do you plan to make the new one increase sales and cover additional cost?

Not long ago a clerk in a Western Ontario store, in taking a can of tomatoes from a high shelf, dropped the can through the top of the silent salesman completely smashing the glass. The cost of replacing that piece of glass was going to cost the merchant a considerable sum of money. But he eventually hit upon a plan that not only put the case in good condition but also built up an extensive business on an article that was not enjoying as large a sale as it might.

In next week's issue this story is dealt with in detail and shows just how one merchant turned an accident into profits.

Improvement is General in Western Business Conditions

"Business is slowly but surely picking up in Western Canada," stated George H. Campbell of the George H. Campbell Sales Co., of Winnipeg, to a Canadian Grocer representative in Toronto this week. "Conditions are gradually improving and the improvement is general, all over the west right out to the coast," he added.

'To what do you attribute this improvement?" he was asked.

"To the natural spring optimism of the west; to the fact that in most of last year's dry belts they have had recent heavy snowstorms which will ensure sufficient moisture for a long time; to the good crops anticipated this year and also to the increases in grain prices."

Mr. Campbell spent most of the time in Toronto at the office of the Pure Gold Manufacturing Co., whom his firm represents in Western Canada. He returned to Winnipeg on Wednesday.

RED INK IS EFFECTIVE

AN effective collection appeal is made by the following letter used by a retail grocery house. The success of this letter has been traced to the red ink used to emphasize the fourth paragraph. This paragraph—in this case it reads "Charles B. Blank, account overdue, $105"—is always typed in red letters.

Dear Sir:

Your name in red ink on our letter is something we want to avoid. You do too, I am sure.

Here is the way the account now stands:

"Charles B. Blank—bills receivable—$105."

But unless we receive a check by the 17th, here is the way our bookkeeping department will have to enter it:

"Charles B. Blank—account overdue—$105."

The bad feature about this entry is the effect is has on our credit man. But then your check before the 17th prevents all this.

Yours for good credit,

WESTERN CANADA NEWS

Mr. Copeland, representing C. and J. Jones, brokers, of Winnipeg, was a recent visitor to Vancouver.

Sainsbury Bros., have been appointed agents in Winnipeg for the Northern B. C. Fisheries Ltd. Vancouver, salmon packers.

Preston Harcourt Dilts of Cameron and Heap wholesale grocers of Regina was recently married to Miss Eunice Crawford.

Ward, Watkins, Lowe Ltd., Vancouver, packers of Crabs have appointed Sainsbury Bros., as their Winnipeg representatives.

Tees and Persse, Winnipeg, have been appointed representatives for Swans Down Cake Flour manufactured by Igleheart Bros., of Evansville, Indiana.

J. Angus Taylor, sales representative in Canada for Lea and Perrins, who has been covering the trade in Western Canada, spent a few days in Winnipeg with their western representatives W. L. MacKenzie Co.

C. T. Aver of the Cudahy Co., of Toronto is on a business trip to Winnipeg visiting their western representatives Donald H. Bain Co. Mr. Aver is going to cover Manitoba, Saskatchewan, Alberta and British Columbia for his firm.

W. A. Bowron of Bowron Bros., Hamilton, who has been covering Saskatchewan and Alberta in the interests of his firm stopped off at Winnipeg and visited Stroyan-Dunwoody, their western representatives, before returning east.

H. M. Metcalf, general manager of the Grimsby Fruit Growers Ltd., is on a business trip to Winnipeg and other western cities. While in Winnipeg Mr. Metcalf called on the trade with their western representative, Stroyan-Dunwoody.

Matthew Snow of Winnipeg, recently appointed by the government to fill the vacancy of the board of grain commissioners of Canada, caused by the retirement of Commissioner W. D. Staples, has arrived in the city to commence his new duties. Commissioner Snow has been identified with the western grain business for years in a private capacity and latterly as secretary of the North West Grain Dealers' association.

A. M. Myers, Western Manager of Sainsbury Bros., Winnipeg has returned from the Pacific coast. While there he made a visit to their principals the Oregon Growers' Co-operative Association of Salem, Oregon. He states they are cleaned up in dried fruits and in discussing business conditions with packers, brokers, and jobbers at the coast reports that a much more optimistic condition now prevails and business is looking brighter all along the line.

WALTER ING

The new secretary of the Vancouver Branch, R. M. A.

New Secretary of Vancouver R.M.A. is Given Welcome

Vancouver, B. C., May 8.—A large and representative gathering of Vancouver retailers assembled around the luncheon board at the Grosvenor Hotel, Monday noon, May 1, to welcome the new secretary of the Vancouver Branch. Walter Ing, leaves the secretaryship of the New Westminster Branch to take up the Vancouver office left vacant by the resignation of R. H. Fairley.

The president of the Vancouver branch H. C. Wilson, was at the head of the table; "Bob" Millar the first Vancouver president of the R. M. A. was a speaker, and many of the Vancouver and provincial executives were present. The function was enlivened by "community singing" led by Roy Hunter, Coast representative of the Maclean Trade-papers. After Mr. Millar's remarks re the work still to be done before the retailer, as a class, will get the recognition to which he is entitled, the retailers rose, and with much enthusiasm sang, "I Ain't Nobody's Darling" the theme of which might possibly date back to the time when the "Board of Commerce" was "touring the Provinces."

Walter Ing, in his remarks, outlined to the merchants along what lines the future development of association work might follow. He made a plea for more membership and promised a 25 per cent. increase in membership by convention time in July. He gave great credit to the Westminster Branch and said that many of the plans followed there would be well worthy of emulation in the Vancouver association.

The appointment of Mr. Ing seems to have met with very general satisfaction among Vancouver retailers.

Former Manager of B. C. Grocery Meets Death In Launch Accident

William H. Moore of Burnaby, B. C., at one time manager of the East Burnaby Branch of the "Model Grocery," Matheson and Jacobson, lost his life recently when his foot became entangled in the anchor chain of his launch, and he was dragged by his anchor to the bottom of the Fraser River. By an accident, the hawser had not been attached to the chain, and there was no way in which he could be hauled back. On account of the depth and speed of the current diving was impossible.

"FROM PRODUCER TO CONSUMER" SAYS THIS CHINESE DEALER

"Lillooet Produce Co., from producer to consumer, direct from our own ranches." This is the legend on a Chinese vegetable dealer's window on Pender Street, Vancouver. The Oriental controls, it is stated, quite 90 per cent. of the Ashcroft district, and at least 50 per cent. of the Lillooet district. However it is sufficiently unusual as to be noticeable when one stresses this point of ownership on his window.

Western

Carders' Grocery, Vancouver, has changed hands. Mrs. D. F. Donaldson has sold to Margaret E. Hewitt. Mrs. Donaldson is opening a new business at Kerrisdale, B. C., under the name, Donaldson Handy Shop, at 3007 39th W.

Lack of water or fire protection of any kind in the village of Demaine, near Lucky Lake, in Saskatchewan, resulted in the better part of the business section being destroyed when fire from an unknown cause broke out a few days ago in a cafe. The estimated loss is $40,000.

The Overwaitea Co., which now operates retail specialty grocery shops in New Westminster, Nanaimo, Prince Rupert, Kelowna, Penticton, and Kamloops have moved its Vancouver headquarters recently to 1181 Richards Street, (near Davie). The new home is more spacious and besides a large free warehouse, a bonded warehouse has been established.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

MARKETS AT A GLANCE

THE raw sugar market was quiet during the week. Large offerings of Cubans were made at 2½c c. & f. New York, but did not attract a great deal of interest from buyers. Some business transpired at 2 3-8c c. & f. New York. Fairly heavy sales of Porto Ricos and Philippines developed at 3.86c and 3.88c, New York basis, total sales of which running to 16,000 tons.

There are 150 central factories grinding the Cuban crop as against 195 for the same period last year. The weather in Cuba continues very dry for the growing of next season's crop.

Canadian refined sugar situation in Canada is very unsettled. The official list is unchanged at $5.90 Montreal basis. In Montreal and Toronto this quotation can be considered purely nominal as wholesalers are entirely ignoring refiners' lists and quoting considerably below list prices. It is also rumored that certain refiners are doing business below the Montreal parity.

Opening prices are named on the new pack of Hawaiian pineapple which is higher than a year ago, with stocks strongly held and in small supply. New pack lobster is also in a strong position at higher prices than the last pack. Canned vegetables are moving in good volume with quotations generally unchanged and firm.

Rolled oats are firm while trading in bulk cereals is quiet and usually of a consumer character. Prepared breakfast foods are showing a better movement with market conditions fairly steady.

There are no new developments in the tea markets. The situation, however, continues strong with a likelihood for some further advances in quotations to the retail trade.

In dried fruits, prunes continue to show a good movement with prices strongly held. Currants are fairly steady while raisins indicate a weakness. Rices are firm but spot quotations are unchanged.

QUEBEC MARKETS

MONTREAL, May 10.—Although cutting continues in sugar, the attention of the grocery trade seems to be focused on that market and many retailers are speculating, buying fairly large quantities to put in reserve for the summer. Canned goods still show some price cutting. Canned fruits in particular are reduced, in many cases, in order to unload before the new pack is offered. Some wholesalers quote a ten per cent discount on jams to unload. There is a feeling that the opening price, which will likely be made known in June, will be easier. The rice market is firm but some wholesalers are cutting on Texas, Siam and Chinese rice. Molasses is unchanged but some of the special prices have been revised bringing up the price one and two cents a gallon. The spice market is unchanged. Strawberries are higher with smaller arrivals. The quality of oranges received is poorer and late Valencias are filling requirements in most cases. Many of the fresh vegetables imported are higher in price. New potatoes are easier but tomatoes have been forced up.

CANNED GOODS UNCERTAIN

Montreal

CANNED GOODS.—There is little or no change in the condition of this market. Prices are uncertain and cutting is still holding sway. In canned fruits prices are low and plums of standard grade are sold as low as 90c. per doz. Canned corn, peas, tomatoes and beans continue to be cut in price. Buying is only for small quantities even at the low prices and retailers have a suspicion that the opening prices on the new pack will be much lower than last year on account of the stand the wholesale grocers have taken in the past three or four weeks.

CANNED VEGETABLES

Asparagus, imported (2½s)	5 00	5 25

Montreal

Beans, golden wax	1 50	2 05
Do., Refugee	2 10	2 15
Cabbage, Simcoe, 2½s	180	....
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob,) gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 55	1 60
Do., 2s	....	1 40
Do., 2½s	1 80	1 75
Do., gallons	....	6 25
Parsnips, Simcoe, 2's	1 80	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 50
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s	....	3 25
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80

CANNED FRUITS

Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 60	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.	....	18 50
Cherries, red, pitted, heavy syrup, doz. 1	....	3 20
Do., 2½	....	3 50
Do., 2	3 20	3 30
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Raspberries 2's	....	3 75
California Peaches—		
1s	....	2 90
2s	....	3 25
2½s	....	4 40
Strawberries, 2's	....	3 30
Peaches, heavy syrup—		
2's	....	2 75
2½s	....	4 20
Pears, 1s, Keiffer	....	4 30
Do., 2-lb.	2 45	3 10
Yellow cling, halves	....	2 60
Yellow cling, sliced	....	2 60
2's	....	2 80
2½s	....	4 20
Bartlet Pears	....	3 40
Greengage Plums, heavy syrup.	2 20	2 00
Lombard plums, heavy syrup, 2-lb.	....	2 40

CEREALS QUIET

Montreal

CEREALS.—There is no change in the cereal market. The demand is slow at this season and prices are steady although there is considerable cutting locally.

CEREALS—		
Rolled oats, bag	3 35	3 50
Oatmeal	....	3 75
Pearl Hominy	..	1 40
Corn meal	2 50	2 80
Graham Flour, 98 lbs.	....	7 65
Buckwheat Flour	....	4 25
Pot Barley	....	3 25
Pearl Barley	....	3 85
Beans, Ont.	....	3 50
Do., Can.	....	3 30
Lima Beans	....	0 06
White beans	....	0 07½
Green peas, dried	0 03	0 05¾
Split Peas	....	0 07¼

STRONG FUTURE TO COFFEE

Montreal

COFFEE.—There is no change in the local coffee market but reports from

Brazil and from the United States indicate a strong future. This market has been gaining strength slowly but steadily and its present position is strong with a tendency towards an advance.

COFFEE—

Mocha	0 50
Java	0 45
Maracaibo	0 40
No. 1 Blind compound	0 35

CALIFORNIA RAISINS WEAKER

Montreal.

DRIED FRUIT.—The currant market is firm with a fair movement and as no great stocks are held locally this market may be expected to follow the trend of primary markets. California raisins show an easier trend but Smyrna sultanas are holding their own with a premium of about 4c. over California raisins. Candied peels are steady in price with only a limited demand.

DRIED FRUITS—

Apricots, fancy		0 33
Do., choice		0 27
Do., slabs		0 22
Apples (evaporated)	0 20	0 21
Peaches (fancy)		0 28
Do., (choice)		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Choice Mixed		0 28
Lemon		0 28
Orange		0 28
Citron		0 44
Raisins		
Valencias	0 25	0 27
Sultana unbleached		0 20½
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown	0 25	0 27
Fancy seeded (Bulk)	0 18	0 19
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.		0 24
Do., 16 oz.		0 26
California Seedless, in bulk.		0 23
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, Excelsior, (36 10s), pkg.		5 00
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary, (36-10 oz.)		7 75
Loose	0 10	0 12
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼'s, lb., 7 crown		0 40
Do., 2½'s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, 5 Crown, 10 pounds	0 24	0 26
Do., 12 ounce packages		0 25
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), mats.		0 09
Do., Turkish, 3 Crown lb.		0 22
Do., 5 Crown, lb.		0 28
Do., 7 Crown, lb.		0 30
Prunes (25-lb. boxes)—20-30s		0 32
40-50s		0 10½
50-60s		0 15
60-70s		0 14½
70-80s		0 14
80-90s		0 12½
90-100s		0 12

PACKAGE GOODS UNCHANGED

Montreal

PACKAGE GOODS.—There is no change of note in package goods. The market is fairly steady although price cutting has to some extent upset the list prices on many lines.

PACKAGE GOODS—

Breakfast, food, case 18		3 50
Cocoanut, pound packages, per lb.		0 34
Do., ¼ lb. packages		0 37
Corn Flakes, 3 doz. case	3 40	2 40
Cornmeal, yellow, 24s		2 85
Rolled oats, 18's		2 00
Rolled oats, 20's		5 00
Aluminum package, 20s		6 25
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		2 55
Hominy, pearl or gran., 2 doz.		3 00
Scotch Health Bran (20 pkgs.)	case	3 50
Pancake Flour, case		7 1[illegible]
Pancake flour, self-raising, do.		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat, 36s, case		6 40
Do., 20s case		3 50
Self-raising flour (3-lb. [illegible] doz.		2 25
Do., (6-lb. pkg.) doz.		4 40
Do., buckwheat flour, per doz.		1 50
Corn starch (prepared)		0 09
Corn starch, 1 lb. pkgs.		0 07½
Potato flour		0 14½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 35
Shredded wheat		4 45
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		0 09¼
Celluloid starch, 45 pkgs., case		3 30
Malt Breakfast Food, (36 pkgs.)		9 60
Macaroni		3 75
Spaghetti		3 75
Egg noodles, Quaker		2 25
Canadian cheese loaf, lb.		0 30
Swiss cheese loaf		0 42

TEA DEALERS AWAIT BUDGET

Montreal

TEAS.—There is little change in the condition of the local tea market. Cable advices report that Colombo is slightly easier than London on black teas and there is little likelihood of any change in domestic prices until the government announces its policy in the budget.

TEAS—

Pekoes	0 38	0 45
Broken Pekoes	0 45	0 60
Orange Pekoes	0 50	0 70
Broken orange Pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
Above retail prices range of quotations to the		
Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

WALNUTS HIGHER ABROAD

Montreal

NUTS.—The nut market in general is quiet with only alimited demand except in walnuts which show an advance in France. Cable reports state that sales have been made which show an advance of 125 francs. Prices locally have been much above import costs recently. This increase will have no effect upon this market apart from strengthening the local position. Other lines are unchanged in price.

NUTS—

Almonds, Tarragona, per lb.		0 19
Do., shelled	0 46	0 48
Valencia shelled almonds		0 44
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily,) per lb.		0 16
Brazils, shelled		0 38
Do., Barcelona		0 15½
Peanuts, Jumbo		0 15½
Do. shelled No. 1 Spanish		0 10½
Do., salted red		0 17
Do., shelled, No. 1 Virginia		0 12½
Peanuts (salted)—		
Fancy wholes, per lb.		0 34
Fancy splits, per lb.		0 29
Pecans, shelled	1 00	1 50
Walnuts, Grenoble in shell		0 33
Walnuts, Marbot	0 26	0 28
Do., new Naples		0 26
Bordeau	0 65	0 67
Do., Chilean, bags, per lb.		0 40
Do., Bordeaux, shelled		0 72

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

SUGAR IS INTERESTING

Montreal

SUGAR.—Sugar market stands in a particularly strong position although up to the middle of the week there has been no change in the refiners' price. Cutting has been rampant in this market and retailers have bought sugar as low as $4.70 a hundred. The New York market for raws is strong and local refiners state that even at the price of 2⅜c. for raws c. i. f. New York it is hard to make purchases. One refiner stated definitely, that there would be an advance in the price of refined sugar this week. The retail trade seems convinced that this advance is to come and many have bought in fairly large quantities for the future.

SUGAR—

Granulated sugar, per cwt.	5 90
Do., barrels	5 95
Granulated, gunnies, 5-20	6 10
Do., cases, 20 5-lb. cartons	6 30
Do., gunnies, 10-10	6 20
Do., cases, 50 2-lb. cartons	6 40

SPICES UNCHANGED

Montreal.

SPICES.—There is no change in the spice market. Prices have a steady tone and the demand is only for small lots to meet immediate requirements.

SPICES—

Allspice	0 18	020
Cassia, pure	0 25	0 26
Cassia compound		0 18
Cocoanut, 20 lb. pails, per lb.		0 22½
Do., sweetened, lb., packages		0 34
Chicory, (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 32
Pure, ground		0 35
Cream of Tartar, French pure	0 44	0 60
Do., American high test	0 65	0 80
Whole Cloves		0 55
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs, whole—		
Do., 64, lb.		0 30
Do., 80 lb.		0 28
Do., 100 lb.		0 25
Do., ground, 1 lb. tins		0 30
Pepper, black		0 24
Do., white		0 32
Do., white, compound		0 18
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Do., black, compound		0 15
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Turmeric	0 25	0 30

STRONG POSITION OF RICE

Montreal

RICE.—The rice market is steady, locally, with a stronger tone evident in primary markets. Millers claim that available supplies will not meet the demand until the new crop is available and that higher prices may be expected. Local wholesale prices show no change and are below present cost of replacement. Prices on broken grades rule easy. Stocks of rice carried locally are fairly heavy and an advance is not expected in the immediate future.

RICE—

Carolina, extra fancy	0 07½	0 08
Do., fancy		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Rangoon, B, per cwt.		5 75
Texas rice		0 05½
Tapioca, per lb. (seed)	0 07½	0 08½
Do., (pearl)	0 07½	0 08½
Do., (flake)	0 07½	0 08½
Honduras		0 07
Siam		0 14½

MOLASSES ON FIRMER BASIS

Montreal

MOLASSES.—There has been no change during the past week in molasses. Prices showed a decline a week ago and seem to be on a fairly steady basis although there is a wide margin in the quotations made by the different wholesalers. Local dealers express the

view that the present basis for molasses is a fair one since prices during the winter were higher than primary markets warranted. There is no change in prices of corn syrups. This market is steady with a fair movement.

MOLASSES—		
Puncheons, Island of Montreal	0 59	0 60
Barrels	....	0 63
Half barrels	....	0 64
Puncheons, outside of Montreal	....	0 58
Fancy molasses in tins (ginger bread)		
No. 2, 2-doz. per case	....	4 20
No. 3, 2-doz. per case	....	4 60
5-lb. tins	....	3 95
10-lb. tins, per case	....	3 60
These prices are temporarily nominal.		
CORN SYRUPS—		
Barrels, about 700 lbs.	....	0 05½
Half barrels, about 350 lbs.	....	0 05¾
Quarter barrels, about 175 lbs.	....	0 06¼
2 gals., 25-lb. pails, each	....	2 00
3 gals., 38½-lb. pails, each	....	2 35
5-lb. tins, per case	....	4 20
10-lb. tins, per case	....	4 00
24 2-lb. tins	....	3 75
WHITE CORN SYRUP—		
24 2-lb. tins	....	4 25
12 5-lb. tins	....	4 70
6 10-lb. tins	....	4 50

MAPLE SUGAR EASIER

Montreal

MAPLE PRODUCTS.—A feature of the market for maple products was the weaker feeling that developed during the latter part of last week on maple sugar and prices showed a reduction of from 1c. to 2c. per lb., which is due to the increased offerings, and sales were made at from 15c. to 17c. per lb. for light grade. The market for maple syrup is steady.

STRAWBERRIES ADVANCE

Montreal.

FRESH FRUITS.—The feature of the fruit market is the poor quality of oranges arriving. There are some Valencias of fairly good quality but the average run is poor and prices remain firm. Grape fruit is steady in price with a good movement and strawberries show a stronger tone with some smaller supplies arriving. The price has advanced to 18c. and 20c. a pint basket and 38c. and 40c. a quart in crate lots.

FRUIT—		
Apples, Greenings	10 00	10 50
Spys	12 00	14 00
Baldwins	9 50	10 00
Boxes, 175s, 210s,	3 75	4 50
Bananas (as to grade) bunch	6 00	7 00
Lemons, California	5 50	6 00
Lemons, 300s-360s, Mesina	4 00	....
Grape Fruit, Porto Rico	6 50	7 00
Florida, grape fruit	7 50	8 00
Spys	10 00	12 00
Domestic	....	6 00
Russets	8 00	9 00
California navels	8 00	9 00
Oranges, late Valencias,	6 50	7 00
Porto Rico Oranges	....	5 00
Seville bitter oranges, 200s	....	4 50
Do., Blood Oranges, half boxes	....	3 75
Malaga grapes, kegs	13 00	15 00
Tokay grapes, per crate	....	4 50
Blue and green grapes, per bas.	0 40	0 50
California Pears, per case	....	7 00
Cranberries, per box	....	9 50
Strawberries, per box, Louisiana	0 18	0 20
Pineapples, per crate 24s	6 50	7 00
Do., 36s	5 50	6 00

TOMATOES ARE ADVANCING

Montreal

VEGETABLES.—Higher prices on most new vegetables are noted. New beets are up 25c. and wax and green beans are advanced to $6.50 and $7 per hamper. Green peas are a little easier at $5 to $6 per hamper. New potatoes are down to $11 per barrel but Mississippi cabbages are slightly higher. Cucumbers are lower but tomatoes are getting scarce and higher in price.

VEGETABLES—		
Asparagus, bunch crate	8 00	9 00
Beets, new doz. doz.	1 50	1 75
Green beans	6 50	7 50
Wax beans	....	6 50
Cauliflower, per crate	4 00	4 50
Cabbage, local, per bbl.	2 50	3 00
Cabbage, new crate	5 50	6 00
Carrots, new per doz.	1 25	1 50
Celery, imported, crate	9 00	9 50
Mushrooms, 3 lb. basket	2 50	3 50
Florida, lettuce, hamper	....	10 00
Parsnips, bag	....	1 50
Peppers, green, per crate	7 00	8 00
Montreal Potatoes	1 15	1 25
New Potatoes (Bermudas) per barrel	11 00	12 00
Do., per lb.	....	0 15
Egyptian Onions, per 100 lbs.	6 50	7 00
Australian Onions,	9 50	10 00
Texas, crates	3 50	4 00
Tomatoes, fancy	....	6 50
Do., choice	....	6 00
Spinach, barrel	7 50	8 00
Cucumbers, basket	4 50	5 00
Green Peas, per hamper	5 00	6 00
New turnips, per doz.	....	1 50
Parsley, per doz.	....	2 00
Radishes, per doz.	....	1 00

ONTARIO MARKETS

TORONTO, May 10.—The sugar situation continues unsettled. Refiners' lists are purely nominal as wholesalers are quoting considerably below the list prices. Rolled oats are in a strong position with millers' quotations advanced. The movement of bulk cereals, however, is quiet due to the nearness of the warm weather. Prepared breakfast foods show an increased demand but market conditions and quotations are fairly steady. One brand of macaroni and spaghetti is quoted at a lower price. New pack canned pineapple is quoted higher while other fruits and vegetables are firmly held. Rices indicate some advances in the near future. Nuts are quiet on spot but foreign markets are inclined to be stronger. Dried fruits show little change other than a slightly lower price on certain brands of seeded raisins and Thompson's seedless in bulk. The local situation on teas continue to indicate higher values. Coffees are strong while spices hold steady. New fresh vegetables are arriving freely at easier quotations. Pineapples are lower while lemons are in a strong position and slightly higher.

FIRM BEAN MARKET

Toronto

BEANS.—The market is firm with prices generally unchanged, although in some quarters a special price of $3.90 a bushel is quoted. Shipments of imported beans have not yet arrived on this market.

BEANS—		
Ontario hand picked, per bu.	....	4 10
Do., No. 1 lb. pickers, per bu.	3 90	4 00
Cal. Limas, per lb.	0 11	0 11½

CANNED PINEAPPLE HIGHER

Toronto

CANNED GOODS.—It was intimated in these columns a few weeks ago that the new pack of Hawaiian sliced pineapple was likely to bring higher prices. The opening prices are now announced and are higher than the opening prices of last year and higher than the recent wholesale prices to the retail trade. Delmonte, No. 2 tins are advanced to $3.65 per doz.; Paradise brand No. 1 tins are quoted at $1.95 and Libby's No. 2 tins are $3.75 per doz. Canned vegetables are generally firmly maintained. Aylmer standard peas are advanced in some quarters to $1.85 per doz. but some wholesalers are quoting certain independent packs as low as $1.50 per doz. Golden wax beans are inclined to be firmer in price with some of the fancy packs quoted as high as $2.35 per doz. Fruits show little change in quotations but are moving freely.

CANNED GOODS—		
Shrimps	2 40	2 90
Salmon—		
Sockeye 1s, doz.	....	5 60
Do., ½s, doz.	....	3 25
Alaska red, 1s.	....	4 25
Cohoe 1s, doz.	....	2 90
Do., ½s, doz.	....	1 45
Pinks, 1s, doz.	....	1 50
Lobster ½-lb., doz.	4 15	4 25
D., ¼-lb. tins	2 75	3 00
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	1 80
Herrings in Tomato Sauce—		
Ovals 1s per doz.	1 75	2 15
Ovals ½s, per doz.	....	1 30
Kippered Herrings—		
Ovals 1s, per doz.	1 75	2 00
Ovals, ½s, per doz.	....	1 30
Canned Vegetables		
Peas, standard, doz.	1 80	1 85
Do., Early June	2 15	2 25
Do., Sweet Wrinkle	....	2 40
Do., Extra Sifted	....	3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.	....	2 15
Do., Golden Wax, fancy, doz.	....	2 35
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.	....	6 60
Canadian corn	1 20	1 50
Tomatoes, 2½s doz.	1 70	1 80
Do., Gal. No. 10 tins, doz.	5 95	6 25
Pumpkins, 2½s	....	1 80
Do., gal., No. 10 tins, doz.	1 50	1 60
Spinach, 2½s doz.	....	2 95
Pineapples, sliced, 2½s doz.	....	3 75
Do., sliced, 2½s, doz.	....	4 25
Apples, gal. water pack, doz.	....	5 60
Do., gal. steam pack, doz.	....	6 80
Do., 2½s, doz.	....	1 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.	....	3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Blueberies, 2s	2 35	2 45
Strawberries, 2s, H. S.	4 50	5 00
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	3 00	3 25
Do., 16 oz. doz.	3 50	3 90
Do., 4s, each	0 85	1 07
Strawberry, 12 oz. doz.	....	3 05
Do., 16 oz. doz.	3 25	3 60
Do., 4s, tins	0 95	0 92
Raspberry, 12 oz., doz.	2 40	3 05
Do., 16 oz., doz.	3 25	3 60
Do., 4s tins	0 35	0 90
Marmalade—		
12 oz., glass, doz.	2 25	2 45
16 oz., glass, doz.	2 75	2 90
No. 4 tins, each	0 58	0 65

ROLLED OATS STRONG

Toronto

CEREALS.—Trading in bulk cereals is quiet and usually of a hand to mouth character: both wholesalers and retailers preferring to carry light stocks now that the warm weather is at hand. Some millers have advanced quotations on rolled oats to $3.25 per bag and intimate that another advance is coming soon. The wholesale trade, however, continue to quote below this figure.

CEREALS—		
Barley, pearl, 98s		5 00
Buckwheat flour, 98s		5 50
Barley, pot, 98s		3 75
Barley Flour, 98s		6 25
Cornmeal, golden, 98s		2 80
Oatmeal, 98s		4 75
Corn flour, 98s		3 15
Rye flour		3 75
Rolled oats, 90s	2 95	3 10
Rolled wheat, barrel		6 25
Cracked wheat, bag		5 00
Breakfast food, 98s		4 75
Rice flour, 100 lbs.		10 00
Flaxseed, 98s		7 00
Peas, split, per bag	6 25	6 75
Marrowfat Green peas, Ont.	7 75	8 50
Graham flour, 98s		3 75
Whole Wheat Flour		8 85
Wheat Kernels		5 25

LITTLE CHANGE IN COFFEES

Toronto

COFFEES.—Although primary markets indicate a strong position with prices considerably higher than six months ago, spot prices continue unchanged and the tendency is that present prices will hold for some time to come.

COFFEE—		
Java, Private Estate	0 51	0 53
Begotas, lb.		0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.		0 35
Rio, lb.	0 23	0 25
Santos		0 35
Mocha, lb.	0 52	0 55

ONE BRAND MACARONI LOWER

Toronto.

PACKAGE GOODS.—An increased demand is noted for prepared breakfast foods. Quotations, however, are steady with practically no change in market conditions. Quaker macaroni and spaghetti is reduced 60c per case, making the new price $3.15 per case of 24 Sixteen ounce packages.

PACKAGE GOODS—		
Rolled Oats, 20s, round case		5 00
Do., 18s, case		2 00
Do., 20s, square case		5 00
Do., Aluminum Prem., 20s		6 15
Corn Flakes 36s, case	2 70	3 50
Porridge Wheat, 36s, reg., case		6 00
Do., 20s, family, case		6 80
Package Peas, per doz.		0 90
Cornstarch, No. 1, lb. carton		0 09
Do., No. 2, lb. cartons		0 07½
Laundry Starch		0 07
Do., in 1-lb. cartons		0 07¾
Do., in 6-lb. wood boxes		0 11¼
Do., in 6-lb. tin cannisters		0 14½
Celluloid starch, case		4 00
Potato flour, 1-lb.		0 14½
Fine Oatmeal, 20s		5 75
Cornmeal, 24s		2 30
Farina, 24s		3 25
Barley, 24s		2 75
Self-rising Pancake Flour, 24s		2 70
Buckwheat Flour, 24s		2 70
Self-rising Pancake Flour, 18s		3 85
F. S. Hominy, gran. case		3 00
Do., pearl, case		3 00
Scotch pearl barley case		2 70
Puffed rice pancake flour, 24s		2 90
Marcaroni 30-16 oz. per case	3 15	3 75
Do., 30-8 oz. per case	2 00	2 20

RAISIN PRICES LOWER

Toronto

DRIED FRUITS.—Prunes continue to be the active article in the dried fruit list but there is practically no change in either the local or primary market conditions. New York prices on prunes are still below the parity of Coast prices, but there is more interest being taken and it is expected that prices there will soon be brought in line with Coast values. Raisins are still the weak feature in dried fruits. Local prices are lower this week; seeded in 15 oz. packages are down one cent while Thompsons oil dipped in bulk are also quoted lower.

DRIED FRUITS—		
Citron caps, 12-lb. boxes, lb.		0 46
Lemon caps, 12-lb. boxes, lb.		31
Orange caps, 12-lb. boxes, lb.		0 32
Mixed containing 4½ lb. lemon per lb.		0 35½
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½ lb. orange 3 lb. citron caps, 3 dozen per case, per doz.		4 35
Currants—		
Greek Filliatras, cases	0 14½	0 15
Do., Patras	0 15	3 15½
Dates—		
Excelsior, pkgs., 3 doz., in case		2 85
Dromedary, 3 doz. to case		7 50
Do., 4 doz. to case		3 90
Fard, per lb.		0 26
Hallowee dates, per lb.		0 12½
Do., Sair		0 07¾
Prunes—		
30-40s, 25s		0 22
40-50s, 25s		0 18
50-60s, 25s	0 15½	0 16½
60-70s, 25s		0 14½
70-80s, 25s		0 14
80-90s		0 12½
100-120s, 50s, per lb.		0 09¾
Raisins—		
California, Sultanas, lb.		0 22
Do., 11-oz. pkts.		0 19½
Seeded, 15-oz. pkts	0 18	0 19
Do., 11-oz. pkts.	0 17½	0 19½
Seedless, 15-oz. pkts.		0 25
Thompsons, seedless, bulk		0 19½
Valencia, Spanish	0 19½	0 20½
Clusters, boxes, 20 1-lb. pkg.		6 65
Smyrna Sultanas		0 23½
Muscat, 25 lb. box		0 19
Evaporated apples	0 19	0 19½
Figs—		
Natural bags, 30 lb.		0 10½
Layer, 4 Crown		0 30
Layer, 7 Crown	0 28	0 35
Pulled, 10-lb. box, per lb.		0 34
Pulled, 1-lb. box, each		0 20
Do., 2-lb. box, each		0 36
Mats	0 09	0 09½
Peaches—		
Choice		0 20
Choice, extra		0 22½
Standard		0 18½
Apricots—		
Choice		0 32
Standard		0 28

HONEY QUIET

Toronto

HONEY.—The market is quiet with last season's production closely cleaned up. Quotations are unchanged.

HONEY—		
5-pound tins, per lb.		0 17½
10-pound tins, per lb.		0 15½
60-pound tins, per lb.		0 15
Comb., per doz.	8 75	4 50

QUIET NUT MARKET

Toronto.

NUTS.—Generally speaking, trading in nuts at the present time is dull and the business transpiring is mostly on a consumer basis. Primary markets, however, continue to indicate a strong situation.

NUTS—		
Almonds, Taragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian		0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, strip, lb.		0 22
Do., sweetened, lb.		0 22
Do., shred		20
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 18	0 20
Do., medium		0 12½
Mixed nuts, bags 50 lbs	0 20	0 25
Pecans		0 27
Shelled —		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 28	0 37
Walnuts, Bordeaux, lb.	070	0 75
Do., Manchurian, lb.	0 45	0 50
Do., broken		0 41
Jordan Almonds	0 70	0 75
Peanuts, Spanish, lb.	0 10½	0 11
Pecans, lb.	0 78	0 80
Brazils, lb.		0 55

TEAS FAIRLY STEADY

Toronto.

TEAS—The primary markets are fairly steady and the high level of values are generally maintained although there has been a slightly easier tone on certain grades. The local situation continues very strong chiefly due to the fact that present prices to the retail trade have never been in line with the higher values in primary markets. The reduction of 4d per pound in the British tariff, has had the effect of greatly stimulating the consumption of tea in Great Britain, especially of the better grades, but will have little effect on the situation here. The Japan market for the new crop is expected to open this month and already predictions are indicating even higher prices than last year. Stronger tendencies on green teas are manifested by the civil war in China and if it continues for any length of time there is a likelihood for some advances on greens.

TEAS—		
Pekoe Souchongs	0 38	0 45
Pekoes	0 40	0 58
Broken Pekoes	0 45	0 68
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans		0 67
Do., seconds	0 50	0 55
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

Above prices give range of quotations to the retail trade.

SUGAR UNSETTLED

Toronto

SUGAR.—Refiners' official list contines on the basis of $5.90 Montreal, or $6.24 Toronto. Wholesalers, however are still cutting prices and are absolutely ignoring list prices and there are also rumors that certain refiners are also cutting list quotations. The wholesale quotations to the retail trade range from $5.80 to $6.10 per cwt. for standard granulated.

SUGAR—	
St. Lawrence, extra gran., cwt.	6 24
Atlantic, extra gran.,	6 24
Acadia Sugar Refinery, ex. gran.	6 24
Dom. Sugar Refinery, ex. gran.	6 24
Canada Refinery, gran.	6 24

Differentials: Granulated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20., 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.

SYRUPS STEADY

Toronto

SYRUPS.—The market is steady with quotations unchanged.

SYRUPS—	
Corn Syrup—	
Barrels, about 700 lbs., yellow	**0 05½**
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	**4 25**
Cases, 5-lb. tins, white, 1 doz. in case	**4 70**
Cases, 10-lb. tins, white, ½ doz. in case	**4 50**
Cases, 2-lb. tins, yellow 2 doz. in case	**3 75**
Cases, 5-lb. tins, yellow, 1 doz. in case	**4 20**
Cases, 10-lb. tins, yellow, ½ doz.	**4 00**
Sugar Syrup—	
Cases, No. 2 tins 24 to case	**4 50**
Maple Syrup—	
8 lb. tins, 10 to case, per case	14 50
2½ lb. tins 24 to case, per case	13 25
10 lb. tins, 6 to case, per case	11 50
5 gal. cans	11 00
1½ lb. tins, 24 to case, per case	7 50
5 lb. tins, 12 to case, per case	12 25
1 gal. tins, 6 to case, per case	13 20
Maple sugar, 1 lb. blocks, per lb.	0 18
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 00
No. 3 tins, 2-doz. case	6 20
No. 5 tins, 1-doz. case	4 40
No. 10 tins, ½-doz. case	4 05
Pails—No. 1	1 15
Pails, No. 2	1 70
West India, gal.	0 30
Molasses, table grade—	
No. 2 tins, 2-doz. case	6 25
No. 3 tins, 2 doz. to case	8 70

No. 5 tins, 1-doz. case		7 20
No. 10 tins, 1-doz. case		6 85
Pails—No. 1		1 60
Pails—No. 2		2 65
Pails—No. 5		6 70
Pails No. 5		3 35

NO CHANGE IN SPICES.

Toronto

SPICES.—Quotations are unchanged under a fair movement of a consuming nature.

Cassia	0 22	0 24
Cinnamon	0 30	0 35
Cloves	0 60	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 55
Mustard, pure	0 35	0 40
Pastry		0 21
Pickling spices		0 18
Mace		0 65
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.	0 60	0 70
Do., 80s		0 35
Chillies, lb.		0 50
Nutmegs, selects, whole	0 26	0 40
Do., ground		0 35
Mustard seed, whole		0 20
Celery seed, whole		0 40
Coriander seed		0 18
Caraway seed, whole		0 30
Curry Powder		0 35
Cream of Tartar—		
French, pure	0 35	0 40
4-oz. packages, doz.		1 75
2-oz. pkgs., doz.		0 90

STRONG RICE MARKET

Toronto.

RICES.—Quotations on spot are unchanged but nevertheless are firmly maintained, reflecting the strong condition of primary markets. There is considerable talk of higher prices prevailing in the near future, the claim being made that local prices on certain varieties are lower than replacement costs.

RICE—		
Honduras, broken, per lb.	0 05	0 08
Do., fancy	0 09¾	0 10½
Blue Rose, fancy	0 07¼	0 08
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 05
Chinese, XX		
Do., Simiu	0 10	0 11
Do., Mujin, No. 1	0 09	0 10
Do., Pakling	0 07½	0 09
Rangoon	07	0 07½
White Sago	0 08	0 08½
Tapioca, per lb.	0 06⅞	0 07½
Do., fancy	0 09½	0 10

SAL SODA REDUCED

Toronto.

MISCELLANEOUS.—A & H Sal Soda is quoted at a lower price of $2.60. Jello jelly powders are reduced to $2.85 per case of three dozen while Jello ice cream powders are quoted at $2.70 per case. Ice cream pails, including paper bags are quoted as follows: ½ pints, $10 per M; pints, $12 per M; and quarts, $17 per M.

VEGETABLES TEND LOWER

Toronto

VEGETABLES.—New vegetables are arriving in fairly heavy shipments every day and prices generally show a reduction. Local asparagus is offered at $3.50 to $4 per basket of 2 doz. bunches. New green beans are quoted at $5 per hamper and wax beans at $5.50 per hamper. The potato market has a slightly firmer tone but there is practically no change in quotations.

VEGETABLES—		
Potatoes, Ontario	1 15	1 30
Do., Cobblers, seed	1 75	2 00
Do., New Florida, No. 1 bbls		9 50
Do., No. 2 bbls.	6 50	7 00
Carrots, per bag	1 75	2 00
Turnips, per bag	0 85	1 00
Parsnips, per bag		2 00
Onions Texas, case		4 00
Do., sack, 100 lbs.		9 00
Celery, Florida		6 50
Head Lettuce, iceberg case	4 50	5 00
Sweet potatoes, per hamper		2 75
Mushrooms, per bkt.		2 50
Shallots, per doz.		0 90
Green Onions, local, doz.		0 30
New Carrots, bushel bkt.		2 50
New Beets, bushel bkt.		2 50
New Cabbage, large crate		4 50
Radish, per doz.		1 00
Green peppers, per doz.		1 00
Tomatoes, Florida, 6 bkt. crates	3 75	6 50
Egg Plant, per doz.		4 00
Spinach, per bushel		2 50
Green Beans, hamper		5 00
Wax Beans, hamper		5 50
Asparagus, 2 doz. bun., to bkt.	3 50	4 00
Parsley Curley, doz. bunches		1 00

PINEAPPLES LOWER

Toronto.

FRUITS.—Shipments of Cuban pineapples are arriving freely and quotations are lower at $5.25 to $5.75 per case. Lemons are in a strong position with prices up 50c per case now quoted at $4.50. Strawberries are in good demand with quarts offered at 28c. Messina navel oranges are offered in ½ boxes at $3.75 and Messina blood oranges are quoted at $3.25 per ½ box.

FRUITS—		
Oranges, Valencias	6 00	7 25
Do., Messina, blood		3 25
Do., Messina, Navels		3 75
Lemons, Messina		4 50
Bananas, per lb.		0 07½
Apples, B. C. boxed	3 50	4 25
		Per case.
Grape Fruit, Floridas 54s		6 50
Do., 64s, 70s.		7 00
Do., 80s, 96s, 126s		7 50
Rhubarb, per doz.		1 00
Strawberries, per box, qts.		0 28
Pineapple, Cuban, 18s		5 25
Do., 24s, 30s,		5 75

NO CHANGE IN FLOUR

Toronto.

FLOUR.—The market holds firm with quotations unchanged.

FLOUR—	
First Patents, in cotton bags, bbl.	8 70
Second Patents, in jute bags, bbl.	8 00

MILLFEEDS STEADY

Toronto.

MILLFEEDS.—There is still a good demand for millfeeds and supplies are none too plentiful. Quotations are steady and unchanged.

MILLFEEDS—	
Bran, per ton	28 25
Shorts, per ton	30 25
Choice middlings, per ton	35 25

MANITOBA MARKETS

WINNIPEG, May 10.—Wholesalers and retailers report a decided improvement in business during the past week. Coffees in primary markets continue to show strength with local prices advanced. Canned vegetables and fruits are showing a good movement and it is generally considered that supplies will be well cleaned up and the new packs will come on practically a bare market. Opening prices have been named on Hawaiian pineapple. Prunes show a firmer tone while raisins are easier. Rolled oats are firmer with millers' quotations advanced. Rices and spices continue in a firm position. Fresh fruits are in fair demand while vegetables show little change.

ADVANCE IN COFFEE

Winnipeg.

COFFEE.—Santos and mild coffees have advanced 3c per lb. during the last thirty days This is due largely to a heavy European demand, the reported shortage in the growing crop and the improvement in exchange. Local importers have advanced prices on bulk coffee. 1½c per lb.

COFFEE—		
Rio, roasted, best grade, per lb.	0 19½	0 20½
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica, roasted, best grade, lb.	0 28	0 30
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

PINEAPPLE PRICES NAMED

Winnipeg.

CANNED GOODS.—Opening prices have been named on the summer pack of Hawaiian Pineapple. Extra is quoted at 50c per doz. and broken slices, 45c per dozen higher than last year. The demand for canned fruits has shown an improvement and although some lines are offered below level of opening prices, stocks are light and not more than sufficient to supply the demand. Vegetables continue to show activity and a firm tone is maintained on tomatoes, corn and peas. Indications are that these lines will be cleaned up before the new pack arrives. The canned fish market remains unchanged. English buyers have contracted for new pack sockeye at prices above last year's quotations. This is causing some anxiety to buyers here who claim they are having difficulty in obtaining stock.

CANNED FISH—		
Shrimps, 1s, 4 doz. case, doz.		2 75
Finnan Haddie, 1s, 4 doz. case	8 00	11 00
Do., ½s, 8 doz. case, case		7 25
Herring (Can.) 1s, 4 doz. case per case	6 50	8 00
Lobsters, ¼s, 8 doz. case, doz.		2 85
Do., ½s, 4 doz. case, doz.		4 95
Oysters, 1s, 4 doz. case, case		8 40
Do., 2s, 8 oz. 2 doz. case, case		7 50
Pilchards, 1s, tall, 4 doz. case, per case		6 25
Do., ½s, flat, 8 doz. case, case		9 00
Salmons—		Per case
Sockeye, 1s, tall, 4 doz. case		20 00
Do., ½s, flat, 8 doz. case		21 00
Red Spring, 1s, tall, 4 doz. case		15 00
Do., ½s, flat, 8 doz. case		16 00
Cohoe, 1s, tall, 4 doz. case	11 50	13 00
Do., ½s, flat, 8 doz. case	13 00	14 00
Pink, 1s, tall, 4 doz. case	6 00	6 50
Do., ½s, flat, 8 doz. case		8 00

CANNED FRUITS (Canadian)—		Per case
Apples, 6 tins in case		3 20
Blueberries, 2s, 2 doz. case		5 75
Cherries, 2s, 2 doz. case		6 70
Gooseberries, 2s, 2 doz. case		7 50
Lawtonberries, 2s, 2 doz. case		8 00
Peaches, 2s, 2 doz. case	6 60	7 10
Pears, 2s, 2 doz. case	6 45	7 00
Plums, Green Gage, H. S. 2s, 2 doz. case		6 00
Plums, Lombard, H.S. 2s, doz. case		5 95
Plums, Lombard, L. S., 2s, 2 doz. case		4 65
Raspberries, 2s, 2 doz. case	8 00	8 60
Strawberries, 2s, 2 doz. case	8 00	8 60

CANNED FRUIT (American)—		Per case
Apricots, 1s, 4 doz. case		10 60
Peaches, 2½s, 2 doz. case		9 15
Peaches, sliced, 1s, 4 doz. case		10 85
Do., Halves, 1s, 4 doz. case		10 [illegible]
Do., 2s, 2 doz. case		6 50
Pears, 1s, 4 doz. case		13 25
Pineapple, sliced, 2s, 2 doz. case		7 00
CANNED VEGETABLES—		
Asparagus tips, 1s, tins, 4 doz. case, per doz.		4 40
Beans, Golden Wax, 2s, 2 doz. case, per case		4 70
Beans, Refugee, 2s, 2 doz. case		4 75
Corns, 2s, 2 doz. case	3 85	4 10
Peas, standard, 2s, 2 doz. case	3 85	4 10
Peas, Early June, 2s, 2 doz. case	4 65	4 80
Sweet Potatoes, 2½s, 2 doz. case		7 00
Pumpkin, 2½s, 2 doz. case	3 80	3 90
Sauer Kraut, 2½s, 2 doz. case	3 80	3 90
Tomatoes, 2½s, 2 doz case	4 05	4 35
Spinach, 2½s, 2 doz. case		6 75

RAISINS IN DEMAND

Winnipeg.

DRIED FRUITS.—Prunes in primary markets have advanced slightly and the local market is showing a renewed interest. The prune crop in prospect if it matures as it now appears, should be the heaviest turned out in California. Raisins continue easy under a good local demand. Evaporated apples continue high and scarce. Apricots are practically cleaned up on the local market. Peaches are also in scant supply. Figs are showing an improvement in the demand.

DRIED FRUITS		
Evaporated apples, per lb.	0 17	0 18¾
Currants, 90 lb., per lb.		0 16
Do., 8 oz. pkgs., 6 doz. case, pkg.		0 15
Dates, Hallowee, bulk, lb.		0 14
Do., pkgs., 3 doz. case, lb.		0 09
Figs, Smyrna, per lb.		0 14
Loganberries, 8 oz., 4 doz. case, pk.		0 27¼
Peaches, standard, per lb.		0 18
Do., choice, per lb.		0 19½
Do., fancy, per lb.		0 23
Do., Cal., in cartons, per carton	1 00	1 20
Pears, extra choice, per lb.		0 30
Do., Cal., cartons, per carton		1 30
Prunes—		
30-40s, 25s, per lb.		0 24
40-50s, 25s, per lb.		0 20
50-60s, 25s, per lb.		0 17½
60-70s, 25s, per lb.		0 16
70-80s, 25s, per lb.		0 14½
90-100s, 25s, per lb.		0 12½
In 5-lb. cartons, carton	0 73	0 80
Raisins—Seeded—		
Cal., pkg., 16 oz., fancy, per pkg.		0 21½
Do., pkg., 12 oz., fancy, per pkg.		0 17½
Do., 16 oz., choice, per pkg.		0 21
Do., 12 oz., choice, per pkg.		0 16
Cal., 5 lb. cartons, per carton		1 15
Do., bulk, 25-lb. boxes, per lb.		0 20
Raisins—Seedless—		
Cal., pkg., 11 oz., per pkg.		0 20
Do., bulk, 25-lb. boxes, per lb.		0 22
Do., bulk, 5-lb. cartons, per carton		1 15
Do., Cal. Muscatels, 5 lb. carton, per carton		1 15
Apricots—		
Do., Standard, 10s, per lb.		0 32
Do., 25s, per lb.		0 30
Do., Choice, 10s, per lb.		0 34
Do., 25s, per lb.		0 32
Do., Fancy, 10s, per lb.		0 36
Do., 25s, per lb.		0 35
Apricots, 5 lb. cartons, per carton		1 65

CORN FLAKES LOWER

Winnipeg

CEREALS.—Local wholesalers are cutting prices on corn flakes and certain brands are quoted as low as $3.25 per case. With the approach of warmer weather the demand for light cereals are showing an improvement. Bulk rolled oats are firmer and millers have advanced their prices as they claim cost of milling is practically as high as wholesalers' quotations to the retail trade. Beans are showing a strong tone and new arrivals will be $4.15 per bushel. Lima beans have advanced ¼c per lb. making the price in bag lots 13¾c. Barley and peas show no change.

PACKAGE CEREALS—		
Rolled Oats, 80s, per bag		1 30
Do., 36s, case square pkts.		3 75
Do., 18s, case		2 10
Corn Flakes, 36s, case		3 80
Cornmeal, 2 doz. case, per case		3 40
Puffed wheat, 4 doz. case, per case		4 40
Puffed Rice, 3 doz. case per case		5 70
Cream of Wheat, 3 doz. case per case		7 50
Grape Nuts, 2 doz. case, per case		3 80
Package Peas, 3 doz. case		3 00
BULK CEREALS—		
Rolled Oats, 80s, per bag		2 45
Do., 40s, per bag		0 30
Do., 20s, per bag		0 65
Do., 10-8s, per bale		0 30
Oatmeal, 98s gran. of stand bag		3 30
Wheat granules, 98s, per bag		4 70
Do., 16-6s, per bale		5 90
Peas, whole green, 100 lb. bag, per bushel		3 85
Peas, split, yellow, 98s, per bag		7 50
Do., split, yellow, 49s, per bag		3 80
Beans, fancy, hand picked, 100 lb. bag per bushel	3 60	4 25
Beans, Lima, 100 lb. bag, per lb.	0 13½	0 14½
Barley, pot, 98s, per bag		3 10
Do., pot ,49s, per bag		1 61
Do., pot, 24s, per bag		0 84
Barley, pearl, 98s, per bag		4 20
Do., pearl, 24s, per bag		1 22
Cornmeal, 98s, per bag		2 60
Do., 49s, per bag		1 40
Do., 24s, per bag		0 70
Do., 10-lbs. per bale		3 35
Buckwheat, Gritz, 98s, whole, per bag		6 25

FLOUR PRICES STEADY

Winnipeg.

FLOUR.—The flour market is ruling firm. Buyers continue to purchase in small quantities to meet the necessary requirements and quotations show no change.

FLOUR—	
98-lb. sacks	4 25
Two 49-lb. sacks	4 32½
Four 24-lb. sacks	4 42½

JAMS UNCHANGED

Winnipeg.

JAMS.—There is no change in the jam situation. There is a good demand as the better packs and varieties are becoming closely cleaned up.

JAMS—	
Black Currant, 4s, per tin	0 89
Strawberry, 4s per tin	0 89
Raspberry, 4s per tin	0 89
Apricots, 4s, per tin	0 83
Cherry, 4s, per tin	0 83
Peach, 4s, per tin	0 83
Compound (all flavors) 4s tin	0 46

NUT MARKET QUIET

Winnipeg.

NUTS.—The nut situation shows no change. French Bordeaux walnuts continue easy. Buying is moderate with prices firmly maintained.

NUTS, SHELLED—	
Almonds, per lb.	0 50
Spanish Peanuts, No. 1, lb.	0 13
Pecans, per lb.	0 90
Walnuts, per lb.	0 68
Brazils, per lb.	0 55
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 20
Walnuts, per lb.	0 23
Almonds, per lb.	0 25
Brazils, per lb.	0 18
Pecans, per lb.	0 25
Filberts, per lb.	0 22

STRONG TONE TO RICE

Winnipeg.

RICE—Siam rice has advanced a ¼c per lb. and indcations are that the local market will respond immediately. Southern rices continue firm.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08⅛
Do., 50-lb. sacks, lb.	0 08⅝
Siam, 100-lb. bags, lb.	0 05¾
Do., 50-lb. bags, lb.	0 06
Sago, sack lots, 130 to 150 lbs., per lb.	0 07¾
Sago, in less quantities, lb.	0 08¼
Tapioca, Pearl, per lb.	0 07½

STEADY TONE TO SUGAR

Winnipeg

SUGAR—There is a steady tone to refined sugar. Wholesalers' prices to the retail trade are from $7.15 to $7.25.

Extra gran, bags, 100 lbs.	7 15	7 25
Do., gunnies, 5-20 lbs.	7 35	7 45
Do., cartons, 20-5 lbs.	7 55	7 65
Do. gunnies, 10-10 lbs.	7 45	7 55
Do., cartons, 50-2 lb.	7 65	7 75
Yellow, No. 1, lt., bags, 100 lbs.		6 95
Do., golden, bags, 100 lbs.		6 85
Powdered sugar, bbls.		7 75
Do., boxes, 50 lbs.		7 95
Do., boxes, 25 lbs.		8 15
Icing, barrels		7 85
Do., boxes, 50 lbs.		8 05
Do., boxes, 25 lbs.		8 25
Soft lumps, boxes, 100 lbs.		8 15
Do., boxes, 50 lbs.		8 35
Do., cases, 20 cartons		9 20
Do., cases 40½ lbs.		9 95
Small lump, boxes, 100 lbs.		8 05
Do., boxes, 50 lbs.		8 15
Do., boxes, 25 lbs.		8 35
Do., cartons, 50 2-lbs.		9 45
Hard lump, boxes, 10 lbs.		8 15
Do., boxes, 50 lbs.		8 30
Do., boxes, 25 lbs.		8 35

NO CHANGE IN SYRUPS

Winnipeg.

SYRUPS—Buyers continue to purchase corn and cane syrup in a conservative way. Prices remain unchanged with a steady tone prevailing. There is no change in molasses.

CANE SYRUP—	
No. 2s, 2 doz. case	4 95
No. 5s, 1 doz. case	5 75
No. 10s, ½ doz. case	5 30
No. 20s, ¼ doz. case	5 15
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 25
Cases, 20-ib. tins, white, ¼ doz. in case	4 25
Cases, 2-lb. tins, yellow, 2 doz. in case	3 75
Cases, 5-lb. tins yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz. in case	3 65
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 00
MAPLE SYRUP—	
Pure, 2½s, tins, case of 2 doz.	20 50
Pure, 5s, per case of 1 doz.	19 00
Pure, 10s, per case of ½ doz.	17 50
TABLE SYRUP—	
Maple flavor, 2½'s tins, per case of 2 doz.	8 00
Do., 2s, tins, per case of 1 doz.	8 00
Do., 1s, tins, per case of ½ doz.	7 80
MOLASSES BARBADOES—	
2 lb. tins, 2 doz. case	7 00
3 lb. tins, 2 doz. case	9 85
5 lb. tins, 1 doz. case	8 00
10 lb. tins, ½ doz. case	7 75
MOLASSES BLACKSTRAP—	
1½s, tins, ½ doz. case	4 35
2s, tins, 3 doz. case	4 20
2½s, tins, 2 doz. case	3 55
5s, tins, 1 doz. case	3 40
10s, tins, ½ doz. case	3 00

STARCH REMAINS STEADY

Winnipeg

STARCH—No new features are presented in the starch market. Buyers are purchasing supplies in a hand to mouth way. Prices remain unchanged with a steady tone prevailing.

STARCH—	
Corn starch, 1-lb. pkg., per lb.	0 08
Do., No. 1 quality, 1-lb. pkgs.	0 09½
Gloss, 1-lb. pkg., per lb.	0 09¾
Celluloid, 1-lb. pkg., per case	00 [illegible]

SPICE PRICES FIRM

Winnipeg.

SPICES—The spice market is ruling steady with prices firmly maintained. Nutmegs are scarce, cloves are in light supply and higher prices prevail. Peppers continue firm with no change in

(Continued on page 34.)

MARKETS BY WIRE

British Columbia

FROM VANCOUVER, BY WIRE

Vancouver, B. C., May 9.—Prospects for a good fruit crop in this district looks very promising. Reports from Keremos indicate a 30 per cent. increase in tomato acreage. Local hot house tomatoes arriving freely with prices lower at $7.50. The first shipment of silver skin onions are lower at $4.50 per crate. Rhubarb is down to $1.08 per standard crate: cauliflower, $2.50: Walla Walla asparagus, $3: pyramid green peas, 20c.: and new head lettuce, $3.75 per crate. Butter and eggs are unchanged.

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., May 9.—Oranges are higher at $8.50 per case while Messina lemons are also advanced to $4.50 per case. Creamery butter solids is quoted lower at 39c. per lb. Eggs are firmer at 32c. per doz. Clear pork dropped to $33.50 per barrel. Onions are lower at 6c. per lb.

Rolled oats, bag		3 65
Do., bbls		8 30
Cornmeal, gran., bags		2 75
Rice, Siam, per cwt.		6 60
Tapioca, per 100 lbs.		9 50
Molasses, gal.		0 60
Tomatoes, cans		2 00
Do., bags		6 00
Raisins, Valencia layers	0 24	0 30
Currants, cleaned		0 20
Prunes, 90-100, 25-lb. boxes		0 14
Lemon peel		0 34
Orange peel		0 34
Citron peel		0 46
Walnuts		0 23
Almonds		0 22
Brazils		0 20
Peanuts		0 17
Filberts		0 16
Cocoanuts, bag		6 00
Potatoes, per bbl.	1 75	2 00
Onions, per lb.		06
Pork, clear, bbls		33 50
Pigs' feet, per 20-lb. pail		2 25
Hams, shoulder, per lb.		0 22
Bacon, side per lb.		0 33
Bacon roll, per lb.		0 62
Lard, pure, in pails, lb.		0 17
Lard, pure, in tubs, lb.		0 16½
Shortening, in tubs, lb.		0 16
Shortening in tubs, lb.		0 15½
Butter, creamery, prints		0 44
Butter, creamery, solids		0 39
Oleomargarine		0 23
Cheese, whole, lb.	0 19	0 21
Cheese, twins, lb.		0 21
Eggs, doz.		0 32
Sugar, cut loaf, cwt.		7 60
Sugar, stan., gran., cwt.		6 00
Do., No. 1 yellow		5 80
Lemons, Messina		5 00
Grapefruit, Florida, case	7 50	
Bananas, lb.	0 08	0 09
Cornmeal, Gran. bags		3 25
Oranges, per case		8 50

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., May 9.—Sugar declined 10c. per cwt., now quoted at $7.44. Evaporated apples are higher in price and scarce. Mapeline declined to $1.65 per doz. Kotenashi beans are reduced to $6.25 per cwt., a drop of 35c. North West soda biscuits advanced one cent per pound. Kellogg's waxtite cornflakes declined 5c. per case.

Beans, Kotenash, per cwt.		6 25
Rolled oats, 80s		2 35
Rice, Siam	6 00	6 50
Japan, No. 1	7 65	8 00
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.		8 40
Sugar, pure cane, gran., cwt.		7 44
Cheese, No. 1, Ont., large	0 20	
Alberta cheese, twins		0 20
Do., large		0 22
Butter, creamery, lb.	0 36	0 40
Do., dairy, lb.,	0 20	0 24
Lard, pure, 3s		11 10
Eggs, new laid, local, case		7 00
Tomatoes, 2½s	4 40	4 50
Pumpkin, 2½s, case	4 20	4 50
Lemons, case		7 75
Corn, 2s, standard case	2 80	3 60
Peas, 2s, standard case	3 95	4 20
New early June peas, case		4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye, ½s		21 55
Strawberries, 2s Ont., case	7 95	10 00
Raspberries, 2s, Ont., case	7 60	9 25
Cherries, 2s, red, pitted		8 50
Peaches, 2s, halves		5 85
Do., 2s, sliced		6 25
Apples, evaporated, lb.		0 18
Do., 25s, lb.		0 18½
Pineapples, Hawaiian, sliced 2's	6 80	7 95
Do., canned, 2s	7 45	7 90
Potatoes, local ton	20 00	30 00

WINNIPEG MARKETS

(Continued from page 33)

quotations. Gingers have firmed up considerably.

SPICES—		
Allspice, Jamaica, best qual., lb.		0 18
Cassia, Batavia, per lb.		0 30
Do., China, per lb.		0 25
Chillies, per lb.		0 55
Do., No. 1 per lb.		0 58
Cinnamon, Ceylon, per lb.		0 50
Do., No. 10, carton, doz.		0 75
Cloves, Penang, per lb.		0 95
Do., Amboyna, per lb.		0 90
Do., Zanzibar, per lb.		0 60
Ginger, washed, Jamaica, No. 1		0 65
Do., Jamaica, No. 2		0 40
Do., Japan or Africa, lb.		0 30
Mace, extra bright Penang, lb.		0 65
per lb.		0 85
NUTMEGS—		
Nutmegs, extra large brown, 70 lb., per lb.		0 55
Do., large brown, 85 lb., per lb.		0 40
Do., med. brown, 110 to lb., per lb.		0 35
Do., carton of six, per doz.		0 80
Do., carton of six, per doz.		0 80
Pepper, blk., Singapore, ex. lb.		0 22
Do., white, per lb.		0 35
Pickling, ¼-lb. pkg., per doz.		0 90
Do., bulk, No. 1, per lb.		0 22
Do., No. 2, per lb.		0 20
GROUND SPICE—		
Allspice bulk, per lb.		0 18
Do., No. 2, per lb.		0 16
Do., No. 1 4 oz. cartons		1 30
Cassia, No. 1 bulk, per lb.		0 27
Do., No. 2, bulk, per lb.		0 25
Do., No. 1, 2 oz. cartons		0 95
Do., No. 1, 2 oz. cartons		1 30
Cinnamon, bulk, per lb.		0 38
Do., 2 oz. cartons		0 95
Do., 4 oz. cartons		1 90
Cloves, bulk, per lb.		0 63
Do., 2 oz. cartons		1 45
Do., 4 oz. cartons		2 75

TEA MARKET STRONG

Winnipeg.

TEAS—There is no change in the local tea market but primary quotations continue to show strength. It is conceded that present prices locally are not in line with replacement costs and it is only a matter of time when higher prices will prevail.

Winnipeg

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 38	0 40
Do., second quality	0 35	0 36
Pekoe, first quality	0 40	0 42
Do., second quality	0 36	0 40
Broken Pekoe, first quality	0 42	0 48
Broken orange Pekoe, 1st. qual.	0 50	0 60
Japan, first quality	0 42	0 60
JAVAS—		
Pekoe Souchongs	0 38	0 40
Pekoe	0 40	0 42
Broken Pekoe	0 42	0 48
Broken Orange Pekoe	0 50	0 60

PINEAPPLES IN DEMAND

Winnipeg

FRUITS—The demand for fresh fruits has been fairly active. Pineapples are arriving in large quantities and are quoted at $8. Oranges continue firm in price. Lemons show no change. Strawberries are in good demand at $10 per case.

FRUITS—		
Oranges navels, per case	$ 8 50	$ 9 50
Valencia's, per case	8 00	9 00
Lemon's Cal., fancy, per case	8 00	
Lemons, Cal., choice, per case	7 50	
Grape fruit, Florida, per case	6 50	8 50
Bananas, per lb.	10	
Strawberries, per case	10 00	
Pineapple, per case	8 00	
Apples, Winesaps, per box	3 75	4 00
Apples, Delicious, per case	4 00	

VEGETABLES UNCHANGED

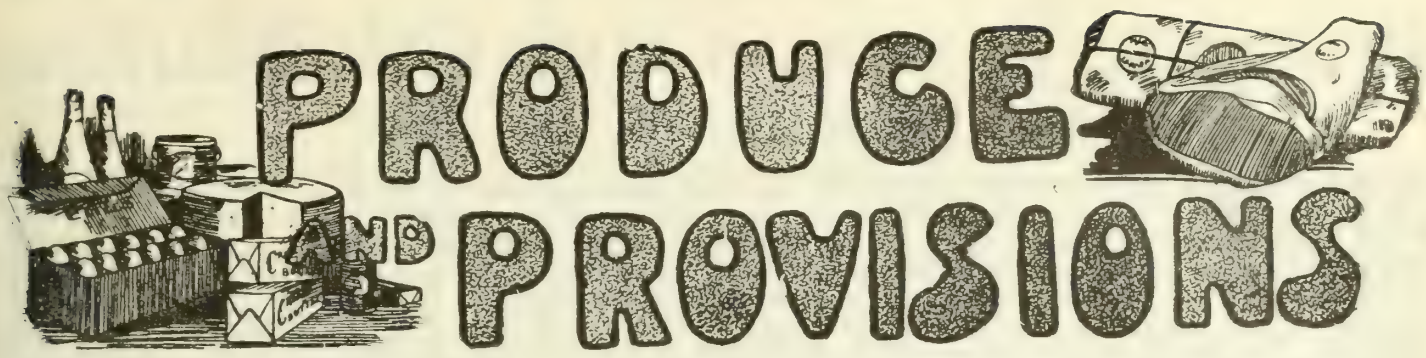
Winnipeg.

VEGETABLES—Vegetable dealers report a fair demand for all lines. Cucumbers are slightly easier. Sweet potatoes are in good demand at $3.50 per hamper.

VEGETABLES—	
Cabbage, per lb.	0 05
Head lettuce, per case	4 50
Head lettuce, per doz.	1 50
Leaf lettuce, per doz.	0 40
Green Onions, per doz.	0 40
Cucumbers, per doz.	3 75
Tomatoes, repacked, per case	6 00
Potatoes, per bush. (car lots)	0 40
Do., per bush. (small lots)	0 50
Celery, per case	7 25
Onions, per crate	4 50
Mint, per doz.	0 90
Parsley, per. doz.	0 60
Carrots, per doz. bunches	1 20
Beets, per doz. bunches	1 20
Turnips, per doz. bunches	1 20
Green peppers, per basket,	1 25
Leeks, per doz.	0 60
Rhubarb, per case	5 00

Delight Sundae

On a small oblong dish place two No. 16 cones of ice cream, one strawberry, the other vanilla. Over the strawberry pour fruit salad and sprinkle with chopped walnuts. Over the vanilla pour either chocolate or caramel dressing and sprinkle with pignolia nuts. Top the cones of ice cream with a cherry.



Provision Men View Proposed Changes in Cold Storage Act as Impracticable

Discussion in Senate Last Week in Regard to the Cold Storage Act Arouses Opposition—Suggestion to Have Goods Taken Out of Cold Storage Labelled is Not Approved of

OTTAWA, May 9.—The discussion in the Senate last week over the Cold Storage Act of 1914, has aroused some opposition on the part of those involved. Objection is taken to any proposal to have goods removed from cold storage carry labels, describing commodities, the length of time in refrigeration, when put in and when taken out, and other detailed information as to the article. It has been pointed out that labels of this kind are highly impracticable, and such a regulation could not advantageously be put into effect. Provision men generally protest that the changes suggested are impracticable and that the regulations now in effect in the Act are sufficent to cover all contingencies.

Senator Bradbury seeks to introduce a bill to make such control by the federal authorities as will prevent both the distribution of food unfit for consumption, and hoarding for the purpose of producing a scarcity and increasing prices.

The bill was sent to a special committee of the Senate after a motion by Hon. George C. Foster to give it the six months' hoist was withdrawn. Senator Foster thought it was the wrong time to introduce a bill that would intensify the unrest in commercial and agricultural circles. A cold storage business was essential to every class in the country. There was just being completed in Montreal a cold storage plant, the finest in North America. More legislation would simply curtail business and make the conditions worse for all classes. Senator Webster, Brockville, speaking of the superiority of Canadian cold storage strongly objected to the compulsory labelling of goods. Other senators advocated further legislation, believing that there should be a more thorough system of inspection.

In regard to the point raised by Senator Bradbury that foods kept in cold storage for a long period of time are, as a consequence, deteriorated, is not the case in all instances, according to some authorities. On this question of cold storage J. A. Ruddick, Cold Storage Commissioner, says:

"With regard to the effect of cold storage on the quality of food products, I can only say that the very common belief that the quality is inevitably injured is not justified by the facts of the case. It is undoubtedly true that foods coming out of cold storage are frequently of inferior quality, but that only proves that the quality was inferior when they are put into cold storage. Cold storage will not restore the quality, and at best it can only be expected to preserve foods in the same condition as received, providing they are held under a proper temperature. In a general way it is true that the preservative effect of cold storage diminishes in proportion to the extent that deterioration has taken place before the goods are stored. It very often happens that goods are placed in cold storage only when the owner has reason to believe that there is immediate danger of them spoiling. This is, of course, very unfair to cold storage, and such goods should be refused admission.

Many Stock Foods Much Adulterated

OTTAWA.—The seed commissioner of the Dominion department of agriculture, George H. Clark, states that the adulteration of commercial stock foods is still prevalent, making it desirable that care and discrimination be exercised in purchasing them. While the bulk of the feeds on the market are as represented, there are still far too many, he says, that are fraudulent, or misleadingly named, or contain materials unsuitable for feeding purposes. The following four typical examples are given:

A feed recently offered for sale as barley meal at $4 a bag was found to contain no barley but to consist of ground corn, sorghum, bean meal and ground oat hulls. "Feed flour" at $4.50 per bag was found to consist of ground rice hulls, pulverized oat hulls, with some sorghum and corn. "Feed," the kind not specified, was found to consist of ground oat hulls, with a vital weed seed content of 1870 per ounce. "Ground Oil Cake" was found to consist of ground cocoa shells, a little linseed meal and barley flour.

Miscroscopical examination is necessary to determine composition of a stock feed, as the naked eye cannot distinguish the materials present, particularly when they are finely ground. The Feeding Stuffs Act, administered by the branch, is intended to stamp out fraudulent practices in this connection and to protect buyers. Samples of feed that show evidence of adulteration should be forwarded to the seed commissioner, Ottawa, together with all possible accurate information. The results, if need be, together with the information supplied, will be promptly issued for the special consideration and action of the inspector for the district where the article was made, manufactured or imported.

The capacity of the Ottawa feeding stuffs laboratory for the micro-analysis of feeding stuffs is about ten samples per day. The fee is one dollar for each sample examined, and entitles the sender to the analysis for his own information or for court action.

ALL FOR FUN

An Ontario farmer caught a young woman doing a "September Morn" on his property, and had her haled before the county magistrate.

"What's the charge?" asked his honor.

"Takin' a bath in the spring, your wushiip," said the constable.

The aged dispenser of justice consulted a dog-eared copy of the statutes and buried himself in its pages for several minutes; then, closing the legal tome and stroking his beard, he said very solemnly, "The charge is dismissed and the miss is discharged. I find that she has as much right to take a bath in the spring as in the fall."

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, May 10.—The feature of the produce market is the sharp advance in the hog market, due to the higher price and keener demand in England for Canadian bacon. This has resulted in a stronger market for bacon locally. Smoked hams are reduced and cooked hams have also advanced. Both the cheese and the butter markets are weaker, with a lower price in some instances. The egg market is steady and, although the production continues to show an increase, the demand for storage and consumption takes care of the supplies and prices are unchanged. Maple sugar prices are easier but there is no change in maple syrup. Brook trout feature the fish market with a wider variety of fresh lake fish at steady prices.

BUTTER MARKET EASIER

Montreal.

BUTTER.—The butter market has weaker tendencies. Receipts show an increase and the demand is steady, but prices are somewhat unsettled. The make of new creamery is coming in in excess of the same period of last year. Sales of finest creamery in the open market were made at 33½c. to 34c. per lb. which is a drop of ½c. on previous quotations. The demand for local consumption is good.

BUTTER—

Solids, creamery, finest	....	0 33
Prints, creamery	0 34	0 35
Newmake, creamery, pts.	....	0 37
Do., solids	....	0 36
Dairy Solids,	0 25	0 27

WEAK CHEESE MARKET

Montreal.

CHEESE.—An easier feeling has developed in the butter market with larger offerings at the country boards. The receipts of cheese during the past week show a slight increase on the previous week, but are much below the receipts of one year ago. Throughout the country the spring season is behind that of last year and has somewhat retarded the dairy industry. There has been some demand from over the cable for colored cheese and sales of a few lots have been made by shipment already from this port. Local wholesale prices stand at 19c. per lb. for white and colored cheese.

CHEESE—

Old colored, twins	....	0 25
Old White	....	0 26
New Large, per lb.	0 18	0 19
New Twins, per lb.	0 18	0 19
Fancy Old Cheese, per lb.	0 28	0 30
Triplets, per lb.	....	0 18
Stilton, per lb.	....	0 30
Quebec,	0 18	0 19

EGG MARKET STEADY

Montreal.

EGGS.—There is no new development in the local egg situation. Prices are steady under continued active demand for storage and for immediate consumption. Sales of selected fresh eggs are quoted at 34c. per doz. and fresh eggs at 31c. and 32c. Receipts are good, and while slightly lower than last week show an increase over the same week of last year.

EGGS—

New laid	0 31	0 32
Specials	0 34	0 35

BACON LOOKS STRONGER

Montreal.

SMOKED MEATS.—The feature of the market for smoked meats is a weaker feeling in hams and prices have been reduced 2 cents per pound, owing to the somewhat limited demand and more liberal offerings. It is expected however, that the demand will pick up very shortly and that there will be a brisk movement with a stronger feeling in the market. The market in England for Canadian bacon, shows a stronger tone with an advance in price which has given a firmer feeling to the local market and it seems evident that an advance is due.

BACON—

Breakfast, best	0 40	0 50
Smoked breakfast	0 30	0 40
Cottage rolls	....	0 32
Picnic hams	....	0 22
Wiltshire	0 27	0 30
MEDIUM SMOKED HAMS—		
Weight, 814, long cut	0 28	0 32
Do., 14-20	0 27	0 31
Do. 20-25	0 26	0 28
Do., 25-30	0 24	0 26
Over 35 lbs.	0 24	....

COOKED MEATS ADVANCE

Montreal.

COOKED MEATS.—The market for cooked hams is stronger and prices are slightly higher, with an advance of 2c. per lb. in some cases. Sandwich pressed hams are quoted at 47c. per lb. The demand for cooked meats in general is improved and prices are firm.

COOKED MEATS—

Hams, cooked	....	0 47
Square pressed	....	0 52
Smoked shoulders	....	0 22
Bologna	0 10	0 20
Corned Beef 1's	....	3 25
Per doz. 2's	....	5 75
Per doz. 6's	....	23 50

BROOK TROUT OFFERED

Montreal

FRESH FISH.—Brook trout, quoted at 50c. per lb., is the only feature of the fish market. The supply of fresh lake fish is good with a wider variety. The demand is just fair for the local trade and prices are steady.

FRESH FISH—

Filets, 20 lb. boxes	....	0 16
Herring	....	0 08
Market Cod, fresh	....	0 06
Steak cod	....	0 08
Haddock	....	0 06
Halibut	....	0 23
Lake Trout	0 14	0 15
Flounders	....	0 10
Mackerel	....	0 10
Brook trout	....	9 50

FROZEN FISH—

Haddock	....	0 06
Halibut	....	0 18
Chicken halibut	....	0 16
Market cod	0 05	0 05½
Steak cod	0 05½	0 06
Doree	0 06½	0 07
Qualla Salmon	0 10	0 11
Dressed B. C. Salmon	0 20	0 21
Gaspe Salmon	0 18	0 19
White fish	....	0 13
Dressed pike	....	0 07
Mackerel	....	0 13
Sea Herring, 100 lbs.	....	0 06½
OYSTERS—		
Shell oysters, bbl.	8 00	15 00
Herrings	....	0 06½
Lake trout	....	0 14

BACON HOGS ADVANCE

Montreal.

FRESH MEATS.—A higher price offered for Canadian bacon and a good demand for export is responsible for an advance in the price quoted on Canadian bacon hogs by local packers. Light weight selects, weighed off cars are quoted at from $14.25 to $14.50 per cwt. There is no change in the price quoted on heavier hogs. Fresh killed hogs are quoted at $20.50 per cwt.

FRESH MEATS—

Hogs, live (selected, weighed off cars)	14 25	14 50
Fresh killed	20 00	20 50
Fresh Pork—		
Legs of pork (foot on)	0 20	0 21
Loins (trimmed)	0 28	0 29
Trimmed shoulders	0 19	0 21
Untrimmed	....	0 17
Pork sausage (pure)	....	0 20
Fresh Beef—		

	(Cows)	(Steers)
Hind quarters	0 15 018	0 12 0 16
Front quarters	0 10 0 12	0 05 0 08
Loins	023	.... 0 28
Chucks	.... 0 10	0 11 0 12

INDIA'S RICE CROP GAINS

The final general memorandum on the rice crop of 1921-22, issued by the Department of Statistics of the Government of India, the latter part of February, 1922, reports the total area planted to rice as 1,234,000 acres, or 3 per cent. more than last year, and the total production as 32,994,000 tons, or 19 per cent. over the previous year, according to a cablegram to the Department of Commerce from Consul General Weddell at Calcutta. This confirms the forecast made by the Far Eastern Division of the Bureau of Foreign and Domestic Commerce, published in Commerce Reports of December 12, 1921, to the effect that it was probable that the final forecast would report 81,000,000 acres and a yield of 33,000,000 tons, which estimate was derived from the information given in the first forecast of the Government of India, issued October 20, 1921, which gave the area as 74,132,000 acres, but contained no forecast of the probable yield.

Even Unto Death

"Yes," said the specialist, as he stood at the bedside of the sick grocer, "I can cure you."

"What will it cost?" asked the sick man faintly.

"Ninety-five dollars."

"You'll have to shade your price a little," replied the patient. "I have a better bid from the undertaker."

ONTARIO MARKETS

TORONTO, May 10.—Live hog prices held strong during the week with values up slightly. A steady market is looked for during the balance of the week. Cattle, sheep and lambs hold steady. In dressed meats the only change is in pork cuts which are advanced one half cent per pound. Although the tone of the butter market is considered an easy one, quotations show little change on account of the limited supply at the present time. Production is likely to be increased in a few weeks, and lower prices are looked for. The egg market is fairly steady. Lard and shortening show little change other than a firmness in the latter with certain packers who were quoting a lower price a week ago, now advanced to the general level. Cooked hams are firmer with prices higher in certain quarters. Fresh lake fish are lower while poultry continues quiet.

BUTTER HAS EASY TONE

Toronto.

BUTTER.—Supplies are none too plentiful. The quantity arriving is just about sufficient to meet the demand and to keep market conditions about steady. Dealers, however, are only buying in quantities to cover present requirements claiming that with the heavier production in the next few weeks that values are likely to recede. Best grades of creamery prints are bringing 37c. to 39c.

BUTTER—

Creamery prints, No. 1	0 37	0 39
Do., No. 2	....	0 37

CHEESE DULL AND LOWER

Toronto.

CHEESE.—The market is quiet, practically no business moving outside of actual consumer demand. Quotations are lower at 17c. per lb. for new make and 19c. for September.

CHEESE—

Large, new (fodder)	....	0 17
Do., Sept.	....	0 19
Stilton, new	0 22	....

Twins, 1c higher than large cheese and triplets 1½ cents higher than large.

EGG PRICES STEADY

Toronto.

EGGS.—The market shows little change as compared with a week ago. Some dealers are paying a slightly higher price at country points but quotations to the retail trade remain at 30c. to 31c. per doz.

EGGS—

New laid	0 30	0 31
Cartons	....	0 35

LARD PRICES UNCHANGED

Toronto.

LARD.—The market is fairly steady with prices unchanged at 17½c. to 18c. for one pound prints and 16c. per lb. on the tierce basis.

LARD—

1-lb. prints	0 17½	0 18
Tierces, 400 lbs.	....	0 16

Tubs are ½c higher than tierces and pails one cent higher than tierces.

SHORTENING HIGHER

Toronto.

SHORTENING.—Conditions in the market for shortening are fairly steady but some houses who were quoting a lower price a week ago have advanced their prices this week. Quotations now range from 17c. to 17½c. for one pound prints and 15c. per lb. on the tierce basis.

SHORTENING—

1-lb. prints	0 16	0 17½
Tierces, 400 lbs.	0 14½	0 15

Tubs are ½c. higher than tierces and pails one cent. higher than tierces.

NO CHANGE IN MARGARINE

Toronto.

MARGARINE.—There is little change in margarine. The demand is moderate and quotations unchanged.

MARGARINE—

Margarine, No. 1	0 20	0 21
Do., No. 2	....	0 18

COOKED HAMS HIGHER

Toronto.

COOKED MEATS.—In some quarters quotations on boiled hams are advanced one cent per pound, making the range from 45c. to 48c. for ordinary round trimmed and 48c. to 50c. for square pressed. The demand is gradually increasing and the market generally for all lines of cooked meats is firm.

COOKED MEATS—

Boiled ham, lb.	0 45	0 48
Do., square pressed	0 48	0 50
Boiled shoulders	....	0 36
Head cheese, 6s, lb.	....	0 10
Choice jellied ox tongue, lb.	....	0 58
Jellied pork tongue	....	0 28
Bologna	0 15	0 17

Above prices subject to daily fluctuations of the market.

FIRM TONE TO BACON

Toronto.

PROVISIONS.—A stronger tone prevails in smoked hams and bacon reflecting the conditions in the live hog market. Certain packers have advanced quotations ½c. per lb. while others are unchanged.

Hams—		
Small 6 to 12 lbs.	0 33½	0 34
Medium, 12 to 20 lbs.	0 32½	0 34
Large, 20 to 35 lbs., lb.	0 31½	....
Heavy, 35 lbs., and upwards	....	0 26½
Backs—		
Boneless, per lb.	0 39	0 40
Rolled, per lb.	....	0 46
Peameal	0 37	0 41
Bacon—		
Breakfast, ordinary, per lb.	0 28	0 32
Do., special trim	0 38	0 41
Cottage rolls	....	0 32
Rol. per lb.	....	0 28
Wiltshire (smoked boneless) lb.	....	0 30
Do., three-quarter cut	....	0 33
Do., middle	....	0 35
Dry Salt Meats—		
Long clear bacon, av. 50 to 70 lbs.		0 19½
Do., av. 80-90 lbs.	....	0 18
Clear Bellies 15-30 lb.	0 17½	0 19½
Fat backs, 10-12 lbs.	0 17½	0 17½

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—	
Mess pork	33 00
Short cut backs, 200 lbs.	35 00
Pickled rolls, bbl., 200 lbs.—	
Lightweight	46 00
Heavy	40 00

Above prices subject to daily fluctuations of the market.

STRONG HOG MARKET

Toronto

FRESH MEATS.—Live hogs continued with a strong tone during the week and the majority of sales were made on a basis of a 25c. advance. The fed and watered basis being $13.50 to $13.75. The market looks steady for the balance of this week, but that will depend largely upon receipts. In the cattle section at the Union Stock Yards prices held steady under receipts that were just enough to fill requirements. In dressed meats, all pork cuts are advanced ½c. per lb. Other pressed meats are unchanged.

FRESH MEAT—

Hogs—		
Live, f.o.b.	12 75	13 00
Live, off cars	13 25	13 50
Live, fed and watered, cwt.	13 50	13 75
Dressed, light, per cwt.	17 00	18 00
Do., heavy, per cwt.	12 00	14 00
Fresh Pork—		
Legs of pork, up to 15 lbs.		0 27½
Loins		0 28½
Fresh hams, lb.		0 28½
Tenderloins, lb.		0 48½
Picnics, lb.		0 16½
Montreal shoulders		0 21
Boston butts, lb.		0 25
New York shoulders		0 18
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 18	0 22
Ribs, lb.	0 16	0 20
Chucks, lb.	0 07	0 09
Loins, whole, lb.	0 26	0 32
Hips, lb.	0 14	0 16

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb., top quality	0 13	0 15
Do., Medium	0 09	0 11
Sheep, whole, lb.	0 10	0 15
Do., yearling, lb.	0 28	0 30
Lamb, Spring, each	10 00	15 00

Above prices subject to daily fluctuations of the market.

FRESH FISH EASIER

Toronto.

FISH.—With the exception of halibut, fresh caught fish are arriving more freely and prices generally are lower. Fresh trout is quoted at 19c. to 20c.: pike, 9c. to 10c.: and perch, 8c. to 10c. per lb. Fresh caught halibut is still in scant supply and quotations are somewhat higher: medium being quoted at 21c. to 22c.: chicken, 16c. to 17c. per lb.

FRESH SEA AND LAKE FISH

Cod steak, lb.	0 09	0 10
Do., market, lb.	....	0 08
Halibut, Med., lb.	0 21	0 22
Do., Chick, lb.	0 16	0 17
White fish, lb.	0 22	0 25
Trout, lb.	0 19	0 20
Pike, lb.	0 09	0 10
Perch, lb.	0 08	0 10

FROZEN FISH

Halibut, medium	0 17	0 18
Do., chicken	0 14	0 15
Salmon, Cohoe	0 15	0 16
Do., Red Spring	0 20	0 21
Do., Alaska Qualla	0 11	0 12
Do., Qualla	0 07	0 08
Sea Herring	0 07½	0 08
White Fish	0 10	0 11

SMOKED AND SALT FISH

Haddies, lb.	0 12	0 13
Fillets, lb.	0 14	0 16
Kippers, box	2 25	2 75
Bloaters	2 00	3 00
Ciscoes, lb.	....	0 17
Salmon snack, lb.		0 20
Digby chicks, 5 to bundle	1 00	1 20
Boneless Digbys, 10 lb. box		1 50
Shred cod, box 24 cart.	....	2 20
Cod, 1 lb. tablet, box 24s	....	3 20
Quail on toast, Ea.	....	0 14
Holland Herrings, mixed, 10-lb. keg		0 85

Do., milkers, 10 lb. keg	0 95
Shrimps, No. 1 can	2 00
Do., No. 6 can	11 50

POULTRY RECEIPTS LIGHT

Toronto.

POULTRY.—Receipts of poultry are only moderate and generally of poor quality. Spring broilers have been arriving but it is expected that the offerings will be heavier from now on. Prices, with the exception of turkeys, are practically unchanged. In live turkeys, dealers are offering a lower price while dressed are also lower.

POULTRY—

Prices paid by dealers—

	Live	Dressed.
Turkeys	25-30	35-40
Chickens, spring	00-50	00-60
Chickens	23-25	27-32
Roosters	00-18	00-23
Fowl, 4 to 5 lbs.	00-28	00-28
Fowl, over 5 lbs.	00-30	00-30
Fowl, under 4 lbs.	00-14	00-22
Guinea hens, pair	1 25	1 50
Geese	....	19-20
Ducks, 4 lb. and over	00-32	00 32
Prices quoted to retail trade:	Live	Dressed
Ducklings	0 32	0 38
Hens, heavy	0 28	0 32
Do., light	0 20	0 28
Geese	.....	00 20

WINNIPEG MARKETS

WINNIPEG, May 10.—The hog market showed further strength and prices advanced 50c per cwt. Butter continues firm and scarce. The cheese market has easier tendencies. Eggs hold firm under an active demand. Cooked and smoked meats show no change. Lard prices are steady with a fair demand for immediate requirements.

SCARCITY OF BUTTER

Winnipeg

BUTTER—A scarcity of best quality butter is reported with a firm tone to the market. Best grades of creamery are quoted at 44c to 46c per lb. with the undergrades at 40c to 43c.

BUTTER—		
Creamery, best table grade	0 44	0 46
Creamery, solids	....	0 43
Margarine	0 22	0 25

CHEESE MARKET QUIET

Winnipeg.

CHEESE—The market is easier with quotations showing lower tendencies. Quotations on new made cheese range from 17½c to 18c per lb. and September make 18½c per lb.

CHEESE—	
Stilton cheese, large, lb.	0 23
Ont., large ,lb.	0 19½
Ont., twins, lb.	0 20
Ont., triplets, lb.	0 20½

EGGS SHADE FIRMER

Winnipeg.

EGGS—Although there are no actual changes in the egg market the undertone seems to be a shade firmer. Eggs are not arriving from the country districts as freely as expected but the demand locally is showing an improvement. Dealers quotations to the retail trade are 29c and 32c per doz. for candled in cartoons.

NO CHANGE IN LARD

Winnipeg.

LARD—There is no change in the market for lard. Prices hold steady under a fair demand in small quantities.

LARD—	
Pure Lards, No. 1 Quality, per lb. (in tierces, 400 lbs.)	0 16½
Do., wooden pails, 20-lb. pails	3 70
Shortening, tierces of 400 lbs.	0 15½
Do., per pail, 20 lbs.	3 50

COOKED MEATS FIRM

Winnipeg.

COOKED MEATS—There is a fair demand for cooked meats, quotations are unchanged. Cooked ham is quoted from 42c to 46c per lb.

COOKED MEATS—	
Hams, best quality, skinned 8-14 lbs.	0 46
Do., 13-1 lbs.	0 44
Roast ham, lb.	0 46
Roast shoulders, lb.	0 32

SMOKED MEATS FIRM

Winnipeg.

PROVISIONS—The market for smoked meats rules steady. Retailers continue to buy in small quantities to meet present requirements. Smoked hams are quoted from 27c to 35c per lb. with bacon range from 26c to 45c per lb.

Hams—	
8 to 16 lbs., per lb.	0 35
16 to 20 lbs., per lb.	0 35
Boneless, 8-14 lbs., per lb.	0 39
Skinned, 18 to 22 lbs., per lb.	0 39
Do., 14 to 18 lbs., per lb.	0 39
Bacon, to 10 lbs., per lb.	0 44
Cottage rolls, boneless	0 26
Bellies 6 to 10 lbs., per lb.	0 44

POULTRY MARKET QUIET

Winnipeg.

POULTRY—There is little interest in the poultry market. The demand is light but prices are well maintained.

POULTRY—	
Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
Do., 3½ lbs., and up, per lb.	0 30
Fowl, per lb.	0 22 0 29
Roosters, per lb.	0 20
Turkeys, young, per lb.	0 42
Ducks, per lb.	0 33
Geese, per lb.	0 33

FISH PRICES STEADY

Winnipeg.

FISH—The fish market is quiet without any change and only a fair movement. Fresh halibut is in better supply and the demand is fair. Fresh salmon continues scarce and high.

FISH—	
Black cod, lb.	0 12
Brills	0 08
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15½
Salmon, Cohoe, in full boxes, 300 lbs.	0 15½
Salmon, Cohoe, in broken cases	0 16
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08
Whitefish, dressed, case lots	0 11
Whitefish, dressed, broken cases	0 11½
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Haddies, in 30-lb. cases, per lb.	0 12
Kippers, East, Nat., 40 count. per count	3 25
Fillets, 15-lb. boxes, per lb.	0 15
Salt Fish—	
Holland Herring, milkers, 9-lb. pail, pail	0 95
Holland Herring, boxed 9-lb. pails, pail	0 85
Labrador Herring, 100 lb. bbls, per bbl.	8 50
Labrador Herring, 20 lb. pails, per pail	2 50

HOG MARKET FIRM

Winnipeg.

HOGS—The hog market shows further strength. Selected live hogs are quoted at $12.50. With only a moderate supply of cattle for disposal and the strong demand in evidence the market is showing a firmer tone. Steers are in good demand and quoted at $7.50 to $8. Heifers of good quality are quoted at $7. Sheep and lambs are in light supply while sheep of good quality are quoted at $9. and lambs at $13.

HOGS—		
Selected, live, cwt.		12 50
Heavier	8 50	10 50
Light	....	12 50
Sows	6 50	8 50
Fresh Pork—		
Legs of pork, lb.	0 21	0 25
Spare ribs	....	0 15
Loins of pork, lb.	0 26	0 28
Fresh hams, lb.	0 23	0 27
Shoulders	0 14½	0 16
Fresh beef—from steers and heifers—		
Hind quarters	0 14	0 18
Front quarters	0 06	0 10
Whole carcass, god grade, lb.	0 10½	0 14
Mutton—		
Choice long hinds (legs and loin)		0 27
Choice, lb.		0 23
Choice, 30-45 lbs.		0 32
Lambs—		
Veal—		
Good veal, 40 to 80 lbs. hind quarters		0 25
Choice Stews		0 12

Double Results From Advertisements

Very often one sees newspaper advertisements clipped out and pasted on the window. These ads attract considerable attention and the dealer receives double value for his newspaper investment. An improvement over the usual method was recently noticed in a grocery store. A metal frame was suspended by an almost invisible wire from the ceiling of the window, bringing it near the glass and about level with the eye of the person passing on the street. The frame contained not only the advertisement, but this was mounted on a sheet of cardboard several inches larger each way. A red line surrounded the ad, and above in plain neat letters were the words: "To-day's Store News."

Accident is Used As a Selling Point

A runaway horse crashed through the large plate glass window in a grocery store. This window was trimmed with green vegetables and the enterprising manager hung a card in the window reading: "Our display of fresh greens looked so tempting he couldn't help it."

The Home of "SALADA"

459 KING STREET WEST (near Spadina)

WE INVITE YOU

The Grocers attending the Retail Merchants' Association Convention are cordially invited to inspect this perfectly appointed warehouse from whence we ship your orders for "SALADA" Tea. We believe you will be interested in the unique standard of cleanliness and efficiency that we maintain. Please make yourself known at the enquiry desk, and if you can arrange to come between twelve and one p.m., we shall be pleased if you will lunch with us in the company's dining room.

SALADA TEA COMPANY OF CANADA, LIMITED

Montreal TORONTO Winnipeg

The CALDWELL *Line*

of Pure Jams and Food Specialties

Caldwell's Pure Strawberry Jam

Within two weeks time we will be packing Caldwell's Pure Strawberry Jam in our new factory at Dundas. Get your share of the fresh, 1922 pack. Order at once.

Caldwell's Mayonnaise Dressing

Canadians demand a salad dressing of a low oil content. In Caldwell's Mayonnaise Dressing you get this desirable feature plus a piquant, appetizing flavor. During the spring and summer months when fresh vegetables are plentiful, there will be a big demand for this dressing. It retails at 50c per jar and is worth it. There is a good profit in this for the grocer.

The Caldwell Preserving Co.

DUNDAS, ONT.

Operated by

UNITED FOOD PRODUCTS LTD.

We are prepared to appoint representatives calling upon the retail grocery trade in territory not yet allotted, for the sale of our Jams, Canned Goods and Food Specialties. Only experienced and established brokers will be acceptable.

UNITED FOOD PRODUCTS, LTD.

DUNDAS, ONT.

HAIL PROHIBITION!

Prohibition should be thanked for a real reform. A reform which has resulted in a vast increase in the amount of really good beer produced.

Beer, such as people are now making for themselves, is so good, and so much purer and better than the old commercial stuff, that millions who never cared for it before are now drinking it—greatly to their own benefit.

Formerly you had to walk a mile to get a really good glass of beer or ale.

Now you can have the very best in your own home. Home-brewed beer or ale is purer and more wholesome than anything that could be bought formerly. The dealer who gives his customers what they want and the best products obtainable is rewarded with a firmly established business and good profits.

If your customer asks for a pure, unadulterated, high-power malt, and fresh imported hops, sell him "Cream of Malt."

CANADA'S SUPREME MALT

CANADIAN MALT EXTRACT CO.
16 Pearl Street, Toronto, Ont.
Tel. Adelaide 3304.

Mr. Merchant :

Here is the Leader of hair tonics and renewers

Glover's Mange Medicine

A business success of over 35 years is behind this medicine.

Advertising matter bearing imprint and display cards supplied gratis.

H. Clay Glover Company, Inc.
129 West 24th Street New York City

BABY'S OWN SOAP

50% PROFIT

Buy Direct From the Factory. Freight Prepaid. Minimum Quantity 2 Gross.

$38.40 less 20% and 5% - $29.18
Sell at 15c per cake - - $43.20

In Sask., Alta. and B.C. add 60c per gross and retail at 50c per box of 3 cakes.

ASK FOR PRICE LIST OF OTHER LINES

ALBERT SOAPS, Limited, 168 McCord St., MONTREAL, Que.

How To Subscribe

Those desiring to subscribe to this paper may use form below. Mail to nearest office. The offices are: 314 Carter Cotton Bldg., Vancouver; 901 Confederation Life Bldg., Winnipeg; 153 University Ave., Toronto; and Southam Bldg., 128 Bleury St., Montreal.

CANADIAN GROCER,
MacLean Publishing Co.

Please enter my name as a subscriber to Canadian Grocer. Cheque Enclosed is Money Order for $4 (four dollars) for 52 copies, one each week.

Name.....
(Write plainly)

Address.....
(Write plainly)

Other subscription rates are: Great Britain, South Africa and West Indies, 16s a year; United States, $4.50 a year; other countries $6 a year; single copies, 25c., in advance.

Influence of the Business Papers

The value of the business press was once more emphasized at the annual convention of the Canadian National Newspapers Association held recently. In an address to the members in attendance, Ontario's Lieutenant Governor, Col. Henry Cockshutt, speaking from his own experience as a successful business man, said:

"I believe that the influence of the business press will be one of the most important factors in re-establishing business conditions in Canada on a safe and sane basis. I make a distinction between the business newspapers and the daily press because I believe that your papers—the business newspapers of Canada—exert a greater influence than the daily press because of the greater confidence your readers have in them. People read the daily newspapers to keep abreast of the general news of the day. They are interested in what is happening around them and they read to satisfy their desire for excitement or interest or entertainment. What they read in the daily newspapers to-day is forgotten tomorrow.

"But this is not the case with the business newspaper. Business men need the service of these papers in the conduct of their every day business life. I have noted that they usually have a business paper or two in their pocket when they go home Saturday night. I do not say that they read them on Sunday, that I do not know, but I do know that they study them carefully, and that a great number of your readers, will come to their business on Monday with some clipping from your paper in their pockets. They will say to their associates, 'This is the situation, I can show it to you in this clipping.' For that reason, gentlemen, I say that yours is the greater obligation, because you are leaders, because you are helping to build up the business fabric of the country."

Canadian Grocer

Member of the Canadian National Newspapers' Association
Member of Associated Business Papers.
Circulation audited by the Audit Bureau of Circulations

Uniform Goodness makes Crisco a steady seller !

You'll do a steadily growing business with Crisco, because of its high quality and the uniformity of that quality. Housekeepers learn to depend on it—to turn to it in emergencies—and finally they become enthusiastic daily users of it. Crisco is one of the great products a grocery may offer.

Crisco should be a leader in your store. It is worthy of special attention—and it will respond profitably to such attention. Get the Crisco enthusiasm that so many other grocers have, and then watch your profits increase!

PROCTER & GAMBLE PRODUCTS - EST. 1837 -

The Procter & Gamble Distributing Co.
of Canada Ltd., Hamilton, Ontario

Branch
50 Bay St., Toronto, Ontario

Ivory Soap
P and G The White Naphtha Soap
Gold Soap
Pearline
Lenox Soap

Pineapple

FOR PRESERVING

The season is at hand

This coming week will see shipments at their peak and quality at its best.

We specialize in the best brand.

WHITE & CO., Limited

Wholesale Fruits and Vegetables

TORONTO

"GEORGIAN"

BRAND

BUTTER AND EGGS.

Foreign and Domestic

Fruit and Vegetables

LEMON BROS.

OWEN SOUND ONT.

57

Profits from Ketchup

Heinz Tomato Ketchup can mean only one thing — fresh red ripe tomatoes blended with pure spices, granulated sugar and onions. Years of experience and the finest materials insure the same high quality in every bottle. Such a product backed by the volume of newspaper advertising which it is receiving will, with proper attention, yield for you the most gratifying returns. Display Heinz Ketchup and watch your sales increase.

H. J. Heinz Company

Montreal Factory : Leamington Toronto

Quality Counts

You'll find it in

"Bertrand's"

IMPORTED FRENCH

Macaroni, Vermicelli, Spaghetti, etc.

Nothing but the finest wheat is used in its manufacture, which is done under most scientific and sanitary conditions.

Nearly a century of success proves its quality and popularity.

Write for quotations.

HENRI JONAS & CO.

173-177 St. Paul St. West

MONTREAL

Sole Agents for Canada and the United States

SHOW CASES

They'll Do This For You

"Our first Kleer-Vue case enabled us to handle a high-grade class of chocolates—the extra profits paying for the case in three months. We have since completely covered our grocery counter with Kleer-Vue cases—which have helped us immensely in selling long priced goods." P. F. HOWE, Howe Bros., 118 Hope St., Toronto.

Kleer-Vue All Glass Display Cases sit right on your present counters. They improve your store—positively increase sales. Our representative will gladly, without obligation, show you the latest types of show cases and silent salesmen. Get in touch with us at once.

Kleer Vue
PATENTED

All Glass Display Cases

The Most Effective Display System

Toronto Plate Glass Imp. Co., Ltd.

Modern Show Cases and Display Systems of Every Description

91 Don Roadway, Toronto, Ont.

SELL RITE-GOOD

MALT EXTRACT and HOPS

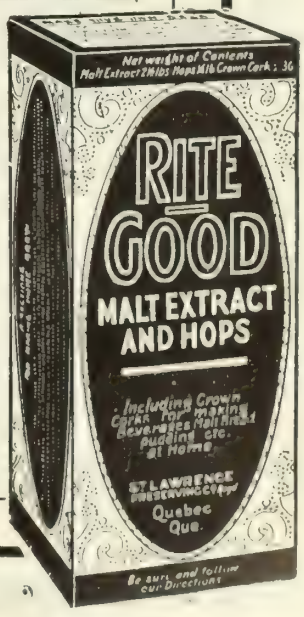
Everybody Wants It!

$1.00 Package makes 2½ Gallons

$1.75 Package makes 5 Gallons

and no wonder they want it—because it's the finest and most satisfying full-strength home brew a thirsty heart could wish for.

In the coming warm weather, there is going to be a tremendous demand for this splendid brew because it's the real thing. The very kind of a drink people want—and besides it's so economical. Every package contains 3 doz. crown corks and full directions.



St. Lawrence Preserving Co., Regd., Quebec, P.Q.

IT'S LEGAL AND SATISFYING!

Across 16,847 Counters

Every day in 16,847 grocery stores 16,847 grocers and grocers' clerks are meeting the match requirements of their customers with

EDDY'S

Canada's cleanest, safest and most popular matches

And every day these aggressive dealers are ringing up more real match profits than could be realized with sales of any other brand of matches.

This, because they buy EDDY'S to better advantage and they sell EDDY'S more speedily than the grocer who handles unknown and inferior brands.

EDDY'S are worthy of **your** store. You won't need to recommend them. Everybody knows EDDY'S. And there's prestige for you in every box you sell, there's worth-while profit, and—best of all—there's unstinted customer satisfaction.

Make it plain to your wholesaler—
"I want EDDY'S only."

The E. B. Eddy Co., Limited
HULL, CANADA

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HALIFAX, LONDON, Ont.

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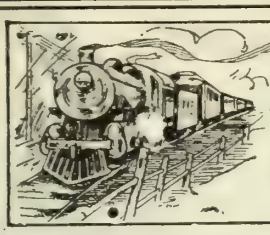
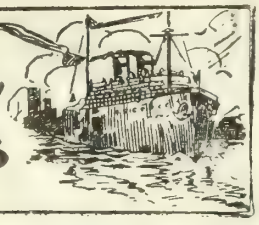


BUYERS' MARKET GUIDE
Latest Editorial Market News



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60-62 Jarvis Street
SALT
Carload lots and less, pnone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
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Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

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Do you pass your copy of Canadian Grocer on to your clerks and to your new friends in the trade?

Canadian Grocer will take them through the stores of dozens of successful merchants every week.

Markets, sales, advertising windows, the successful methods of hundreds of merchants reported for them.

Can you think of a more broadening influence and a more educative medium in which to get them interested.

The more your clerks know about the grocery business the more value they will be to you.

Pass Canadian Grocer on and if they want to subscribe, the price is $4.00 a year—(less than eight cents a week). Address

Canadian Grocer
153 University Avenue
TORONTO, CAN.

J. & J. Taylor's Safes for Sale

One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.
One J. & J. Taylor Safe, 18 inches deep, two feet 9 inches wide, four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 108, Canadian Grocer.
153 University Ave., Toronto

PERSIAN DATE OUTLOOK BRIGHT

"Considerable interest is being taken in bulk Persian dates," says Hills Bros. Co., New York. "The stock of Khadrawis in England was exhausted early in the year and owing to the demand from London stocks have been very much reduced and will probably be cleaned out within the next sixty days. Fards are going steadily into consumption. The latest reports from Basrah are to the effect that the coming crop of Persians is making satisfactory progress and everything looks favorable for the production of a large crop of fine quality."

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

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All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

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Do Your Own Card Writing
Write for our Catalogue which will tell you what you need. Best goods at Closest Prices.
ARTIST'S SUPPLY CO.
77 York St., Toronto
Mention this paper when writing

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank Street

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

Say you saw it in
CANADIAN GROCER
it will help to identify you

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

SIXTY-FIVE HUNDRED BUYS ONE OF THE best equipped Grocer and Butcher businesses in Hamilton. Good turnover, long lease. Store department cheap rent. Don't write unless you mean business. Good reasons for leaving. P. Maloney, 32 Wilson St., Hamilton, Ont.

FOR SALE—100 price tickets, $1.00; samples 25c. M. Moorby, Newmarket, Ont.

Handled by Wholesale and Retail Grocers and Wholesale and Retail Druggists

Harold F. Ritchie & Co., Limited

Sales Agents for Canada

10 McCaul Street - Toronto, Ont.

When Writing to Advertisers Kindly Mention This Paper

Good Sellers make business easy

BAKER'S Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.

Registered Trade Mark

Made in Canada by

Walter Baker & Co. Limited

Dorchester, Mass. Montreal, Can.

Established 1780

WANTED

WANTED BY YOUNG MARRIED MAN POSition as manager or one with advancement in General or Grocery Store. Good show card writer, can speak several languages. Reason for change, am selling my own business, and will be available by May 15th. Apply Box 1, Compeer, Alta.

TRAVELLERS TO SELL WELL-KNOWN Brand of Malt Extract in Nova Scotia, Prince Edward Island, Newfoundland and several good parts in Ontario. Good commission. Apply to Canadian Grocer, Southam Bldg., Montreal.

WANTED—FIRST-CLASS CLERK FOR GENeral store, Kent County, to take charge of grocery department. State age, experience, salary and reference. Box 202, Canadian Grocer, 153 University Ave, Toronto, Ont.

WANTED EXPERIENCED LADY CLERK FOR Grocery Store doing a high class trade. Must have best of references. State salary wanted. P. O. Box 447, Grimsby, Ont.

This being a Biscuit Advertisement

We are going to say some nice things about our **Molly'O** Biscuit.

You'd do the same if you were in our place and we wouldn't blame you for **Telfer Molly'O Biscuit** is now famous in the biscuit world.

It was imitated but the progressive Grocer said "No, I will handle the original only."

There is now a steady demand for **Molly'O** Biscuits.

Are you still handling **Molly'O** and the rest of **TELFER** high grade English style Biscuits?

Remember—your customer will tell her friends about our lines and they have distinctive designs.

That's where you come in.

Telfer Biscuit Company, Ltd.

TORONTO.

"Tout Passe"

(Everything Changes)

THE FRENCH have a proverb which begins "*Tout passe*" (Everything changes). This contains the germ of an idea which should be good medicine for the business man who is inclined at the present time when trade is quiet to rest on his oars and delay making preparations for the busy period until that period actually arrives.

Everything in this world is continually changing. Some philosophers even tell us that there is no present; there is only the past and the future; the past is gone and to-morrow, even the next hour, the next minute, are in the future. And in the future only one thing is certain, that is, change.

So conservative is human nature that the great majority instinctively assume that whatever conditions exist at the moment must continue to exist for some time to come. The direct contrary is, of course, the case. The philosopher knows that whatever else may happen one thing is certain, viz., whatever is, is not going to continue.

Why is it that only the few can make money in stock exchange speculation? Because the ordinary man waits until prosperous times appear to him to have become established and to have become a permanent institution before he buys. And in most cases he then finds he has bought at the top of the market. On the other hand, when things are at their lowest and he could buy with a prospect or almost a certainty of profit, everything appears to him black and he cannot see any likelihood of change. The shrewd operator, however, knows that when things look at their worst it is time for them to mend. This is the time he chooses for buying and when everything is booming is the time he picks for selling.

We may not be on the eve of a big boom, but one thing is certain, things are not going to remain as they are for long.

Now is the time when shrewd and far-seeing men are preparing for prosperous times. They are making preparations so that opportunity may not take them unawares. They see that now is the time to cultivate trade and make their products known so that when the tide of prosperity is on the flow they may be in a position to take advantage of it and reap the benefit of their foresight.

If anyone tells you we are in for several years of business depression, take heart and be assured that this is a sign we must be nearing better times.

In the spring of 1918 many well-informed men predicted three further years of war. The war ended that autumn.

In 1920 many business men spoke of three or four more years of prosperity. The prosperity wave was even then on its ebb.

These men like the great majority did not realize that everything changes. Are you going to place yourselves among their number, or are you going to rank among the minority and bear in mind the proverb—*Tout passe?*

45 Salesmen

Such as these are bringing to merchants all over Canada the opportunity of increasing business and profits through

DAYTON SCALES

Space prohibits the inclusion of our full sales staff on this page, but those whose photographs are shown herewith are typical of our Dominion-wide organization.
We felt that merchants would be interested in our Salesman's Pledge, which is taken when he is allotted a territory. Here it is:

Our Salesman's Pledge

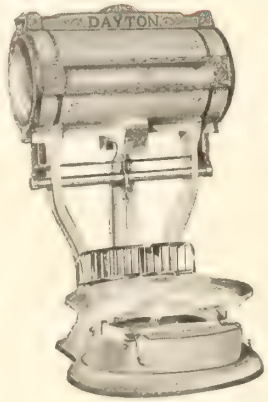
1. To tell the Truth, and nothing but the Truth.
2. To respect his competitors as he would be respected himself.
3. To sell the merchant what will best fit his requirements.
4. To treat all merchants in his territory exactly alike.
5. To see that each merchant has real service.
6. To respect the Government Inspector, his rulings and judgment.
7. To adhere to the Company's policy of one price to all.
8. To make an honest and equitable allowance for any machine exchanged.
9. To carry no other lines and represent no other company.
10. To have no understandings with the merchant except it be embodied in the order which the merchant signs.
11. To remit promptly to the Company all collections received.
12. To render the Company daily reports of each visit made.
13. To see that each customer in his territory gets a square deal.
14. To be clean mentally, morally, physically, commercially and socially, and to stay clean.

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

FRANK E. MUTTON, Vice-President and General Manager.

HEAD OFFICE AND FACTORY: 300 Campbell Avenue, Toronto.

For your convenience we have Service and Sales Offices in Vancouver, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, St. John, N.B., Halifax, St. John's, Nfld.



Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

Our Salesmen Sell:
The Famous Dayton Scales.
The Famous Meat Slicers.
The Famous Cheese Cutters.

FEATURING BISCUITS AND CONFECTIONERY

CANADIAN GROCER

The Largest Circulation of any Trade Paper in Canada
Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI. PUBLICATION OFFICE : TORONTO, ONT., MAY 19, 1922 No. 20

A Camel can go a long time without Water

BUT

EVERY MAN MUST HAVE A DRINK

And a real drink is made from

Maple Leaf

Pharmaceutical Extract of Malt. Easy to make. Easy to take. And a real thirst quencher.

85 glasses of rich creamy brew made from every can which contains 2½ lbs. of Canada's best Malt Extract. Every can guaranteed.

Representatives:
T. LONG BRO., Ltd., Collingwood, Ont.
JOHN KING CO., Ltd., Fort William.
J. H. McKINLEY & CO., London.
WILSON GRAHAM CO., Ottawa Valley.

Representatives:
MOSHER BROKERAGE, Halifax.
BAIRD CO., Ltd., Woodstock, N.B.
GLEN WILLIAMS CO-OPERATIVE SOCIETY, Georgetown.

LEGAL IN EVERY PROVINCE

Attractively labelled, packed 2 doz. to the case with cartons containing best B.C. Hops and 3 doz. Crown Corks or without Corks—to suit your trade.

THE SEASON IS HERE

Be Prepared. A Big Seller. Stock Up. Showing Handsome Profits. Sold in all parts of Canada. Order from your Wholesaler or direct to

MAPLE LEAF MALT EXTRACT CO., REGD.

61 CANNING STREET - - - MONTREAL

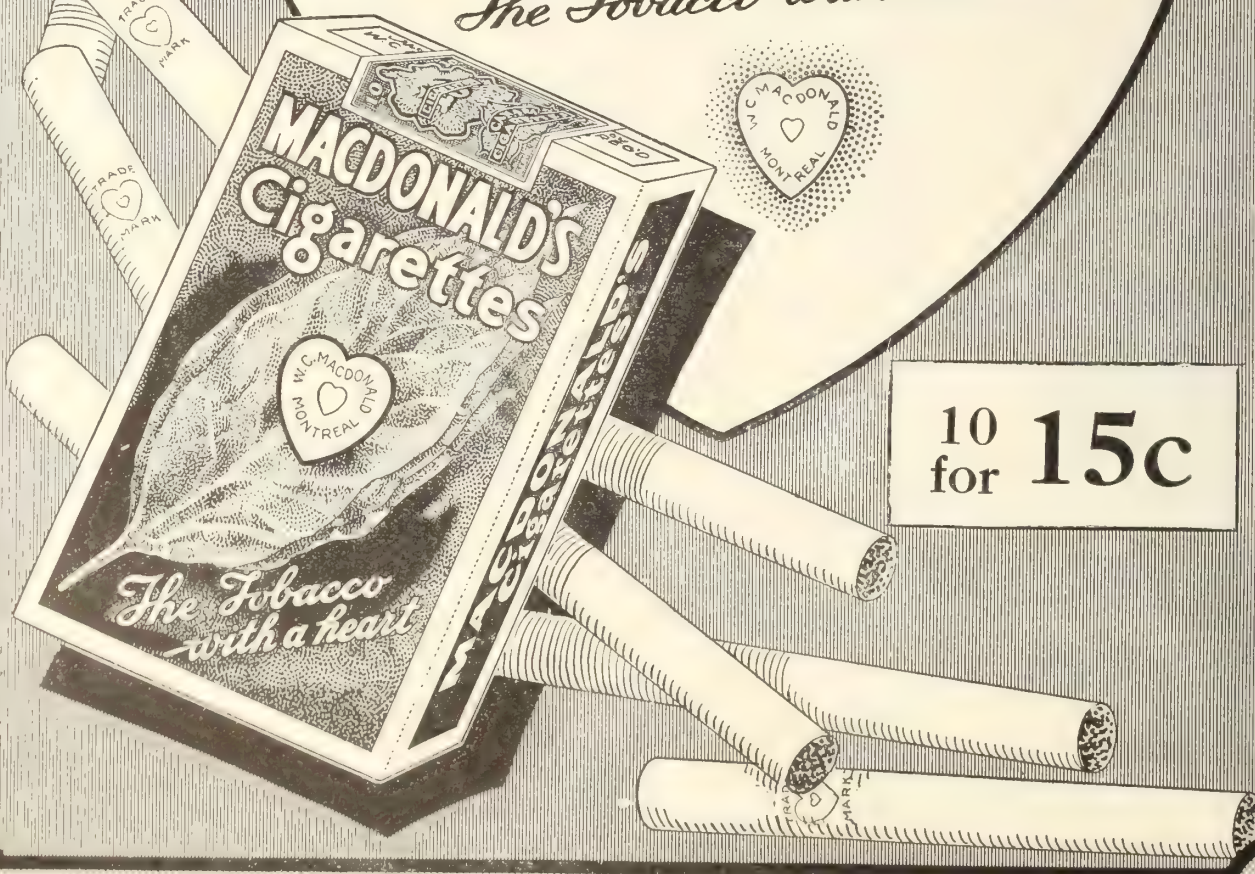
Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations
Copy of Report will be sent on request to anyone interested

MACDONALD'S Cigarettes

The Dealer's Chance!

The new 15c. cigarette your trade has been waiting for! A Macdonald product with Macdonald quality and the usual generous Macdonald profit to the seller.

The Tobacco with a heart



10 for 15c

"EAGLE BRAND" CONDENSED MILK
"ST. CHARLES" EVAPORATED MILK
MALTED MILK—SQUARE PACKAGES

Borden's

"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
"REINDEER" CONDENSED MILK

Pure Country Milk—With The Cream Left In!

The Rich, Creamy Milk That is So Much in Demand Everywhere

YEARS of quality leadership have built up for **ST. CHARLES MILK** a reputation from coast to coast—a reputation backed by a continuous, national advertising campaign is ringing up unusually good profits for Grocers who sell this rich, pure country milk "with the cream left in."

You don't have to waste any selling effort on **BORDEN'S ST. CHARLES MILK.** It is half sold before you place it on your counters. Summer weather always adds an impetus to St. Charles sales. Put in frequent window displays and get these extra profits.

Factories:
Ingersoll, Norwich and Tillsonburg, Ontario
Truro, N. S. and
South Sumas, B. C.

MONTREAL **The Borden Co. Limited** VANCOUVER

"FLOWERDALE"

—The high-grade "BULK TEA"

that will speed up your tea sales.

Flowerdale will bring you new business just as it has done for many hundreds of Canadian merchants. Flowerdale Tea is the result of 25 years' tea blending experience and it possesses an unusually fine flavor.
Constant, exacting tea-cup tests maintain this flavor and high standard quality year in and year out.
Flowerdale is our big leader but we have other good blends that will please both you and your customers. Write for samples and quotations.

R. B. HAYHOE & CO.
Importers
7 Front St. E., Toronto, Canada

EUREKA REFRIGERATORS

For Grocers, butchers, cafes, etc., are built right, with only the highest grades of all materials used in them, and built by skilled labor in the most modern factory.

Now since Eureka Refrigerators are so well constructed and as they have only the choicest materials put into them it is up to yourself, Mr. Grocer, to order the refrigerator that will give you the greatest service and satisfaction.

Refrigerators get a great many hard knocks and only Eureka Refrigerators stand up longest at the same time taking hard usage daily.

Eureka Refrigerators are strongly built so that when you buy a Eureka you need never worry again about your refrigeration equipment.

Complete stock on hand for immediate shipment. Order early and 'phone, wire or write us for free literature and prices.

Eureka Refrigerator Co., Limited
Head Office and Factories:
OWEN SOUND, ONTARIO

A Message
from Mr. Mustardpot
to the
Progressive Grocer

"EXTRA FINE"
These two words define
STICKNEY & POOR'S "Extra Fine" MUSTARD
Better than any other words or group of words. Because it is

"EXTRA FINE" in Quality.
"EXTRA FINE" in Color.
"EXTRA FINE" in Flavor.
It comes in an "EXTRA FINE" Package.
That makes an "EXTRA FINE" Display.
And there is an "EXTRA FINE" Profit for You.

For these reasons
Stock It—Push It
Tell your Customers about it.
Your co-operating servant,
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century old — Century honored 1922
HALIFAX
Mustard Spices Seasonings

BODLEY'S CHOCOLATE COATED BISCUITS

A dainty treat that is making a hit everywhere

Few fancy biscuits have attained such widespread popularity in such a short time as **Bodley's Chocolate Cocoanut Fingers.** Their tempting appearance and delicious flavor make them just the thing to recommend for afternoon teas, picnics, etc. this summer. Try a sample order of this new chocolate coated Bodley biscuit, you'll find it a rapid seller and profit earner of the highest order.

C. J. Bodley, Limited

TORONTO

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers' Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

The J. T. Cox Commission Agency
Winnipeg
Tea and Coffee
Our Specialty
Also representatives for
FIELD & CO.
Fruit Merchants London, England
"Turban" Brand specialties

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

Tell the Advertiser
where you saw
his Ad.

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

Offer Their Principals

A Successful Sales Organization

Exceptional Warehouse Accommodation
For Storage and Unloading

The Service of a Strong, Successful Organization

THE NATIONAL BROKERS

HEAD OFFICE:
WINNIPEG, MAN.

Branches; Regina, Saskatoon, Edmonton, Calgary, Vancouver, Fort William, Montreal
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

RELIANCE WATER-GLASS

In 1 lb. and 2 lb. cans.

Castor Oil, Sewing Machine Oil, Glycerine, Carbolic Acid (10%). In 2 oz. and 4 oz. bottles.

Ink and Mucilage all Sizes.

Reliance Ink Co., Ltd. Winnipeg

250 publications - dailies - weeklies and Farm Journals, advertise Gold Standard Tea. The Codville Co. Ltd.

7

WHEN A WISE SHIPPER CHARTERS A SHIP HE LOOKS UP LLOYDS' REGISTER

MANUFACTURERS:

Our business is built on a foundation of

RELIABILITY - - EXPERIENCE AND FINANCIAL STABILITY

Enquire about our **Storage and Distribution Service**

INSURANCE RATE 30c

We operate a large fleet of motor trucks, as well as team service.

The City Dray Co., Limited

Frost and Wood Building
Cor. Pacific and Princess Streets

Track P. 18 **WINNIPEG**

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
ST. NICHOLAS BUILDING, MONTREAL

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL.

Russell-Murray Co., Limited
IMPORTERS
RICE: American, Patna, Siam, Rangoon,
MOLASSES, SPICE, JAMAICA GINGER, Granada Nutmegs, Pepper, Cassia, and all Tropical Products.
20 St Nicholas Street Montreal

TIPPET & CO., LIMITED
Importers and
Manufacturers' Agents
8 PLACE ROYALE, MONTREAL
Established 1876
Telephone Main 1581

When Writing to Advertisers
Kindly Mention this Paper . .

HAIL PROHIBITION!

Prohibition should be thanked for a real reform. A reform which has resulted in a vast increase in the amount of really good beer produced.

Beer, such as people are now making for themselves, is so good, and so much purer and better than the old commercial stuff, that millions who never cared for it before are now drinking it—greatly to their own benefit.

Formerly you had to walk a mile to get a really good glass of beer or ale.

Now you can have the very best in your own home. Home-brewed beer or ale is purer and more wholesome than anything that could be bought formerly. The dealer who gives his customers what they want and the best products obtainable is rewarded with a firmly established business and good profits.

If your customer asks for a pure, unadulterated, high-power malt, and fresh imported hops, sell him "Cream of Malt."

CANADA'S SUPREME MALT

CANADIAN MALT EXTRACT CO.
16 Pearl Street, Toronto, Ont.
Tel. Adelaide 3304.

CANNON'S GELATINES
VERSUS
GELATINES

What does the name CANNON stand for when coupled with gelatine?

VALUE!
QUALITY!
SERVICE!

B. CANNON & CO.
LIMITED
Lincoln, England
Manufacturers of the World's Premier Gelatine

Distributed By
THE CANNON CANADIAN CO., LIMITED
Toronto and Montreal

In the United States
B. CANNON & CO., Inc.
Brooklyn, N.Y.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.: Winnipeg, Man.

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West,
TORONTO.

Merchandise Brokers — Manufacturers' Agents
WE COVER CANADA
LOGGIE, SONS & CO.
32 Front TORONTO — St. West CANADA

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

E. N. & W. E. SOPER
Manufacturers' Agents and Commission Brokers
63 SPARKS ST., OTTAWA.
Warehouse and Distributing.
Efficient Sales Staff.
Detail Work.
Service our Specialty.

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

Kolacafé
REGD.
Fine Breakfast Coffee

If your Wholesale grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.

OAKEY'S
"Wellington"
KNIFE POLISH
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.I. Eng.

Agents:
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B. C.

Made in Canada
FLY TERROR

After years of experimenting, we have succeeded in manufacturing a product that will positively keep Flies, Mosquitoes, etc., away.

This preparation is in great demand by Hunters, Campers, Tourists, Fishermen, Surveyors' etc.

Order your supply NOW for the Spring and Summer Trade. A Big Seller—Showing a nice Profit.

Representatives Wanted

THE FLY TERROR MFG., "Regd."
7 NOTRE DAME SQUARE - QUEBEC

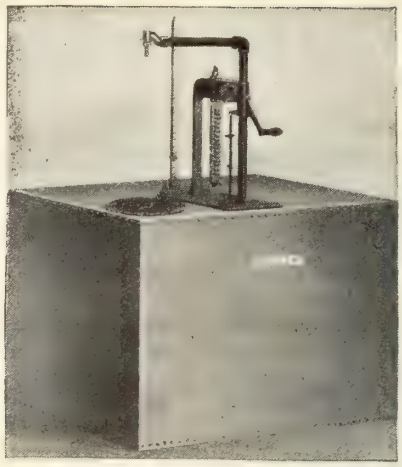
THE Vortex Service

A Dainty Individual Paper Cup for Each Person

A few dollars invested in Vortex Holders enables any dealer to serve a complete line of Soft Drinks, Ice Cream or Sodas, without expensive fountain equipment or washing facilities. For full information write us or our nearest distributor.

Vortex Division

Canadian Wm. A. Rogers, Limited, Toronto



First Floor Kerosene Outfit

Kerosene Spoils The Flavor of Food

You can't mix kerosene flavor with any food flavor, and have a satisfied customer. It is one of those things that can't be done.

The obvious thing is to install a Bowser Kerosene Tank-and-Pump outfit. This keeps the kerosene where it belongs, is neat, accurate and dependable.

Your customer has added confidence, too, because the Bowser name is a guarantee of accurate measure and reliable service.

Let us prove, with figures from other stores like yours, that Bowser equipment pays. It puts an absolute check on receipts, as well as sales, and guarantees that you make your full profits on all the kerosene you buy. Waste is entirely eliminated. Write for booklet C11 at once!

Bowser Equipment is
MADE IN CANADA
by
S. F. Bowser & Co., Limited
Toronto Ontario

BOWSER
ESTABLISHED 1885
ACCURATE MEASURING PUMPS

BOWSER PRODUCTS

For handling gasoline and oils wherever sold or used.
Filling station pumps and tanks for gasoline.
Portable tanks for oil and gasoline.
Storage and measuring outfits for paint oils.
Kerosene and lubricating oils.
Carload oil storage tanks.
Power Pumps.
Dry cleaners' underground naptha clarifying systems.
Richardson-Phenix oil.
Circulating and filtering systems and force feed lubricators.
Write for Booklets.

Announcing

Winners of Waddell's Window Dressing Contest:

1st Prize
Swan Bros., Toronto, Ont.

2nd Prize
P. Harvey & Co., Windsor

3rd Prize
T. E. Ryerson & Co., Brantford

also

East Side Grocery, Welland, Ont.
Bert Summers, London, Ontario.
H. Nichols & Son, Walkerville.
Jos. Morgan, North Bay.
Duchene Bros., Sandwich.
Jas. Thompson, Hamilton.
Diamond Grocers, North Bay.
John Muir, Niagara Falls, Ont.
G. Adam & Son, Windsor.
S. Payette, Mattawa.

Thank You—

WADDELL'S LIMITED, Brantford

WE NEVER HAVE
LOWERED OUR
QUALITY
TO MEET
PRICE COMPETITION

YOUR CUSTOMERS
ALWAYS DEMAND and
are WILLING TO PAY for
WADDELL QUALITY

NEW STRAWBERRY JAM

Now Ready for Delivery

The new Waddell Strawberry Jam is now ready for delivery—made from selected fresh Southern berries. These and the granulated sugar make the Waddell's Strawberry Jam.

There is nothing that your customers are more fastidious about than the jam they eat. You cannot afford to risk your reputation for good taste by selling any product that does not speak loudly for itself—and keep its reputation for consistency.

You can always present Waddell's Strawberry Jam — at any time, knowing that it will mean a repeat call.

WADDELL'S LIMITED

Brantford - Ontario

ARM & HAMMER

In Handy 2½ lb. Cartons

Why waste time and money weighing and wrapping bulk Sal Soda when you can sell Arm and Hammer Brand—the highest quality made—in handy 2½ lb. cartons? These convenient containers protect the great strength and purity of this superior Sal Soda until it reaches your customers. They're packed 36 to the case. Your wholesaler can supply you.

SAL SODA

CHURCH & DWIGHT, LIMITED,
MONTREAL

Fruit for 24th May

Full supplies of:

Strawberries Tomatoes Cucumbers

Green Peppers Egg Plant

Pineapples Texas Onions Oranges

Lemons Bananas

Prompt Efficient Service

White & Co., Ltd.
Toronto

"GEORGIAN"
BRAND
BUTTER AND EGGS.

Foreign and Domestic

Fruit and Vegetables

LEMON BROS.

OWEN SOUND ONT.

CHICKEN HADDIES

are big Sellers during the Warm Weather

Sells at a Popular Price with good Profits

CHICKEN HADDIES REGISTERED

CHICKEN HADDIES

are Popular with Campers AND Picnic Parties

Already cooked, can be eaten Hot or Cold

THE MARITIME FISH CORPORATION, St. Nicholas Street, MONTREAL

Do You Push Advertised Goods?

Or do you feel that it is better business to concentrate your efforts on selling the goods that do not move? The wise merchant who really PUSHES Nationally advertised goods reaps the reward of many satisfied customers, increased Capital turn-over and largely increased profits.

Push "Salada" Tea—

"SALADA" is advertised from Coast to Coast in nearly every paper and magazine. Its sale is guaranteed or the full purchase price will be refunded. The profits at the end of the year from pushing "SALADA" are larger than had you focussed on an unadvertised Bulk Tea.

QUICK TURNOVER — CLEAN STOCK, and—SATISFIED CUSTOMERS. These are the results of PUSHING—

"SALADA"

"THE DELICIOUS TEA"

Greater Sales Mean Greater Profits

How He Got His Man

A merchant in Montreal wanted a man to manage his store. He advertised in the daily papers and secured many replies. He also used an announcement in the Want Ad. page of CANADIAN GROCER and several replies were received. He chose his man from the latter. In fact, the only men who at all suited his purpose, were those who applied through this paper.

CANADIAN GROCER reaches business men in the trade. There are good men scattered all over Canada who read the CANADIAN GROCER and who are interested in such a proposition.

To get the man you want; to secure a position; a partner, to sell some used equipment; to buy second-hand equipment, use the Want Ad page of CANADIAN GROCER. It gets results.

Another Tasty New

"BISCUIT of QUALITY"

"OAT CRISP"

¶ A particularly tasty and nourishing crisp sweet biscuit, made in the Christie ovens, from selected rolled oats.

¶ It has a delicious lemon flavor and will strongly appeal to your discriminating trade. "Oat Crisp" is a dandy picnic biscuit, very nourishing and good for the kiddies. On account of their size and the scientific manner in which they are packed (57 to the pound) they will neither break nor crumble if given reasonable care.

For 72 years Christies have been originators of high grade biscuit specialties. Any line that bears the Christie Stamp has complied with the most severe tests and is a genuine

"BISCUIT of QUALITY"

CHRISTIE, BROWN & CO.
LIMITED

TORONTO, CANADA

Each Month Bigger

RED ROSE TEA sales in April were much bigger than March, just as each month this year has been bigger than the previous month.

RED ROSE TEA is good tea—the same good tea for over 28 years—always fresh and fragrant in the sealed package.

T. H. ESTABROOKS COMPANY, Limited

St. John, N.B., Montreal, Toronto, Winnipeg, Calgary

Walter Woods Limited

WILLOW
CLOTHES
BASKETS

Hamilton - and - Winnipeg

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in

Canadian Grocer

It reaches the Buyers **It's a Business-Getter**

Rates and Information on Request

A better cleaner
at a lower price

QUICK
HAND CLEANER

—leaves the hands soft, smooth and clean....!

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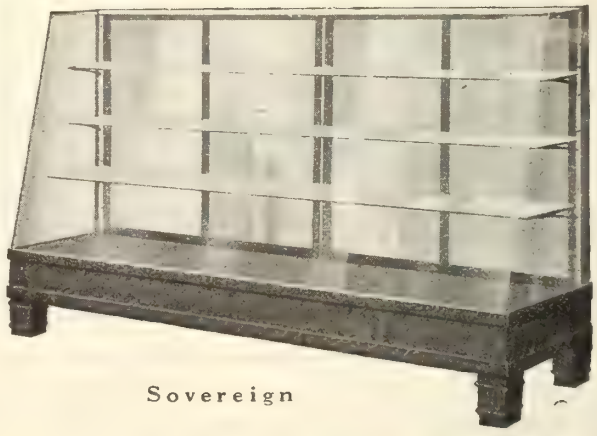

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CANADIAN GROCER

Vol. XXXVI. TORONTO, MAY 19, 1922 No. 20

Travellers on Commission are Cutting

Commission System of Paying Travellers, Declares Toronto Wholesaler, is Responsible for Much of the Present Day Confusion and Lack of Confidence in Wholesalers' Quotations—Sugar is Actually Selling Much Below Current List Price.

TORONTO, May 17.—For several weeks past there has been a great deal of price cutting among the wholesale trade, particularly on sugar. It is causing much confusion and lack of confidence. Although the refiners' list price delivered in Toronto is $6.24, wholesalers are entirely ignoring the list and are quoting considerably below it. Wholesale quotations show quite a spread, ranging from $5.85 to $6.10 per cwt.

"Who upset the sugar cart?" is a question that each wholesaler is asking and although every one on the street is participating in the price cutting, no one appears to be willing to take the blame for starting the game.

Commission System to Blame

One wholesaler claims it is the direct result of the "commission system" now in use by some of the wholesalers. This wholesaler points out that these "commission travellers" work on a basis of sixty and forty per cent. That is, the house gets sixty per cent. of the profit on their sales and the traveller gets forty per cent. The result of this system is, claims this wholesaler, that some of these travellers, becoming very anxious to get business, are inclined to cut prices and deduct the difference from their own share of the profits.

It is rumored also that there is considerable "back door cutting," that secret discounts are being made on lines where list prices are supposedly being adhered to rigidly. Another wholesaler stated to a representative of Canadian Grocer that the other day he received a 'phone message from a customer inquiring the price of soap, sugar and a certain brand of breakfast food. This wholesaler stated that list prices—with the exception of sugar—on these goods were supposed to be maintained, and yet when he gave the correct prices to the retailer he refused to buy because the "prices were too high."

Should Keep One's Word

"Business has got into a serious state when a business man's word cannot be accepted," said this wholesaler. "If we agree with a manufacturer to sell his products at a certain price, then we should all adhere strictly to it. If we cannot do that then I think we have no right to be in business."

"What is your opinion of 'commission travellers'?" asked the interviewer.

"I have no fault to find with the system," replied the wholesaler. "But I have reason to believe that some travellers are taking advantage of it, and by so doing are injuring the house they represent. Some of these travellers, unknown to the house, are offering a discount to induce retailers to buy. They will cut prices on lines that wholesalers have agreed to maintain. The cut of course does not appear on the order sheet, but the traveller takes it out of his own discount or share of the profit. It is these secret rebates that is the cause of so much distrust and unrest among the wholesale trade at the present time."

* * *

RETAILER MUST LOOK AROUND

"Price cutting as it exists to-day, puts the retailer in the position of having to shop around a bit, before making extensive purchases," a Toronto retail grocer remarked one day this week, when discussing prices with a representative of Canadian Grocer. "The wholesalers," he continued, "have brought this about, and competition to-day is such that I think I would be unwise not to buy where I can get the best price. If wholesalers want to sell under list prices it is up to them. Chain stores, and the cash and carry stores are getting special concessions, and special prices in their buying. Why should I not get the same? I am in business to get the best prices that I can possibly get. I feel sure I am entitled to as low quotations as the 'chains' and similar places.

Travellers Knock Prices Down

"Travellers are a big factor in the encouragement of this price cutting business. Many of them are now working on a commission basis. Rather than lose an order they reduce their original quotation, taking less commission themselves. For instance the present quotation on a certain breakfast food is $4.30 per case. The chain cash and carry store up the street is quoting this line at two packages for 25 cents. At $4.30 per case there would be no profit in this line at two for a quarter. Consequently they must be getting a special price on it, or else they are giving it away, which is not likely. I am buying this breakfast food at $4 per case. While I am charging more for it than the chains, yet I am told that I sell more than they do. On the other hand why should a customer pay me 14 cents a package when she can buy two of them for 25 cents. It is a case of 'baiting' around these days to get the best price from the grocer's standpoint, but it can be got.

"A traveller came in here this morning and quoted sugar at $6 per cwt. That was his firm's price, the traveller insisted, and he did not intend to quote anything lower. I did not buy any because I have been buying my sugar stocks at $5.80 per cwt. The list price however is $6.24.

"Where is all this cutting and slashing of prices going to end?" asked this merchant. "Unless the individual grocer, in his own interests, sees to it that he gets as good prices as the chain stores he cannot survive."

Is Paying List Price

Another service grocer farther down the street, stated that for this particular breakfast food he was paying the list price of $4.30. He was selling it at 15 cents per package, and declared that he would not sell it for a cent less. He does a credit business largely, chiefly over the telephone, and according to his experience, the presence of a chain cash and carry store, a few doors away, did not present any serious competition. In fact he had not noticed any difference as far as his turnover was concerned.

Will Tea Lose Its Import Tax?

An Ottawa Report Says That Removal of Duty Will Be One Feature of Fielding's Budget—But Many Tea Men Claim Government Needs the Revenue and That There is More Likelihood of an Increase—What About Coffee and Jam?

OTTAWA, May 17, (Special)—Hon. W. S. Fielding Minister of Finance, has declared that he will bring down the 1922 budget on Tuesday next, May 23. We will have a holiday next day to think it over.

What the budget will likely contain is occupying the minds of a good many Canadian business men to-day and those interested in food stuffs—manufacturers wholesalers and retailers—are looking forward with eagerness or anxiety, depending on how the budget may affect them.

There is a persistent report about the capital that the duty will be removed from tea. This now amounts to from 7 to 10 cents per lb. Those who think they know something about it make the point that the removal of the duty on tea would not cause much of a controversy. Tea is not produced in this country so there are no domestic interests to consider. The only people it would affect are those who have large stocks on hand upon which the duty was paid. Even then there is a possibility of a draw-back on the duty paid on these stocks.

Revenue From Tea $4,000,000

Then again it is argued that the Government can point out that tea is a necessity in this country, that it is the beverage of the poor man and it ought not to be taxed. In other words, the change would be a popular one and as the revenue received amounts to only approximately $4,000,000, a mere bagatelle when total revenue is considered—the reason is all the more for assuming that the government will either cut the tariff on tea or eliminate it entirely.

It is further pointed out that prior to the election the Liberals criticised more or less severely the duties on necessities of life so that now they must do something to justify their criticism of the previous administration. They cannot of course overlook the fact that revenue is still a most serious requirement, and if the duty is taken off any number of products, some method must be worked out to make this revenue up some other way.

And What About Coffee?

If the duty comes off tea what about coffee? While coffee is not so much a national drink in Canada as tea, yet it is not produced here and it is just a possibility that it too may be considered by the Finance Minister so far as removal of duty or part of it is concerned.

Tea Prices Exceedingly Firm

It is generally understood that tea prices in Canada should be higher if based entirely on import quotations. Tea packers, of course, are more or less loth to increase their prices unless absolutely compelled to do so, because in months to come there may be reasons for reductions and this would necessitate another change and the entailing of considerable loss. If therefore the duty should come off it is argued that packers might be able to retain their present prices as they could import from 7 to 10 cents per lb. less. If the duty should remain the trade could be expected to look for an increase in tea and this would not be very palatable to the consumer.

There has been a reduction in the English duty on tea by four pence a lb., so that our government will have a precedent if they decide to take the duty off here.

The Tariff on Jams

Not long ago there was a deputation of jam manufacturers in Ottawa interviewing the Finance Minister, with a view to having the duty on jam retained or increased. Their argument was that they have to pay a heavy duty on sugar used in the manufacture of jams in Canada, whereas outside manufacturers in most countries secure a rebate on sugar they use for jam for export business. It was felt at the time that this argument had a good deal of effect with the Finance Minister, and the lowering of the duty here, though possible, is not anticipated. But you never can tell.

The government will likely go slow in reducing the tariff on products that are produced or made in Canada but the impression is fairly general that on those produced outside of Canada and which are considered necessities of life may be subject to the pruning knife.

TEA MEN THINK DIFFERENT

Toronto, (Special)—In discussing the above with Toronto tea men one or two thought the duty might be removed but the majority say the necessity for revenue will make the Finance Minister think twice before wiping it off the slate. In fact one claimed if any change were made it would be in an upward direction.

MONTREAL DEALERS DOUBTFUL

Montreal, (Special)—There is much speculation as to what effect the new government's budget, which will be made known on the day of the 23rd, will have upon the tea market. In fact there are conjectures in connection with all imported lines and it has become an excuse for delaying many business transactions and has generally quieted the market. In connection with teas the local tea men are hesitant about saying anything with regard to the budget since, as one man said, "Any man is a fool to make any predictions about what the budget will do in connection with taxation. Anybody can make a guess but very few have any grounds on which to base their supposition."

Tea Tax Removed?

The manager of one of the local tea packing companies said to Canadian Grocer representative, "We know little about what change the Finance Minister contemplates. We only know that the present government favored a lower tariff and while we certainly do not expect any radical changes it is likely that something will be done to substantiate the platform. Tea is a product which is used by almost every family in the country and one on which any reduction in taxation would be most noticeable and appreciated. That alone is the only ground on which we can prophesy a reduction in tea taxation. The present tax on tea amounts to from 7 and 10 cents per lb. and since it has been taken up in the initial cost, the people of Canada have practically forgotten that it exists. Approximately 40,000,000 lbs. of tea are consumed in Canada every year and with a tax of 8 cents per lb. nets the government $3,200,000 a year, roughly. While this is small in comparison with other revenues it is certainly not to be disregarded or thrown away. Yet if there is to be a sacrifice, on the part of the government, it is reasonable to suppose that it will come in a line which would meet with the general approval of all the voters in Canada. Still, on the other hand, the government needs the money and if the $3,200,000 is to be taken off tea it is almost certain to be put on in some other form."

Another tea packer stated that while he did not even nourish the hope that the tax would be taken off, he did not feel that should it come to pass it would materially reduce the price of teas since present local prices were not as high as primary markets warranted and still prices were likely to go higher. When told that there were rumors with regard to reduction in the tax on tea this packer said, "I believe that in this case the wish is the father of the thought."

Harold F. Ritchie & Co., Ltd., Toronto, have been appointed selling agents for "Bran ford" jams and jellies made by Waddell's Limited, Brantford, Ont. On account of the Ritchie Company having a competing line of marmalade, Waddell's Limited will discontinue this line.

Parliament Votes in Favor of Oleo

Spirited Debate in the Dominion House is Followed by Defeat of Resolution Asking That Manufacture and Sale of Margarine be Prohibited in Canada—Majority in Favor is 26

OTTAWA, May 17—(Special)—The Dominion Parliament has voted on the margarine question by a majority of 26. The government decided in favor of oleomargarine, thus expressing its opposition to any prohibition of its manufacture and sale in Canada. It now remains for the House to make permanent the manufacture and sale of oleomargarine after September first next. It is likely that action along these lines will follow. The vote in favor of oleomargarine was 83 to 57.

Fielding Champions Oleo

Hon. W. S. Fielding and Hon. W. R. Motherwell took absolutely opposite lines. Mr. Fielding, with all his usual enthusiasm, landed right in to the centre of his colleague's argument and fought his way out on all four sides. Mr. Motherwell contended that there was as much right to limit what a man should eat, as to what he should drink, and apparently thought margarine one of the things a Canadian should not eat.

Mr. Fielding, in reply, said most people regarded whiskey as a poison, and, therefore, did not want it consumed but nobody ever thought of margarine as anything but a wholesome food and therefore, the argument of the Minister of Agriculture did not stand up. Hon. T. A. Crerar also opposed the prohibition of oleo.

J. L. Brown (Lisgar), one of the Progressives, was also opposed, declaring that protection of even this kind was not the doctrine of the party, and that the farmer must compete as they expected others to do. Most city members of all parties endorsed the attitude of Mr. Brown and his party. The dissenters were found among the Eastern farmers and dairymen of the old parties. Their cry was for the protection of the old dairy cow against the "packing companies," who made most of the margarine.

Hon. W. S. Fielding (Minister of Finance) speaking to the debate said, as reported in Hansard:

"Mr. Speaker, the resolution before the House deals with oleomargarine, not with manufactured butter, and I propose to confine my attention to the resolution.

"Once upon a time there was in this House a Liberal member who was a strong free-trader, representing an agricultural constituency. One day somebody suggested by resolution that encouragement should be given to the raising of hogs. My friend, the Liberal member, strongly supported the resolution, and after that he became known as the man who was a free-trader in everything except in pork. I am afraid that my good friend the Minister of Agriculture (Mr. Motherwell) has disclosed himself to be a free-trader in everything except in butter. In most matters, especially those relating to agriculture, I defer to the views of my friend and colleague the Minister of Agriculture, for I know he is master of the subject, while I know but little about it. If I thought that the question at issue was that of the dairying industry I should not speak at all. But I do not think that is the question. I am obliged to follow in this matter not the leadership of my colleague the Minister of Agriculture, but the leadership of the ex-Minister of Agriculture (Mr. Tolmie), who, I say, made a speech to-day which, in my judgment, has not been and cannot be answered. If I thought the people of Canada for the most part were fools; if I thought they were lacking in intelligence; if I thought they were incapable of judging for themselves of what they wanted and where they should get it; if I thought they needed that tender guardianship which we provide for children and Indians and lunatics—why, in that case I would vote for the resolution; because this resolution simply says that the people of Canada are not to be trusted to decide for themselves whether or not they will buy a commodity which the whole world accepts.

"Canada is the only country in the world, so far as I know—the only country claiming to be civilized—which does not allow the use of oleomargarine. When I came into the government more than a quarter of a century ago there was no question about oleomargarine. It was on the prohibited list and there it remained until quite recently, during the war. In all that time nobody ever thought anything about oleomargarine, because so long as good butter could be obtained at a reasonable price, nobody wanted oleomargarine. And that is the condition to-day; the people of Canada will not buy oleomargarine so long as they can get butter at a fair price. If there has been a development of the oleomargarine business it simply has been because a very considerable percentage of our people have not the means to buy butter and they have bought oleomargarine rather than not have anything at all.

"The only question here is this: Is this a commodity which can properly be dealt with; is it wholesome and safe and clean. The Minister of Agriculture says: 'If you are going to admit the right on the part of the people to eat oleomargarine, you must logically admit their right to drink whiskey.' But if my hon. friend had had a good case he would not have used that argument, because there is all the difference in the world.

I think my hon. friend is one of those who regard whiskey not only as unwholesome, but as a poison. At all events, according to him, the great majority of the people condemn whiskey because it is unwholesome, because it is wicked to drink it, because it is damaging, morally, physically and every other way. Will my hon. friend say the same of oleomargarine? If he cannot do so, then where is the analogy? It goes to pieces.

"Do not forget that this is a commodity which the whole world uses. It is not a poison; it is not unwholesome. Perhaps in the early days of oleomargarine it was a cheap and nasty production, and there may have been good reason for putting it on the prohibited list. But to-day the conditions are different. My hon. friend himself admits that oleomargarine is manufactured under severe restriction and inspection which guarantees it cleanliness and its production under sanitary conditions.

"I do not think there is a sound argument used from beginning to end against oleomargarine. I deny that there is competition between butter and oleomargarine. They are two distinct products, and if you provide that the oleomargarine shall be distinctly marked and labelled—and the ex-Minister of Agriculture (Mr. Tolmie) showed us a sample to-day plainly marked, plainly labelled—there is no chance in the world of any one being imposed upon by getting oleomargarine in the shape of butter, unless he is very dull and wants to be imposed upon. Every shop that sells oleomargarine has to sell it labelled as such."

Hon. T. A. Crerar (Marquette) said: "The subject matter of the resolution under consideration by the House this afternoon and evening is not by any means a new one. Indeed, it is a hardy annual that has appeared every session since I came to the House five years ago; and I agree entirely with the view expressed by the member for South Waterloo (Mr. Euler) this afternoon when he said that he hoped we should be able on the present occasion to make a final disposition of it. I have a particular interest in this matter, Sir, because of the fact that the first job I had after I became Minister of Agriculture in 1917 was to draft the regulations—assisted, of course, by expert men in the department — covering the sale and manufacture in, and the importation into Canada, of oleomargarine. These regulations were passed at that time under the War Measures Act for the rea-

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"Bigger, Better Business Lies Ahead"

President Wm. Robertson of Confectionery, Biscuit and Chocolate Industries, in His Address That Was Read in His Absence, Before the Annual Convention Last Week, Believes That the Turn Has Been Made Towards Better Things

By H. H. WEBB, Associate Editor, Canadian Grocer, Montreal

MONTREAL, May 12—The fourth annual convention of the Confectionery, Biscuit and Chocolate Industries of Canada was opened in the auditorium of the Ritz Carleton Hotel here on Tuesday morning, May 9th. Secretary C. J. Bodley opened the proceedings reading a telegram from the president William Robertson of Robertson Bros. Toronto, expressing his regrets that he had been called to England, sooner than he had expected and was unable to attend the convention. Mr. Robertson also extended his best wishes for a most profitable convention. A. D. Ganong of Ganong's Ltd., St. Stephen, N. B., was voted to the chair. Mr. Ganong, after expressing his regrets that Mr. Robertson could not be present, called upon the members of the convention to take an active interest in this year's gathering and endeavor to get the most out of the discussions for the good of all. "Under the present conditions," he said, "it is absolutely essential that we get together and stand together so that by understanding the problems of the industry as a whole we may benefit individually."

..."I believe strongly in trade papers," said G. V. Mathews of Huylers, Limited, Toronto, in his address to the confectioners in Montreal this week. "I believe that we all can benefit by reading them from cover to cover both editorials and advertising. There are suggestions there that will help even the best of us. The editors and advertising men make a specialty of studying trade conditions and the remedies for the little troubles that face us all. I have been educated to it by experience and I read every trade paper that comes to my desk. I even read the humorous page which some of them contain for they chase away the blues and brighten up a day that has begun with everything looking dark and disappointing."

President's Report

D. E. McVannell then read the president's report which Mr. Robertson had mailed to the secretary. "The past year has been a difficult one with us," Mr. Robertson pointed out. "Markets have changed. Buying has been done with some difficulty. Prices have fluctuated and price cutting has hurt the business. But the year has not been without its bright points. I can safely say that new markets, new opportunities have shown themselves with marked signs of development and I am optimistic enough to say that I believe that the corner has been reached and we are now marking the turn toward better things. We are on the swing upwards and with eager eyes we watch the signs of prosperity spreading over our country. Much depends on the crops in the west. It is early yet for any prediction but financial conditions show a mend. Already we have too many railways in Canada, but note some liquidation of the indebtedness of that part of Canada, and that is a splendid sign. A good crop will mean everything to Canada this year.

"Now with a united front our industry should go forward into this year with a determination to make the very best of every opportunity. Bigger and better business lies ahead and no better means of obtaining it can I see than by the stimulation and co-operation that comes through a convention such as we have now opened for its fourth year."

Welcome to Montreal

J. C. Copping, Montreal manager of the Christie Brown Biscuit Co., welcomed the convention to Montreal on behalf of the members of the association in this city. In expressing his welcome, he brought a laugh to the assembly by saying, " Many visitors look at a convention held in this province in an al-

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Illustrating the gathering of the confectionery, biscuit and chocolate industries in annual convention at the Ritz Carleton Hotel in Montreal last week. The new president, H. N. Cowan, Toronto, is in the front row on the extreme left.

Favor Higher Duty on Salted Peanuts

Confectionery, Biscuit and Chocolate Industries Approve of Higher Tariff in Regard to Salted Peanuts and Peanut Butter Coming Into Canada—Discuss the Matter of a "Biscuit Day" as well as a Candy Day.

THE second day of the Confectionery, Biscuit and Chocolate Industries, Convention was opened with the report of the nominating committee and the subsequent election of officers by an unanimous vote. The new president H. N. Cowan, president of Cowan's Limited, Toronto, then took the chair with E. Littler, managing director of the Lowney Company of Montreal, the new vice-president, and F. McCormick of the McCormick Biscuit Company, second vice-president, beside him. Collin Currin was re-elected treasurer. H. M. Challenger of Wm. Neilson Co., Ltd., Toronto, gave the first address of the morning on "Organization of Candy Factories." Mr. Challenger pointed out how economy may be effected by the arrangement and management of a candy factory and gave some hints as to the management of an up-to-date plant.

U. S. A. Industry Hard Hit

The next address was given by Clyde Murray, vice-president of Stevenson & Co., New York on "Candy Costing." Mr. Murray began his address by reviewing conditions in the United States and pointing out that price cutting and lack of knowledge of actual costs had hurt the candy business badly in the United States. He gave a number of examples where manufacturers were selling their products below cost, and trying to average up the loss on other lines. He also spoke of the failures of some manufacturers to study the retail market and know just why certain of their products are not moving. He strongly recommended that any such dead lines be cut from the market and all energy put on the lines that show life. Much interest in Mr. Murray's address was evident and after he had concluded, a number of the delegates asked permission to question him on certain details of candy costing.

In the afternoon the delegates of the Convention were guests of the Montreal Harbor Commissioners on a trip by boat around the harbor and down the river as far as the Maisonneuve wharf.

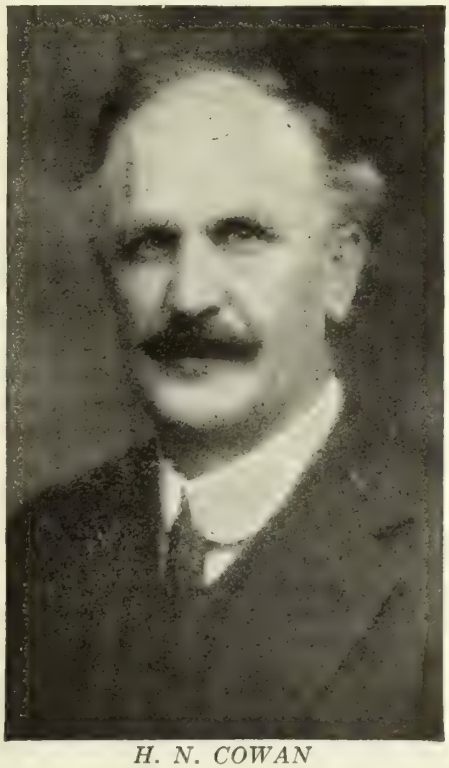
In the evening Hon. J. A. Robb, Minister of Trade and Commerce, addressed the Convention, assembled at the banquet table in the restaurant room of the Hotel.

A moving picture was presented by the California Raisin Growers' Association which showed the cultivation and packing of raisins in the Fresno Valley. After this the committee on resolutions made its report and recommended that the convention should act upon nine different suggestions of the committee. Some of the most important were, that the convention support the efforts of the Canadian Manufacturers' Association in their tariff policy with regard to peanuts and peanut products, and that a letter to the tariff department of that association be sent emphasizing the need of a higher duty on salted peanuts and peanut butter coming into Canada, that the financing of Candy Day be left to the executive committee which would make a report through the secretary to the Convention on suggestion for the next Candy Day and a statement of the cost and assessment for each member. Thirdly, that the secretary be instructed to send a marconigram to the past president, Wm. Robertson, thanking him for his address and telling him of the success of the convention and that the convention discussed the matter of adopting a "Biscuit Day" for the spreading of propaganda on biscuits to stimulate their use. The other items dealt with the levying of fees upon members according to the number of employees in the service of each.

Trade Papers Help Manufacturers

D. E. McVannell, editor of "Candy," told the convention how in many ways the trade papers help the manufacturers, wholesalers and retailers in any branch of trade. He quoted instances of how merchants had been helped in increasing their turnover by trade paper suggestions, of retailers who had redecorated and rearranged their stores as a result of trade paper editorials and pictures.

(Continued on Page 22)



H. N. COWAN

President of the Cowan Co., Ltd., Toronto, who was elected president of the confectionery, biscuit and chocolate industries of Canada at their convention in Montreal last week.

C. J. BODLEY

of C. J. Bodley, Ltd., Toronto, who took a prominent part in the confectionery convention.

WM. ROBERTSON

of Robertson Bros., Toronto, retiring president of the confectionery, biscuit and chocolate industries of Canada, who was unable to be present at the annual convention.

Must Develop Canada's Export Trade

Hon. J. A. Robb, Minister of Trade and Commerce, Tells the Convention of the Confectionery, Biscuit and Chocolate Industries That the Future of This Country Depends Upon the Development of Its Export Trade

By Staff Correspondent, Canadian Grocer

MONTREAL, May 12.—In his address at the banquet of the Confectionery, Biscuit and Chocolate Industries' Convention on the second evening in the banquet hall of the Ritz, Hon. J. A. Robb, Minister of Trade and Commerce, told the members that lopsided policies must be done away with. A broad and sound policy that will link city and country together must be followed to bring about a return of prosperity to the Dominion.

"I am very much impressed with the atmosphere of this gathering," he continued. "I believe it is not only an interprovincial assembly but international as well. During the past years we have heard much favorable comment upon the Province of Quebec both from our neighbors on the South as well as our many good friends in Toronto. All appreciate the spirit of liberty that prevails in this good old province which I hope will always continue to be the soundest and sanest province in the Dominion. I do not know whether the next annual convention will meet in Montreal, but I suppose if you can have as much fun in Toronto as here it would be well to alternate between the two. You are the judges in this respect.

"As an old miller, myself, I am somewhat familiar with your industry. It is something akin to the flour business. A good package will sell any material wheres an ugly and clumsy package will bring ruin and stagnation to the best qualities. It is a good thing to be alert in this connection and I notice that your business fairly excels in this department.

Why Has it Fallen Off?

"But there are a few things I would like to point out to you. The biscuit business in this country as well as the candy business has fallen off considerably, and as Minister of Trade and Commerce it is my business to promote industry and I am very much interested in what you sell abroad.

"Your industry last year paid out something like $10,000,000 in wages and has, therefore, rendered a great national service to the country. But how does it come that you have lost your export market abroad? I believe that a considerable amount of foreign business has been lost since 1920. I do not know whether the labor costs in Canada are too high or not, and I do not know whether the foreign markets have been up to the mark. The fish business, I am told, was jeopardised by the fish men holding their commodity too long, and now I would like to know how you are losing the export trade of your industry.

"In 1920 you exported to the United Kingdom $1,500,000. In 1921 a drop of $35,000 was noticed, a considerable reduction where it should increase.

"Some people claim that this business was a war business, but it was nothing of the kind. The war had ended three years previously and I submit to you Canadians that we should be able to compete and export these kinds of goods with any country in the world. It is not the tariff question that has caused the decline in the exports. The tariff was not interfered with. These are plain facts and you business men will understand that the future and hope of this great country of ours depends upon the development of our export trade. And not only does the export business look a little wrong but there is also noticed a drastic change in the import business.

Canada's Candy Imports

"In 1920 we imported $413,000 worth of candy from the United Kingdom. In 1921 an increase equal to $31,000 was noticed in this figure. I am bringing these facts to your mind in the hope that you will look into them. Not only have you lost your export business to the United Kingdom but you are allowing the United Kingdom to come in on your own business at home.

"The country that makes progress and develops, is the country that exports goods, and if Canada is to become a greater country we must make more goods, and compete with other countries in every market of the world.

"The question is, can Canada compete with other countries and pay war wages four years after the war has ended? Would it not be better for a reasonable wage to exist and all work, than for a few to receive high pay? Idle factory hands cannot buy butter and cheese and keep the wheels of industry going round. They only breed discontent and are of no value to the country, and the sooner we set theory aside and get down to business the better for the people of Canada and the better for the country.

"If we are to have growth in the country it will never come about by a lopsided policy. What use is it for the industrial workers of the city to produce goods if there is no one to buy them? The country and city are linked up together and we must have a policy for all that will cement the common ties of both and bring about a period of renewed prosperity.

Immigration Problems

"With regard to immigration and the railways. Sometimes we hear that we have too many railways in Canada, but your forefathers and mine who came to this country and lived and worked in the bush and swamp did not complain of too many lines. All that we require in Canada at the present time is courage and co-operation in and between all parts, and if we have sufficient of these requirements the future will be assured. I have great confidence in Canada, in its future progress and development, and with such men as I see around me, men of courage and zeal, there can be very little left to doubt. Let all work together in harmony for the common good of all."

Due to European Situation

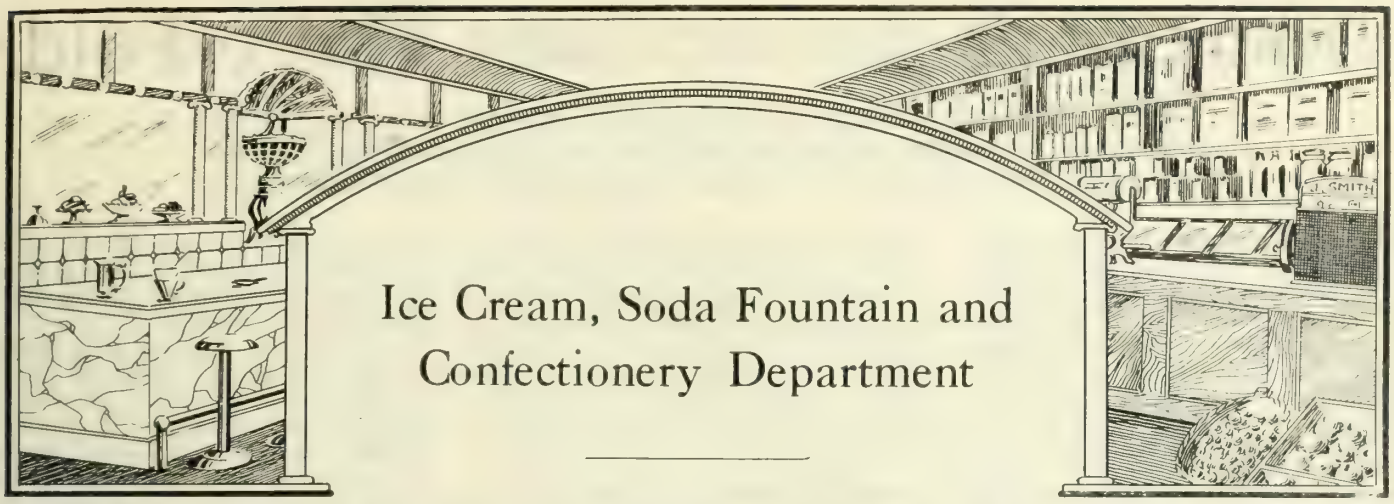
C. J. Bodley in a brief reply to the remarks of the Minister of Trade and Commerce explained the decline in the candy export trade. He declared it was entirely due to the situation which prevailed in Europe at the end of the war or shortly after.

"In 1919," he said, "buyers from Great Britain and the continent came in large numbers to Canada and purchased sugar and confectioneries at any price. Consequently the amount shipped during that year was very heavy. In fact the ports on the other side were not able to handle it all. Then followed the crash in the exchange. Prices went down rapidly and Canada was out of the market because European countries could not afford to buy. As far as the reputation of Canadian chocolates is concerned, they are able to compete with the best of the world."

A disadvantage which Canadian shippers experience, the speaker declared, is that the shipping rate from Great Britain to Canada was five times as cheap as from Canada to Great Britain. "There is no reason for this and with a Canadian merchant marine it is to be hoped that this difficulty will be overcome."

AN ERROR CORRECTED

An error occurred in the article from Montreal, on Charles Chaput's 65th anniversary in the wholesale grocery business, which appeared in last week's issue of Canadian Grocer. Mr. Chaput's age should have read 80 instead of 88. In speaking to a Canadian Grocer representative he asked that the impression given that he now arrives at his office at eight in the morning be corrected. In the last few years he has not come down to the office until nine or a quarter past in the morning.



Finds Sale of Ice Cream a Real Money Maker

This Grocer Sells on an Average of Fifteen Gallons of Ice Cream Every Day, in Addition to 36 Bricks and Dozens of Ice Cream Bars—Using Slips in Parcels to Advertise Ice Cream

"I AM now commencing my third year ice cream season and this fact affords me a great deal of satisfaction because with dull trade of the past winter months, I look upon ice cream as the one thing to make up my average volume of sales," stated Herbert Smith, Walnut Street South, Hamilton, Ont., to a representative of Canadian Grocer. "You will notice that our store is very small. In fact, it is so small that we can scarcely move without bumping into something or excusing ourself when having to step in front of customers, but nevertheless our turnover is nearly as large as some of the bigger stores. We handle daily upward of fifteen gallons of bulk ice cream, thirty-six bricks and several dozens of the individual chocolate coated ice cream bars. I often lament the fact that the store is so small because if it were larger I would not hesitate about installing a soda fountain to serve ice cream and drinks right here in the store. I am planning to have a larger store some day and when the time comes I intend having a regular ice cream department, because there is money in it."

Advertising Slips in Parcels

Mr. Smith has already made plans for increasing his sales of ice cream during the coming summer. He has had slips printed similar to the illustration. These slips measure four by six inches in size, are printed in red ink and are inserted in all out-going mail, besides slipped under the string of parcels when being delivered or passed over the counter. "That slip will bring me more business, I am positively certain and I am going to see they are distributed in this neighborhood," said Mr. Smith.

A Real Money Maker

The number of merchants who are selling ice cream as a regular line is steadily increasing. Investigation has shown that such merchants are now looking upon ice cream as a real proposition. Nor is the profit in ice cream only to be considered. It is the value it has in stimulating sales on other lines and in this Mr. Smith is no exception. He has found that people coming into the store for the first time to purchase ice cream have eventually become regular customers for groceries as well. Another coming to buy ice cream will notice something on display and invariably will go out with another article under her arm which she had no intention of buying when first entering.

Bottled drinks is another line that Herbert Smith finds a ready sale for every summer. His sales run to several hundred cases and he has found it profitable to keep these lines well to the front during the summer months.

DON'T READ THIS

Unless You Like Ice Cream

If you do you will be glad to know that we have commenced our third Ice Cream Season, and more important still, that we are again handling

as in the past.

We are pleased to say that each season, so far, we have had to increase our handling capacity, and with the usual high quality Cream for which —— — are noted, we expect to dispose of even larger quantities this year.

May we anticipate a large share of your Ice Cream trade this Summer

?

Thank You!

Herbert C. Smith
Regent 7155
84 Walnut Street S.

"Lime An Excellent And Wholesome Fruit," Says Lancet

The Lime fruit is one seldom found displayed in grocery stores in Canada, perhaps because the trade and public do not appreciate its value. In a recent issue, the "Lancet," the British medical journal, gives some interesting information about it. It says in part:

"The Lime is not so well known as the Lemon, although from the point of view of flavour it is regarded by many as being even superior to the Lemon. According to an analysis which we have recently made it would appear that the Lime, although smaller than the Lemon, yields, weight for weight, a good deal more juice. Thus, the average amount of juice pressed from a Lemon was 37.50 per cent, of its weight whereas the Lime gave 59.00 per cent. Moreover, the Lime gives more citric acid but less sugar.

"The Lime yields a 'drier' juice and contains a third of the quantity of sugar present in the Lemon. While the alkaline salts amount to practically the same in both fruits yet the phosphoric acid is greater in the Lime than in the Lemon. It is probably owing to the richness in alkaline salts that the use of Lemon Juice, as well as other fruits is helpful in some diseases of the skin and in preventing eczema. The juice of the Lime is equally valuable in this respect if indeed, in regard to dietetic points it is not superior...."

Increasing Biscuit Sales Three-Fold

These Merchants Show What Results Can be Obtained in the Way of Turnover, When Extra Effort is Applied to Selling Biscuits—An Effective Window Display and Other Methods.

THAT the sale of biscuits can be greatly stimulated when extra effort is brought to bear, was much in evidence among several of the retail grocers in Brantford, Ont., recently. These merchants having in mind the value of window displays as a sales promoter trimmed their windows with a variety of plain and fancy biscuits and during the period the displays were in the window, sales were increased in some instances three-fold while all participating in the idea, state the sales were at least doubled. But not only were the sales increased during the period of the window displays but the window trims were the means of acquiring an increased demand for biscuits ever since.

The window of T. E. Ryerson & Co., was rather unique in that it was a little out of the ordinary. In the center of the window was placed on an elevated platform, a large computing scale. A couple of smaller scales were placed, one at each end. Around the scales were arranged small fancy plates containing a certain brand of shortbread. The idea was to convey to the passers-by that these biscuits were being sold in bulk by the pound. The result in sales during the week was to dispose of fifteen tins of the shortbread. At another time Mr. Ryerson put in a smaller display for a period of one week. This display only differed from the first by showing a variety of biscuits and resulted in selling thirty-five large tins during that particular week.

Sales Increased 3 Times

Winters' Grocery arranged a display of biscuits comprising not only a variety of kinds but also of various manufacturers. The bottom of the window was covered with crepe paper and each kind of biscuit was displayed on glass plates. In the center of the window was a neat show-card calling attention to the use of biscuits. During the week this display was in the window biscuit sales in the Winters' store increased three times over the average of any week during the past year.

The Cash Bargain Grocery, through the results of a window display of various kinds of fancy biscuits passed over the counter in one week twenty-five large tins of fancy biscuits. The arrangement of this window was similar to the others mentioned above except that full tins were used more freely to make up the display.

Another line which goes very well with a display of biscuits is jam. If the merchant is fortunate in having two display windows, one could be used for jam and the other for biscuits. Such an idea was used in the Ryerson store when the Canadian Grocer representative was there. The biscuit display as mentioned above was in one window, in the other a display of jam. Through co-operating this jam display with advertising and selling talk over the counter, Ryerson cleared out in one week's time fifty cases of jam, with the exception of about one dozen packages of different sizes.

A Candy Display That Gets Results

London.—A very successful plan for boosting candy sales is being tried out in the Scandrett grocery here. The store is the centre for a large number of housewives, the majority of whom while downtown shopping drop in to leave their orders for several days ahead. Usually these women are accompanied by at least one child, very often two or three. Believing that there was a chance to sell candy to both the women and the children the firm fitted up two very attractive glass showcases. Neither case is very large, and the two are placed at the very end of the counter where they will be seen when the women first enter the store and the last thing when they are leaving.

The display is very carefully planned. Only good candies are shown and care is taken to avoid extremes in price. Nothing more than fifty cents a pound is offered for the women and nothing under five cents for the children. Soft candies, such as marshmallows have proved big sellers and that the firm made no mistake by linking up something for the children in their display for the mothers is shown by the excellent sales that are being made. Usually a woman buys half a pound or a pound of candy for herself and five or ten cents' worth for each of the children.

There is another angle to the value of the display case also. Many women send their children over for little purchases they want in a hurry and usually give them enough to buy some candy at the same time. Indirectly these children are having it unmistakably impressed in their minds that Scandrett's is their favorite store. These boys and girls of today are the men and women of tomorrow and many of them will develop into permanent customers.

Frequently when a woman has finished giving her order of groceries her attention is directed to candy by a polite inquiry as to whether she wishes to look at any of the lines that have just been received. In a great many instances she has already "sold" herself on the display while on her way into the store, and it is only a question of picking out the candy to close the sale.

This week the firm has a fine window display not usually seen in grocery stores, but which sold a lot of goods. The display consisted of scrubbing brushes, brooms, pails, soaps and galvanized wash tubs. These were attractively grouped and backed up by neat show cards bearing such inscriptions, "House cleaning time is here," "We have everything you need for your spring cleaning," and so on.

The display proved a real business producer and every line shown registered an increase in turnover.

FAVOR HIGHER DUTY ON SALTED PEANUTS

(Continued from page 19)

He went on further to show that if in the broad field of the trade paper, only one more package of goods more per merchant in the year is sold by the influence of the trade paper, that it would prove a big boon to business. This he pointed out, was one of the aims of an institution that has rapidly grown to a place of national recognition in Canada in the last ten years. He asked for the co-operation of the manufacturers in giving important market information to the press so that its stimulating influence upon business may be imparted to the whole trade in Canada.

C. E. Bardouf, superintendent of St. Lawrence Sugar Refineries talked on the subject of "Sugar From Soil to Sack." He outlined in a most interesting way all the processes required to extract the juice from the sugar cane, crystallize i and later to refine it, and prepare it for its many uses. This was followed by another address by A. Eade of the Canadian Credit Men's Association on "Closer Co-Operation of Credit Departments."

In the afternoon, the members paid a visit to the St. Lawrence Sugar Refineries and there saw all of the many operations required to purify and crystallize sugar. After the visit, the St. Lawrence Sugar Refineries entertained the visitors in a royal style that was particularly appreciated by those outside the province. The grin on each face that looked upon the bountiful spread, told of how much the hospitality was appreciated. The company then visited the W. Lowney plant.

The delegates to the Convention were entertained at a theatre party at the Princess Theatre Wednesday evening as the guests of the Toronto Associate Exhibitors.

A Net Profit for Year of $826 on Candy

Grocer Decided to Devote More Selling Effort to Candy, and Finds it Pays—Has Only a Small Case for Display but Some Attention to This End of the Business Proves Profitable for This Retailer

"IT IS an ill wind that blows no one some good" is an old saying, but nevertheless in the opinion of Robert Kirby, Sarnia, a true one as evidenced by an incident which happened in his store some four or five months ago.

It appears that one of the clerks was reaching for a can of tomatoes upon a high shelf, when the can was accidentally dropped and a silent salesman happened to be in the direct path of the falling tomatoes, the top of the case was badly shattered.

"I had the top of the case measured for a new glass, but when I found that it was going to cost me $150, I hesitated to spend that amount of money as the case originally, some years ago of course, did not cost me much more than that amount," stated Mr. Kirby. "We drifted along for a week or two without doing anything in the matter, but it an eyesore, that case without a roof. One day a customer was in and I happened to mention about the accident and the cost of the new piece of glass. He suggested that I have a wooden top instead of the glass. This man was a cabinet maker and he said that if I would measure the top he would fit it up with a nicely pannelled top and he thought it would answer the purpose just as well. Packages could be piled upon the top without interfering with the value of the case as a salesman, because the sides and ends were of glass. I had this done, and a very neat job it was.

For Displaying Candy

"One day about a month after the new top was no longer new," continued Mr. Kirby, "one of my clerks suggested that the top of the case be used for displaying candy. We have always had a fairly good candy business, that is on certain lines, but this clerk became very enthusiastic about the candy side of the business and claimed that if we had more room to show it and a better assortment, there was no doubt we could sell a great deal more. I told her that if she would take the responsibility of the candy department, keep it always looking clean and the stock fresh, I would take a chance. She was quite agreeable. A week or two after that, I mentioned this to a traveller, and wondered if he could give me a suggestion as to the best style of a case to have built. He said he knew just the kind of a case I needed and promised to send around the representative of the firm who built the cases. In due time this representative called upon me, measured up the space and said he would built me a case for $150. I thought this was pretty high and more than I felt I wanted to pay. But he stated he would have a case built, come around and put it up and leave it there for three months. At the end of that time if I did not feel the case was worth the money, he would take it back, and if I was satisfied, I was to send the firm my check for $150.

A Net Profit of $826

"This seemed a fair proposition, so I told him to go ahead. In due time the case arrived. We filled it up with a nice display of candies and I want to tell you that if the sale of candies continues in the same volume, that it is at the present time, by the end of the year we will have made a net profit of $826."

Although Mr. Kirby, in his conversation with a representative of Canadian Grocer, laid much stress upon the value of the show case in increasing his candy sales, readers must also bear in mind that Mr. Kirby to get this business had also used other methods to co-operate with the display in the store. One plan has been to have a week-end candy sale. The window is dressed attractively, and as one clerk is responsible for this department, it is most carefully looked after. Some of the window displays are of a novel character. For instance a barrel of kisses was placed in the window. This was accomplished by simply opening the top of the barrel, pressing the contents fairly down, then cutting the hoops of the barrel and carefullly removing the staves. The result was that kisses stood up as a solid mass and when it was placed in the center of the window with the floor also covered with kisses, it made a very attractive display. A lot such as this was sold in three days.

Candy Shows a Good Profit

As so much has been said about the case, a little explanation of it might be advisable. The case is about six feet in length and nicely fits on the top of the silent salesman mentioned above. It is made from clear plate glass but no frame work whatever, the sides, ends and top being fastened at the corners with nickel clamps. The case is divided into several compartments and being open at the rear, makes for rapid selling.

In Mr. Kirby's opinion, candy should carry a good profit. On some lines it is possible to obtain a greater profit than others and he never allows it to run below forty per cent and more often it is fifty per cent. on the selling price.

VALUABLE KNOWLEDGE GAINED

"Well, Freddie," said his mother, "did you learn anything new at school today?"

"Yes'm," said Freddie.

"What did you learn new?"

" I got on to a new way o' gettin' out o' school fer an hour by sniffin' red ink up me nose."

Many merchants are increasing turnover by adding ice cream departments and during the summer months find it decidedly profitable.

This illustration shows how a merchant on the Pacific Coast arranged his window as a means of boosting ice cream sales.

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MONTREAL WINNIPEG VANCOUVER

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Vote Favors Margarine

THE DOMINION Government has spoken on the margarine question. By a majority of 26, the Federal House voted against the prohibition of oleomargarine in Canada. The resolution to prohibit the manufacture and sale of this product in the Dominion, as put before the house on Monday night last, found champions only in the Hon. W. R. Motherwell, Minister of Agriculture, and certain representatives from districts where the dairy industry predominates. On this question all parties split, members of the government opposing each other in their views of it, as shown in the strenuous opposition of the Hon. W. S. Fielding to any arguments that the Minister of Agriculture put forward on behalf of the prohibition of margarine.

While the vote taken on this occasion is merely a negative one, legislation making permanent the right to manufacture and sell oleomargarine in this country after September first next, is now anticipated.

Canadian Grocer in its columns from week to week has urged the retention of oleomargarine in Canada after September first next, believing that the product is a wholesome article of food, and as such, should no more be banned than any other foodstuff. Thus it is with no small sense of satisfaction that this journal receives the result of the first vote on the resolution as brought forward by those who seek to ban the product. The contention that the continued manufacture and importation of margarine into Canada is throttling the dairy industry is entirely groundless, as has been shown in articles appearing on these pages in the past few months. That the consumption of margarine does not seriously affect the consumption of butter is proved. That margarine is a wholesome, nutritious food, providing a substitute for people who cannot afford butter, is also proved, and because of these facts there is no argument sufficiently worthy to bring about its prohibition.

The Secret Rebate

IN ANOTHER column in this issue are the views of a wholesaler on the question of price cutting which has become quite general with the wholesale trade. This wholesaler claims that a great deal of the cause of this condition is the fault of some travellers who, working upon a commission basis, make a special price to the retailer. In order to "cover up his tracks" the traveller pays the difference out of his own commission.

The system of placing travellers wholly upon a commission basis, in itself has been found to have many commendable traits. It places the salesman entirely upon his own initiative. If he is to make a salary and even a bare living one, he must be constantly on his toes and sell goods. This system has been tested by several of the large firms in the United States and generally has worked out satisfactorily. In Toronto the system is also in vogue and speaking generally the firms adopting the system, claim that this method of paying their travellers has resulted in a greater volume of sales. But it has one drawback. It leaves an opening for the too zealous salesman to trim prices by offering the buyer a "secret rebate." It is true that the special discount comes out of the pocket of the salesman, but what about the injury he is doing to the reputation of his house?

Usually the house is not aware of this practice because the transaction goes through in the regular way and the salesman "makes it right" with the buyer out of his own pocket as it were. It is a practice that should be discouraged. The proper way to stop the practice is for the buyer to refuse such discounts unless they come direct from the firm.

It is all very well for the buyer to say "that he has a perfect right to buy his goods as cheap as possible." But we answer that reply by asking another. "What is to prevent the salesman who offers you a special discount, from giving your competitor a still lower one?"

Making Showcases Pay

EVERY FOOT of the floor space in the store—whether it be big or small—represents a continuous outlay for rent, and every foot of it, apart from the space used for aisles, which, by the way, should be as roomy as the size of the store will permit, should be used to increase the volume of business and add to the revenue of the store. Yet it is no uncommon thing to see in the stores of dealers who pride themselves on their efficient business methods show cases that are not selling as much merchandise as they should.

Any merchant can make an interesting and profitable experiment at little or no outlay if he will open an account with each of his show cases, charging each a proportionate share of the rent of the store, based on the floor space it occupies, together with the cost of carrying the stock it contains and the time that an employe spends in arranging it. Then credit each case with the profit on all sales that initiate solely as a result of the display it contains. The result of a thirty days' trial of this experiment will convince any dealer of the necessity of keeping case displays as effective as possible.

The value of a salesman is generally estimated by the profitable business accruing as a result of that salesman's work. When the salesman fails to do enough business to make the wage investment in him profitable, he is usually released; yet the retailer will make a large investment in costly cases, in the rent of the space they occupy, in the merchandise to stock them, and in the wages of clerks to attend them, and will then accept, as a matter of course, any returns the quadruple investment may bring. With many using show cases whose maintenance—including rent, stock carrying costs, and attention—amounts to a very considerable outlay a year, it seems strange that so few have any definite knowledge of what returns the cases yield.

CONFIDENCE IS the greatest of all business builders, and the only way to inspire confidence in your trade is to give service, earnest, conscientious, cheerful, efficient service.

FACTORS IN increasing sales are knowing what is in stock, keeping track of new merchandise for the department, knowing when it will be in and listing the articles that are called for but are either out of stock or not carried. These are all important.

Turns $300 Into $4,600 in Three Years

Do Not Allow Yourself to be Stampeded Out of the Correct Margins Because of Stories of How Cheaply the Other Fellow May be Selling—The Day of the Service Grocer is Returning

By HENRY JOHNSON, Jr.

THIS correspondence shows that every merchant must be awake to changing conditions if he is to continue to be prosperous. There is no stopping place on the upward climb.

Dear Mr. Johnson: — Herewith please find statements of my business for 1920 and 1921. Am not quite satisfied with my 1921 profit compared with 1920. Located in town of 1800, farmers' town, although most of my trade is city trade. Competition is keen—twelve stores handling groceries. You will notice about 50% of 1921 sales were credit. Outstanding accounts quite large though all considered collectable. Started three years ago with $300. Have enjoyed good trade in the past. Is my business going backward?

Yours, W. D. E.

Statements:		
1921		
Cash sales	$16,609 .40	
Cred. sales	15,982 .84	
Personal sale	287..38	$32,879 .62
Inventory, Jan. 1921	2,846 .48	
Purchases	26,289 .96	
Transportation	786 .31	
	29,922..75	
Inventory, Dec. 1921	2,183 .23	27,739 .52
Gross earnings		5,140 .10
Expenses:		
Salaries	723 .95	
Rent	480 .00	
Taxes	84 .74	
Interest	58 .57	
Repairs	24 .25	
Insurance	61 .00	
Fuel	63 .50	
Advertising	197 .75	
Delivery	542 .85	
Misc. Expense	435 .83	
Depreciation on Fixtures	121 .26	
Bad Accounts	121 .26	2941..58
Trading Profit		2,198 .52
My own salary		1.200 .00
Net profit		998 .52
Assets:		
Merchandise	2,183 .23	
Accounts Receivable	2,424 .09	
Cash in Bank	17 .57	
Cash on hand	222 .90	
Other assets	300 .00	
Fixtures	1,330 .94	$ 6,478 .73
Liabilities:		
Notes Payable	600 .00	
Accounts Payable	937 .54	
Expenses accrued	155 .34	
Owe on Fixtures	179 .75	1,872..63
Equity in business		$ 4,606 .10

Salary Reduced Yet Profit Less

The other statement shows that he drew $1,500 in 1920 yet had net profits of $2,088 left.

What this man needs is what many another must get down to if he is to survive future stresses—to hold back and work on the most conservative lines possible. When he started, three years ago, everything was on the upgrade. Like any number of others who started then, because of favorable conditions—so favorable that it required a genius at failure not to make good—he made money fast. Now we have struck conditions of re-adjustment. These conditions of gradually declining values are very certain to prevail for thirty years—say until 1950.

Henceforth, therefore, men must do business on skill and along conservative lines. That is very different from what these newcomers in business are accustomed to. But it is not necessarily a misfortune that things have changed, because by difficulties men are made stronger and into better merchants—but the conditions must be understood in order that you may cope with them intelligently.

The shrinkage in this man's business is not abnormal, everything considered, but because of that shrinkage in volume and values, the expenses have shot up more than one-third. It is well for men to note that effect of slackening business. Notice that a reduction of ten per cent. in volume under a constant overhead, increases that overhead eleven per cent. A reduction of 25% in sales under the same load runs the expense ratio up 33-1/3%. In this case: sales were $17,000 less in 1921 than in 1920, so, though expenses were run down $383.86, the ratio was approximately 12-2/3% in 1921 as against only a little over 9% in 1920.

Taking Less Himself Shows Judgment

He showed excellent judgment in cutting his own salary last year. Also he is to be congratulated that his entire salary list in 1921 was under 6%, excepting whatever must be taken into salary list from the delivery expense. He must dig into this problem because the salary list including everything in wages of all kinds, himself and everybody else, must not exceed 9% at any time and it should be kept down to 8%. Naturally, as much lower as possible than these percentages will be the aim of every good business man.

Every grocer must keep his nose to the grindstone on expenses every year, but from now onward more emphatically is this so than for several years past. Also the following are always excellent business rules, but are now things that must be practised unflinchingly by the man who wants to win out:

Buy from hand to mouth, in the smallest possible quantities. Avoid both quantity buying—no matter how strong the temptation nor how good the prospective "profits" may be—and futures. Buy goods as you need them.

Lastly, most important of all: Exercise all your ingenuity to increase your sales. Study how to move more profitable goods along profitable lines. Do not allow yourself to be stampeded out of your correct margins by stories of how cheaply the other fellow may be selling. Pass up a customer occasionally rather than cut your prices to pieces to keep her. Aim to please those who like your kind of dealing and are willing to pay you for your service. The day of the service grocer is returning. But the service must be rendered and must be worth what you charge for it. See that yours is given in full.

Is the "Old School Grocer" Passing?

I have another letter from the same general region as the above, but the tone of it is very different. This is from a man who refers to himself as "the retail groceryman of the old school." He writes that it's all right to know the margin, expenses, computations and all that, but asks what good that does him in conditions described as follows:

"Pinned in between and held firmly to this naked proposition: that his wholesaler's cash store, operated directly or indirectly by the wholesaler, makes his selling price also—regardless of overhead or anything else absolutely. Three cash stores here selling staples at jobbers' prices, brazenly advertising them every Friday and Saturday. And these are the most popular wholesaler's brands, well known for years, brands we retailers in many cases spent years to put before the public—the goods we depended on to get our living. So when thus limited, our overhead or underhead has nothing to do with it.

(Continued on page 36)

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Ontario

E. Green has joined the staff in Nelson Ravelle's store at Grand Bend.

J. T. Menzies of Stewart Menzies & Co., Toronto, is on a business trip to Western Canada and the Pacific Coast.

F. W. Leach has leased premises at 519 Richmond St., London, and is opening a grocery and delicatessen store.

H. N. Cowan, president of the Cowan Co., Toronto, will attend the confectionery convention in Chicago next week.

The office of the Lantic Sugar Refinery, Toronto, has been moved to new quarters immediately above the previous location at 28 Front St. East.

Charles F. Hooper of Exeter has purchased property on Main St. and will shortly erect a building to carry on a general produce business.

Clarence Bennet of Walton, who recently purchased the grocery stock and store of A. Cuthill at Winthrop, plans to take over the business on June 1.

James Kyd, wholesale grocery broker, Ottawa, has been appointed agent for Purnell and Panter, Ltd., Bristol, Eng., for Ottawa and district.

The death occurred on May 11, of Anson Dulmage at the home of his son in Walkerville. He was formerly a general merchant in Lakelet.

The Grimsby Brokerage Co., Toronto, have been appointed selling agents for Ontario for the Salem Canning Co., Brighton, Ont.

W. V. Charlton for many years traveller with the I. X. L. Spice Co. at London, has purchased a site in South London and will shortly commence the erection of a new grocery store.

A. S. Moreland, J. C. Allan, Thos. Collins, and R. Kennedy, grocers in Ottawa, are attending the grocers' convention in Toronto this week.

W. T. Gregory, advertising manager of the Cowan Co., Ltd., Toronto, presided at the monthly dinner of the Toronto Advertising Club, the other evening, when E. S. Dean of Toronto and Russell T. Kelly of Hamilton were the special speakers.

BUSINESS CHANGES

George Hunter, Emo, Ont., is opening a grocery store and butcher store.

Burgess & Son, Hamilton, have sold to A. Dunford.

German Competition Reduces Sweden's Canadian Imports

TORONTO, May 17.—"German competition in Cweden is having a serious effect upon domestic business which at the present time is very quiet," remarked A. M. Arnheim of Stockholm, Sweden, and representative in Sweden for Sainsbury Bros., who for the past couple of weeks has been a visitor in Toronto. "This German competition has also resulted in imports from Canada and the United States being reduced fully seventy-five per cent. There are signs, however, that business will gradually improve and we expect by the time this year closes, that imports from Canada will be up to the usual amount.

In speaking of the dried fruit situation, Mr. Arnheim pointed out to a representative of Canadian Grocer that at the beginning of 1921 stocks of prunes in Sweden amounted to 40,000 tons and some of them had been held since 1918. This balance, he said, is now all cleaned up besides the heavy shipments which have been going to Sweden during this season. "The annual consumption of prunes in Sweden is around 250,000 tons," remarked Mr. Arnheim, "but we do not want any small sizes. The size we like the best is 30-40s and nothing smaller than 50-60s."

Luke Copple has commenced business at 1269 Main Street, E., Hamilton, Ont.

A. L. Green, London, Ont., is discontinuing.

J. F. Siegrist, London, Ont., has sold to D. H. Young.

D. H. Young, London, Ont., has sold to C. R. Ead.

George A. Turner, Niagara, Ont., has sold to Miller & Son.

Wm. H. Whaley, Niagara Falls, Ont., has sold to Alex. Coburn.

C. S. Chester is managing the new Dominion store at Grimsby, Ont.

A. M. Steele is in charge of the new Dominion store corner of Geneva and St. Pauls Sts., at St. Catharines, Ont.

John J. Casey, Thrift Stores, Ottawa, Ont., is opening a store at 223 Dalhousie St., Ottawa, and one on Bridge St., Hull, Que.

Head of Produce Firm in Montreal Meets Sudden Death

Montreal.—The many friends of the late Geo. Hodge, in the grocery and produce trade in Canada, will be sorry to learn of his sudden death on May 11th. Mr. Hodge had dined on the new trans-Atlantic steamer, the S.S. Regina, which had just been presented with a coat of arms of the City of Regina. He had an engagement at the church of which he was an active member and as he was not expected home till late, his family had not been alarmed until they were notified that his body had been found floating in the canal about two miles above the place where the S. S. Regina was docked.

An inquest was held, the coroner bringing a verdict of accidental death. Many of the deceased man's friends in the trade express the opinion that Mr. Hodge was the victim of foul play since his body was found at a spot much out of his way from the ship to the church or to his home.

Geo. Hodge was the founder of the produce firm of Geo. Hodge and Son of Montreal, and was in his seventy-second year. His friends speak of him as the friend of the poor and as one man said "he always had his hand in his pocket to help some one."

A large number of friends in the trade mourn the sudden death of a man who had won the respect and friendship of all with whom he had come in contact. The members of the Montreal produce exchange, of which the deceased was a member attended the funeral in a body.

Ontario

A. F. Choate, merchant, Warsaw, Ont., was a business visitor in Toronto during the past week. He expects to open his branch store at McCracken Landing summer resort on Stony Lake about June 15.

The death occurred on Friday last of Thomas Webb Edwards, of Toronto, manager for the Dominion Sugar Company of Chatham. The late Mr. Edwards passed away at his home 139 Geoffrey St., Toronto. He moved to Toronto thirteen years ago from Hamilton where he had been a salesman for the wholesale grocery house of Lucas, Steele and Bristol. He was a member of the Rotary Club, also of the Masonic order. He is survived by his wife and two sons.

Ontario Grocers Meet in Two Day Convention to Discuss Problems

Merchants From Many Points in the Province Are Convened This Week at the Prince George Hotel, Toronto—W. J. McCully Presides

TORONTO, May 17—(special)—Ontario grocers are gathering here to-day for a two-day convention at the Prince George Hotel. The president of the Ontario Provincial Board, W. J. McCully, of Stratford, is presiding. Addresses of welcome were tendered the visiting delegates by His Worship Mayor C. A. Maguire, of Toronto, J. P. Tweedell, president of the Toronto branch R.M.A., and Jerry Burns, president of the Toronto retail grocers' section.

Among the delegates registered during the morning of the first day were D. W. Clark, Toronto, C. A. Elsley, Campbellville, J. D. Wisdom, Allendale, Wilfred McCorvie and John W. Dyer, Chatham, T. Bowman, J. A. Walsh, Duncan Bell, J. C. Campbell, and E. L. Lamoureuce, Ottawa, Donald McLean, Toronto, E. Lyons, Toronto, James Hollins, Toronto, John Muir, Niagara Falls, Fred Mungford, Mt. Denis, J. C. Beaton, Oshawa, Jerry Burns, Toronto, T. W. Humble, Toronto, G. A. Babcock, Lindsay, and W. H. Edmunds, Vancouver.

Subjects of vital importance to the retail grocer will be discussed during the two days, and open discussions in which every grocer present may take part are planned. Canadian Grocer in its next week's issue will contain a full report of the two days' proceedings.

W. C. MILLER

The energetic secretary of the Ontario R. M. A., who is directing the proceedings of the Ontario grocers in convention this week.

Kellogg Appeal Case in September

Injunction Secured by Plaintiffs in Famous Case is Stayed by Defendants Agreeing to Certain Conditions Laid Down by Judge—No Cutting of Price and Security Bond Is Given

TORONTO.—(Special).—The judgment of Justice Middleton in the Kellog case was given recently in Canadian Grocer. The defendants at that time asked for an appeal and applied for a stay in the injunction granted the Battle Creek Toasted Corn Flake Co., of London, Ont. and Justice Ferguson has given his decision on this application. It is as follows:—

BATTLE CREEK TOASTED CORN FLAKE COMPANY, LIMITED,

vs.

W. K. KELLOGG CEREAL COMPANY and KELLOGG TOASTED CORN FLAKE COMPANY

(Two actions)

The first action was commenced in 1914 and partly tried in 1917. The second action was commenced in 1919 when the two actions were ordered to be tried together, and were tried by Mr. Justice Middleton; the trial of the two actions were completed by Mr. Justice Middleton in 1921, and judgment was pronounced by him on the 15th of April.

By his judgment, the defendants are restrained from manufacturing or selling in the Province of Ontario, Toasted Corn Flakes in competition with the Toasted Corn Flakes manufactured and sold by the plaintiffs, and were ordered to pay damages.

The defendants have appealed to this Court, and now apply for a stay of the injunction pending the hearing of the appeal.

On the defendants undertaking to speed the hearing of the appeal, so that the same may be ready for hearing in September next, and further undertaking that pending the hearing and final disposition of the appeal, there will be no cutting of prices or granting of bonuses so as to bring the prices below the prices of the plaintiff's goods, but that to the end that the standard price shall be maintained, the defendant shall not attempt by unfair or undue competition to take away from the plaintiffs their trade, and upon the defendants undertaking that in their advertising there shall be no matter reflecting in any way upon the goods of the plaintiffs or representing their own goods as being superior to the plaintiff's goods, and upon the defendants giving satisfactory bond in the sum of $50,000 as security for any damages or compensation the plaintiffs may suffer by reason of the stay of the injunction, and the defendants undertaking that as a condition of the stay they would keep an account and submit it to the Court, and submit to any order as to damages or compensation which the Court may be of the opinion the plaintiffs are entitled to by reason of the stay should the plaintiffs ultimately succeed, IT IS ORDERED that the injunction granted at the trial shall be stayed pending the disposition of the appeal, with liberty to either party to apply.

The undertakings hereinbefore given shall not interfere with the parties mutually agreeing upon bonuses or cuts in prices, and are given on the agreement that the plaintiffs will not, pending the hearing, cut prices or issue advertisements reflecting on the defendants' goods or their right to carry on business pending further order.

DID LITTLE DAMAGE BUT MADE A LOT OF NOISE

An explosive was thrown over the fence into the yard of the Montreal Biscuit Company, 100 Brewster avenue, near Greene avenue, Montreal, the other night, breaking several windows in buildings adjacent to the factory when it burst leaving, according to the police report, a hole a foot in circumference and six inches in depth. The view taken by the superintendent of the plant is that some giant fire cracker was thrown into the yard as a prank, or to frighten the night watchman. He was inclined to make light of it, feeling satisfied that there was in the affair no intent to damage the company property. Only a lot of noise, seemed to be the way in which he regarded the incident, the material damage in glass being, he said, easily covered by $25.

Catalogues and Booklets

H. J. Heinz Company have just issued a handy sliding scale to assist the retailer in figuring his percentage of gross profit. This is vest pocket size. The scale itself is a piece of cardboard which fits into a celluloid case with an opening at the top. The scale can be pulled out so that the following information is given about an article—cost per dozen, selling price each, percentage of gross profit on cost and on selling price. Cost prices per dozen are shown at .90c .95c, $1.00, etc., up to $9.50 per dozen. When an article costing .90c is sold at .10c each the percentage of profit on cost is shown to be 33 1/3 % and on turnover 25%. Any retailer may secure one of these profit sliding scales by applying to the Toronto office of the Company or to any other local office.

"CANADA FIRST"

A Canadian tourist, while traveling through Italy, saw Mount Vesuvius emitting smoke and lava.

An Italian proudly remarked that they did not have anything like that in Canada.

The tourist replied: "Well, we have a thing there called Niagara Falls that would put that thing out in 10 minutes."
—E. F.

WESTERN CANADA NEWS

Western

T. S. Coppinger has joined the sales staff of Nicholson & Rankin, Winnipeg.

D. F. McLay, of McLay Brokerage Co., Winnipeg, is on a business trip to Toronto, Hamilton, and other cities.

F. K. Keogh, of Hills Bros. Co., New York, is on a business trip to Winnipeg, calling upon his firm's western representatives, Donald H. Bain Co.

D. H. Bain of the Donald H. Bain Co., Winnipeg, who has been covering his branches in Western Canada, and also paying a visit to principals in Oregon, Washington and California, has returned to the city.

Codville Co., Ltd., wholesale grocers, Winnipeg, held a conference of their branch and department managers last week. The following were in attendance: C. H. Spearin, Brandon; T. B. Jones, Moose Jaw; N. M. Waldo, Medicine Hat; W. T. Stephens, Saskatoon; H. J. Millar, Prince Albert.

New Starch Company on the Pacific Coast

Vancouver.—A new starch company has been incorporated in British Columbia under the name "Pacific Starch Products, Ltd.," New Westminster. The company will manufacture potato starch, potato flour, dextrine and glucose. Among the officers are two prominent New Westminster retailers, Mr. Abrams, and N. S. Rattray. The shareholders are mostly potato farmers in the Fraser Valley.

Western R.M.A. Will Hold Convention Regina, June 6, 7, 8

Saskatoon, May 16.—Preliminary plans for the ninth annual convention of Saskatchewan Retail Merchants to be held in the City Hall Autitorium at Regina, June 6, 7 and 8, are now well in hand, according to F. E. Raymond, provincial secretary of the R. M. A. An industrial display, along similar lines to the display put on in Saskatoon at last year's convention, will be one of the features of the convention.

Among the speakers who have been approached and who have signified their willingness to address the retailers are J. A. Banfield of Winnipeg, Dominion president of the association: Premier Charles A. Dunning; Hon. S. J. Latta, minister of education; Dean W. J. Rutherford of the College of Agriculture, University of Saskatchewan, and Professor W. W. Swanson, of the University of Saskatchewan.

JACK WOOD

of Swift Current, Sask., president of the Saskatchewan R. M. A., who will preside over the meetings of the annual convention in Regina on June 6, 7 and 8.

Another feature of this year's convention will be the trade sectional meetings, inaugurated at the Saskatoon convention last year.

BIGGER AND BETTER BUSINESS

(Continued from page 18)

coholic light, but be that as it may, the Montreal members of the association welcome you here not for what we offer you to drink but for the benefit we may all derive from co-operation and social intercourse, both from the business and personal stand-point. We are well fitted here to offer you the best hospitality in many ways."

The secretary then read a wire from J. Allan Ross, of Toronto, expressing his regret that pressing business on a Royal Commission on which he has had to act and sickness in his home prevented him from attending the convention. The executive committee report, of which J. A. Ross is chairman, was read by the secretary and was unanimously passed by the convention. The treasurer's report was presented by Colin P. Currie, representing D. S. Perrin & Co., Ltd., London It showed a good balance.

Interest in Secretary's Report

Much interest was shown in the secretary's report presented by C. J. Bodley of Toronto. This report gave evidence of many undertakings of the executive during the past year. This sales tax and its enforcement had commanded much attention. Mr. Bodley told in detail of a test case in Ottawa in connection with the imposition of sales tax on retailers who manufacture and sell their own confections. The secretary was called upon to give evidence in three trials before it was finally established that a retailer manufacturing and selling his own confections should pay the sales tax in the same way as manufacturers, wholesalers and retailers must do. The report dealt with 41 different items that the executive had been called upon to attend to during the year.

Mayor Martin of Montreal addressed the members at a luncheon held in the grill room of the hotel. His topic led him to a discussion of the relationship between employer and employee.

One of the delegates of the convention asked that a resolution be passed, favoring a higher duty on salted peanuts and peanut butter coming into Canada. He pointed out that the present tax of 2c a lb. was the same tax on raw peanuts and considering the fact that there was already a high tax on oils required in salting peanuts that it was in the interest of the manufacturer that this extra duty should be imposed. This matter was referred to a later discussion in the convention.

Candy Day Discussed

A discussion of candy day was opened by G. W. Matthews of Huyler's Ltd., of Toronto. Mr. Matthews pointed out the advantages and opportunities of a national Candy Day. He suggested that there might not only be a Candy Day but also a Biscuit Day and a Chocolate Day in the year. W. H. G. McEachern, of McEachern - Greenway - Coutts, Toronto, bared the facts about last year's Candy Day and stated that in his opinion it had been a failure because the public had not been educated to it. He went on further to say that it took time and that now that the foundation had been built to make it a national institution, the pioneer work should be followed up and more time and forethought be devoted to make it a real success.

He pointed out that special days which had become national institutions such as Mother's Day, had behind them a sentiment which carries them to success. As a suggestion he mentioned "Sweetheart Day" as Canada's national day for candy. In this connection he mentioned the many advantages of the sentiment which connects candy with "affaires d' amour." A discussion followed this address and many members expressed their desire that a definite date and a definite name be set for Candy Day, so that the industry might work up to it and do the educational work necessary to make it the success that it should be.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

MARKETS AT A GLANCE

THERE has been a decidedly stronger tone to the raw sugar market during the week under review. The price remained firm at 2 7-16c c. & f. New York for prompt shipment and 2½c for June shipment. Also sales reported for June loading at 2 3-8c f.o.b. Cuba.

Latest cables report heavy rains in Cuba which are no doubt good for the growing crop but have the effect of interfering with the grinding of the present crop. Since last advice, 23 central factories closed down, making a total in operation of 127 as against 194 for the same period last year.

Canadian refiners' list prices remain unchanged at $5.90 Montreal basis but this price appears to be merely nominal as wholesalers are cutting below this figure.

Rolled oats are stronger with some advances while other cereals are fairly steady and unchanged. Package cereals are also steady but there appears to be an increase in the demand for prepared breakfast foods.

Dried fruits show little change other than a continuation of the weakness in raisins. Shelled Bordeaux walnuts abroad are stronger under an advance but the spot situation remains quiet and unchanged.

A great deal of interest is manifested as to just how the reduction in the British tariff on teas will work out. This reduction has already resulted in stimulating buying in England and with any noticeable increase in the consumption developing, a stronger and higher market can be expected. Some interest is also noted as to probable changes in the Canadian tariff of which details will be found elsewhere in this issue.

Rices continue firm, whole spices hold steady with a more pronounced firmness to pickling spices.

New vegetables and fruits are arriving more freely and generally tend easier.

QUEBEC MARKETS

MONTREAL, May 17.—The grocery market is quiet this week with few changes. In many lines dealers seem to be marking time. The suspense in connection with the new budget is an excuse offered to defer buying in some cases, yet few have any definite predictions to make in as far as food-stuffs are concerned. The sugar market holds firm with a strong note at the basis of $5.90. Some retailers have speculated and are buying for the future. Few expect further reductions, yet the lack of ready money prevents a marked increase in buying. Molasses is more steady after recent reductions. Corn syrups are unchanged. Walnuts have been advanced abroad and at present prices orders locally are being placed for fall delivery. Candied peels show weakness with reductions in some cases. Smyrna raisins are strong with supplies short. The tea market is strong but fairly quiet. Dealers are waiting for the announcement of the budget. Coffee is strong but shows no advance locally. Canned goods are unsettled and prices continue to be cut. Many dealers look for lower prices in the fall and show anxiety to unload.

COFFEE MARKET FIRM

Montreal.

COFFEE—Local prices on coffee are unchanged. Primary markets are strong and have been gaining points for some time back but the demand is somewhat limited at this season. Local dealers do not expect any advance in wholesale prices but promise a firm market.

COFFEE—	
Mocha	0 50
Java	0 45
Maracaibo	0 40
No. 1 Blind compound	0 35

CEREALS UNCHANGED

Montreal.

CEREALS.—There is no change in the cereal market. The summer season limits buying supplies to meet immediate requirements and prices are steady.

CEREALS—		
Rolled oats, bag	3 35	3 50
Oatmeal	....	3 75
Pearl Hominy	....	1 40
Corn meal	2 50	2 80
Graham Flour, 98 lbs.	....	7 65
Buckwheat Flour	....	4 25
Pot Barley	....	3 25
Pearl Barley	....	3 85
Beans, Ont.	....	3 50
Do., Can.	....	3 30
Lima Beans	....	0 06
White beans	....	0 07½
Green peas, dried	0 03	0 05¾
Split Peas	....	0 07¼

CANNED GOODS UNSETTLED

Montreal.

CANNED GOODS.—The canned goods market remains easy. In canned vegetables it is apparent that many dealers are expecting lower prices in the fall and are putting forward every effort to unload. Canned tomatoes are selling from $1.60 to $1.65 this week and some brands, prices are lower. Canned corn is easy, but choice and fancy grades hold steady. There are some outside brands of corn and peas offered at low prices. In canned fruits the whole market is broken up. Prices vary according to the stocks held by different dealers. Canned peaches in heavy syrup are down as low as $2.75 and in light syrup $1.90 and $2.00 per dozen. In some cases prices are lower than this since the stocks have been carried for some time and holders are eager to unload at a sacrifice.

CANNED VEGETABLES		
Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Cabbage, Simcoe, 2½s	180	....
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob,) gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 30	1 40
Do., 2s	1 40	1 50
Do., 2½s	1 60	1 65
Do., gallons	....	6 25
Parsnips, Simcoe, 2's	1 80	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 50
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s	....	3 25
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80

CANNED FRUITS		
Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 10	1 85
Do., 3s, doz.	1 60	1 70

Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.	....	18 50
Cherries, red, pitted, heavy syrup, doz. 1	....	3 20
Do., 2½	....	3 50
Do., 2	3 20	3 30
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Raspberries 2's	....	3 75
California Peaches—		
1s	....	2 90
2s	....	3 25
2½s	....	4 40
Strawberries, 2's	....	3 30
Peaches, heavy syrup—		
2's	2 60	2 75
2½s	....	4 20
Pears, 1s, Keiffer	....	4 30
Do., 2-lb.	2 45	3 10
Yellow cling, halves	....	2 60
Yellow cling, sliced	....	2 60
2's	....	2 80
2½s	....	4 20
Bartlet Pears	....	3 40
Greengage Plums, heavy syrup.	2 20	2 00
Lombard plums, heavy syrup, 2-lb.	....	2 40

CANDIED PEELS EASY

Montreal.

DRIED FRUITS.—Lemon and orange peel show weakness with a decline of 1c and 2c in some cases. The wholesale price is now 25c and 40c for citron. Reports state that only one thousand tons of Smyrna raisins are available and that these will not nearly meet the demand until the new crop comes in September. The best quality of Smyrna raisins are practically unobtainable. Evaporated apples are strong in price and scarce. California raisins show a little weakness and currants are firm. Other lines are steady with rather a quiet market.

DRIED FRUITS—		
Apricots, fancy	....	0 35
Do., choice	....	0 31
Do., slabs	....	0 29
Apples (evaporated) 25 lbs.	0 23½	0 24½
Do., 50 lbs.,	0 23	0 24
Peaches (fancy)	....	0 28
Do., (choice)	....	0 25
Pears (choice)	....	0 22
Do., fancy	0 27	0 28
Peels—		
Cut mixed	....	0 31
Lemon	....	0 25
Orange	....	0 25
Citron	....	0 40
Raisins		
Valencias	....	0 19
Muscatels, 2 Crown, spot	....	0 17½
Do., 3 Crown, spot	....	0 18
Do., 4 Crown, spot	....	0 18½
Turkish Sultana, 5 Crown	0 25	0 27
Fancy seeded (Bulk)	0 18	0 19
Do., 16-oz.	0 20	0 21
Cal. Seedless, cartons 12 doz.	....	0 21
Do., 16 oz.	....	0 24½
California Seedless, in bulk	0 19	0 20
Cluster, 20 1-lb. pack.	....	7 25
Currants, loose	....	0 13½
Dates, excelsior, (36 10s), pkg.	....	4 50
Dromedary, (36-10 oz.)	....	7 20
Loose	0 10	0 12
Figs, 4 crown	....	0 21
5 crown	....	0 22
6 crown	....	0 23
7 crown	....	0 25
Mats, Portuguese	....	0 08
Smyrna cooking, bags	....	0 13
Prunes (25-lb. boxes)—20-30s	....	0 32
40-50s	....	0 10½
50-60s	....	0 15
60-70s	....	0 14½
70-80s	....	0 14
80-90s	....	0 12½
90-100s	....	0 12

SOME RICES LOWER

Montreal.

RICE.—The rice market is quiet but is holding its own. Rangoon B and CC dropped slightly last week, but since then have held fairly firm. In wholesale circles prices have been cut where stocks have been overly heavy. California rices are strong in price, but unchanged. The demand for rice is limited at this season.

RICE—		
Carolina, extra fancy	0 07½	0 08
Do., fancy	....	0 06
Honduras, fancy	....	0 06
Rangoon CC, per cwt.	....	5 75
Rangoon, B, per cwt.	....	5 75
Texas rice	....	0 05½
Tapioca, per lb. (seed)	0 07½	0 08½
Do., (pearl)	0 07½	0 08½
Do., (flake)	0 07½	0 08½
Honduras	....	0 07
Siam	....	0 14½

TEA WAITS FOR BUDGET

Montreal.

TEAS.—The tea market is strong but shows no change locally. Local dealers are waiting anxiously for the Finance Minister's budget which is expected on the 23rd of May. While they have no definite opinion as to what changes the budget will bring there seems to be a feeling that tea will be affected. Some opinions are that the tax on tea will be removed. While the market stands in its strong position there is little hope that even a reduction or removal of the tax would result in a drop in the price of tea since primary markets warrant a further advance in local prices. Package teas in particular are on the verge of an advance in price unless the government's action will reduce the cost of importation.

TEAS—		
Pekoes	0 38	0 45
Broken Pekoes	0 45	0 60
Orange Pekoes	0 50	0 70
Broken orange Pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
Above retail prices range of quotations to the		
Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

SPICES QUIET

Montreal

SPICES.—The spice market is quiet with little indication of any change in either direction. The demand is limited to small quantities for immediate needs.

SPICES—		
Allspice	0 18	020
Cassia, pure	0 25	0 26
Cassia compound	....	0 18
Cocoanut, 20 lb. pails, per lb.	....	0 22½
Do., sweetened. lb., packages	....	0 34
Chicory, (Canadian), lb.	....	0 14
Cinnamon—		
Rolls	....	0 32
Pure, ground	....	0 35
Cream of Tartar, French pure	0 44	0 60
Do., American high test	0 65	0 80
Whole Cloves	....	0 55
Ginger (Jamaica)	....	0 30
Ginger (Cochin)	....	0 27
Mace, Japan	....	0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 30
Do., 80 lb.	....	0 28
Do., 100 lb.	....	0 25
Do., ground, 1 lb. tins	....	0 30
Pepper, black	....	0 24
Do., white	....	0 32
Do., white, compound	....	0 18
Do., cayenne	0 32	0 34
Do., tins, 2's	....	0 36
Do., black, compound	....	0 15
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 50
Turmeric	0 25	0 30
Pickling spice	0 25	0 28

WALNUTS ADVANCED

Montreal

NUTS.—The feature of the nut market is an advance in the price of walnuts. In France the market has gained fifty francs, but no change is quoted locally since this market has been above the import during the last two months. The walnut market however, is strong and importers state that large orders have been placed during the past week for fall delivery at the present price.

NUTS—		
Almonds, Tarragona, per lb.	....	0 19
Valencia shelled almonds 3 crown	....	0 44
Pecans, new Jumbo, per lb.	....	0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily,) per lb.	....	0 16
Brazils, shelled	....	0 50
Peanuts, Jumbo	....	0 15½
Do. shelled No. 1 Spanish	....	0 10½
Do., salted red	....	0 17
Do., shelled, No. 1 Virginia	....	0 12½
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 34
Fancy splits, per lb.	....	0 29
Pecans, shelled	0 90	1 00
Walnuts, Grenoble in shell	....	0 30
Walnuts, Marbot	0 26	0 28
Do., new Naples	....	0 28
Do., Bordeaux, shelled	0 65	0 67

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

MOLASSES MORE STEADY

Montreal.

SYRUPS.—There has been no change in molasses through the week. The market shows some weakness on account of lower prices on recent shipments to Montreal. The comparatively low price on sugar has had its effect on molasses which has been forced down in proportion. Local wholesalers expect that the price will remain about steady at the present basis. Corn syrups are unchanged in price.

MOLASSES—		
Puncheons, Island of Montreal	0 59	0 60
Barrels	....	0 63
Half barrels	....	0 64
Puncheons, outside of Montreal	....	0 58
Fancy molasses in tins (ginger bread)		
No. 2, 2-doz. per case	....	4 20
No. 3, 2-doz. per case	....	4 60
5-lb. tins	....	3 95
10-lb. tins, per case	....	3 60
These prices are temporarily nominal.		
CORN SYRUPS—		
Barrels, about 700 lbs.	....	0 05½
Half barrels, about 350 lbs.	....	0 05¾
Quarter barrels, about 175 lbs.	....	0 06¼
2 gals., 25-lb. pails, each	....	2 00
3 gals., 38½-lb. pails, each	....	2 35
5-lb. tins, per case	....	4 20
10-lb. tins, per case	....	4 00
24 2-lb. tins	....	3 75
WHITE CORN SYRUP—		
24 2-lb. tins	....	4 25
12 5-lb. tins	....	4 70
6 10-lb. tins	....	4 50

SUGAR MARKET STRONG

Montreal

SUGAR.—The basis for refined sugar still stands at $5.90 per cwt. The market is in a strong position and the grocery trade is looking for an advance in price. Buying shows some improvement and some retailers are speculating on the prospect of higher prices during July, August and September.

SUGAR—	
Granulated sugar, per cwt.	5 90
Do., barrels	5 95
Granulated, gunnies, 5-20	6 10
Do., cases, 20 5-lb. cartons	6 30
Do., gunnies, 10-10	6 20
Do., cases, 50 2-lb. cartons	6 40

ONE SPAGHETTI REDUCED

Montreal

PACKAGE GOODS.—The only change in package goods is a reduction in Quaker spaghetti and macaroni, making the price $3.15 a case. Package cereals are steady with just a fair movement.

PACKAGE GOODS—		
Breakfast, food, case 18	....	3 50
Cocoanut, pound packages, per lb.	....	0 34
Do., ¼ lb. packages	....	0 37
Corn Flakes, 8 doz. case	3 40	2 40

Cornmeal, yellow, 24s		2 85
Rolled oats, 18's		2 00
Rolled oats, 20's		5 00
Aluminum package, 20s		6 25
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		2 55
Hominy, pearl or gran., 2 doz.		3 00
Scotch Health Bran (20 pkgs.)	case	3 5t
Pancake Flour, case		7 1.
Pancake flour, self-raising, do..		1 5t
Wheat Food, 18-1½s		3 25
Porridge wheat, 36s, case		6 46
Do., 20s case		o 50
Self-raising flour (3-lb. doz...		25
Do., (6-lb. pkg.) doz.		4 40
Do., buckwheat flour, per doz.		1 50
Corn starch (prepared)		0 09
Corn starch, 1 lb. pkgs.		o 07½
Potato flour		0 14½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 35
Shredded wheat		4 45
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		0 09¼
Celluloid starch, 45 pkgs., case		3 30
Malt Breakfast Food, (36 pkgs.)		9 60
Macaroni		3 15
Spaghetti		3 15
Egg noodles, Quaker		2 25
Canadian cheese loaf, lb.		0 30
Swiss cheese loaf		0 42

BIG STRAWBERRY SHIPMENT

Montreal.

FRUIT.—The feature of the fruit market is the record shipment of strawberries that arrived in this city this week. Six cars were on track which were cleaned up at a price of 22c to 26c a box. The pint boxes are finished. Although the market is a little higher than it was there is a good demand for this fruit. Other lines are steady. Oranges are short in supply but there is only a limited supply.

FRUIT—

Apples, Greenings	10 00	10 50
Spys	12 00	14 00
Baldwins	9 50	10 00
Boxes, 175s, 210s,	3 75	4 50
Bananas (as to grade) bunch	6 00	7 00
Lemons, California	5 50	6 00
Lemons, 300s-360s, Mesina	4 00	
Florida, grape fruit	7 50	8 00
Spys	10 00	12 00
Domestic		6 00
Russets	8 00	9 00
California navels	8 00	9 00
Oranges, late Valencias,	6 50	7 00
Porto Rico Oranges		5 00
Seville bitter oranges, 200s		4 50
Do., Blood Oranges, half boxes		3 75
Malaga grapes, kegs	13 00	15 00
Tokay grapes, per crate		4 50
Blue and green grapes, per bas.	0 40	0 50
California Pears, per case		7 00
Cranberries, per box		9 50
Strawberries, per box, Louisiana	0 22	0 26
Pineapples, per crate 24s	6 50	7 00
Do., 36s	5 50	6 00

LOCAL ASPARAGUS OFFERED

Montreal

VEGETABLES.—The feature of the market is the supply of local asparagus offered at $2 for qt. baskets. Cauliflower is scarce and advanced to $8 and $9 a doz. Florida lettuce is sold in baskets at $4 and $4.50. New potatoes are lower and offered at $8 a barrel. Local radishes are selling at 30c and 40c a doz. bunches. Old potatoes are a little stiffer in price.

VEGETABLES—

Asparagus, Canadian 11 qt. basket	2 00	2 50
Beets, new doz. doz.	1 50	1 75
Green beans	6 50	7 50
Wax beans		6 50
Cauliflower, doz.	8 00	9 00
Cabbage, new crate	4 50	5 00
Carrots, new per doz.	**1 25**	**1 50**
Celery, imported, crate	9 00	9 50
Muskrooms, 3 lb. basket		3 25
Florida, lettuce, hamper baskets	4 50	5 00
Parsnips, bag	2 00	2 50
Peppers, green, per crate	**7 00**	**8 00**
Montreal Potatoes	**1 15**	**1 25**
New Potatoes (Bermudas) per barrel	8 00	10 00
Do., per lb.		0 15
Australian Onions,	9 50	10 00
Texas, crates	3 50	4 00
Tomatoes, fancy		6 50
Do., choice	5 50	6 00
Spinach, barrel	7 50	8 00
Cucumbers, basket	3 50	4 00
Green Peas, per hamper	5 00	6 00
New turnips, per doz.		1 50
Parsley, per doz.		2 00
Radishes, per doz.	0 50	0 60

ONTARIO MARKETS

TORONTO, May 17.—Rolled oats are firmer under an advance. Other cereals are unchanged while flour is steady. Standard brands of canned goods are generally held firm, but there appears to be some price cutting on certain independent packs. Prepared breakfast foods are gradually taking the lead in the movement of breakfast foods, chiefly due to the approach of the warm weather; market conditions show little change. Prunes continue to be an active seller while raisins are quiet and continue to indicate weakness. New shipments of Sair dates are offered at a lower price. Nuts are quiet and unchanged. The feature in the local tea situation is the interest taken in how the reduction in the British tariff will work out. Price cutting continues in sugar. Pickling spice is showing a firmness while other spices are generallly firm with no change in quotations. A good movement is noted in vegetables under easier prices. Pineapples are arriving freely and it is considered that they are now at the best for preserving purposes.

ROLLED OATS HIGHER

Toronto

CEREALS.—The only item of note in the cereal market is the continued firmness in rolled oats. Quotations to the retail trade are advanced to $3.20 per bag and in some quarters $3.25 is quoted.

CEREALS—

Barley, pearl, 98s		5 00
Barley, pot, 98s		3 75
Cornmeal, golden, 98s		2 80
Oatmeal, 98s		3 85
Corn flour, 98s		2 86
Rye flour		4 40
Rolled oats, 90s	3 20	3 25
Rolled wheat, barrel		6 25
Cracked wheat, bag		5 00
Breakfast food, 98s		4 75
Rice flour, 100 lbs.		10 00
Flaxseed, 98s		7 00
Peas, split, per bag		7 50
Marrowfat Green peas, Ont.	7 75	8 50
Graham flour, 98s		3 75
Whole Wheat Flour		4 10
Wheat Kernels		5 25

NO CHANGE IN BEANS

Toronto

BEANS.—Nothing of interest developed in the bean situation since the last report. The market remains firm with quotations unchanged.

BEANS—

Ontario hand picked, per bu.		4 40
Do., No. 1 lb. pickers, per bu.	3 90	4 00
Cal. Limas, per lb.	0 11	0 11½

CANNED GOODS HOLD FIRM

Toronto

CANNED GOODS.—The situation in canned goods, generally, shows little change. Standard brands are firmly held while some of the independent packs are offered in certain quarters at a range of prices; for instance one brand of corn is offered at $1.15 per doz. Some renewed interest is being taken in a consuming way, in kippered herrings and herrings in tomato sauce, quotations for which range from $1.75 to $2.15 per doz. on No. 1s. Kippered snacks are also meeting with a good demand at $7.50 per case or 95c per doz. Maple Leaf brand of peaches No. 2 tins, are offered at a lower price of $2.40 per doz. Johnson's Bahama pineapple, No. 2 tins, sliced, is quoted at $2.90 per doz. No. 10 tins peeled pie peaches are quoted at $7.40 per doz.

CANNED GOODS—

Shrimps	2 40	2 90
Salmon—		
Sockeye 1s, doz.		5 60
Do., ½s, doz.		3 25
Alaska red, 1s.		4 25
Cohoe 1s, doz.		2 90
Do., ½s, doz.		1 45
Pinks, 1s, doz.		1 50
Lobster ½-lb., doz.	4 15	4 25
D., ¼-lb. tins	2 75	3 00
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	1 80
Herrings in Tomato Sauce—		
Ovals 1s per doz.	1 75	2 15
Ovals ½s, per doz.		1 30
Kippered Herrings—		
Ovals 1s, per doz.	1 75	2 00
Ovals, ½s, per doz.		1 30
Canned Vegetables		
Peas, standard, doz.	1 80	1 85
Do., Early June	2 15	2 25
Do., Sweet Wrinkle		2 40
Do., Extra Sifted		3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 15
Do., Golden Wax, fancy, doz.		2 35
Asparagus tips, doz.	4 35	6 00
Do., butts, doz.		6 60
Canadian corn	1 20	1 50
Tomatoes, 2½s doz.	1 70	1 80
Do., Gal. No. 10 tins, doz.	6 95	6 25
Pumpkins, 2½s		1 80
Do., gal., No. 10 tins, doz.	1 50	1 60
Spinach, 2½s doz.		2 95
Pineapples, sliced, 2½s doz.		3 75
Do., sliced, 2½s, doz.		4 25
Apples, gal. water pack, doz.		5 60
Do., gal. steam pack, doz.		6 80
Do., 2½s, doz.		1 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.		3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Blueberies, 2s	2 35	2 45
Strawberries, 2s, H. S.	4 50	5 00
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	3 00	3 25
Do., 16 oz. doz.	3 50	3 90
Do., 4s, each	0 85	1 07
Strawberry, 12 oz. doz.		3 05
Do., 16 oz. doz.	3 25	3 60
Do., 4s, tins	0 92	0 98
Raspberry, 12 oz., doz.	2 40	3 05
Do., 16 oz., doz.	3 25	3 60
Do., 4s tins	0 35	0 90
Marmalade—		
12 oz., glass, doz.	2 25	2 45
16 oz., glass, doz.	2 75	2 90
No. 4 tins, each	0 58	0 65

NO CHANGE IN COFFEES

Toronto

COFFEES.—Primary markets continue to indicate a strong position but

there is practically no change in the local situation.

COFFEE—		
Java, Private Estate	0 51	0 53
Begotas, lb.	....	0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Rio, lb.	0 23	0 25
Santos	....	0 35
Mocha, lb.	0 52	0 55

ONE BRAND MACARONI LOWER

Toronto.

PACKAGE GOODS.—The warm weather of the past week created a larger demand for prepared breakfast foods, according to the wholesale trade, and this condition will no doubt become accentuated as the season advances. Market conditions show little change as compared with a week ago. Aunt Jemima's pancake flour is now packed 24 to the case and quoted at $4.75 per case or $2.40 per doz. Puccini's macaroni, cases of 30-16 oz. packages is quoted at a lower price of $3.40 per case less 10%.

PACKAGE GOODS—		
Rolled Oats, 20s, round case	....	5 00
Do., 18s, case	....	2 00
Do., 20s. square case	....	5 00
Do., Aluminum Prem., 20s	....	6 15
Corn Flakes 36s, case	2 70	3 50
Porridge Wheat, 36s, reg., case	....	6 00
Do., 20s, family, case	....	6 80
Package Peas, per doz.	....	0 90
Cornstarch, No. 1, lb. carton	....	0 09
Do., No. 2, lb. cartons	....	0 07½
Laundry Starch	....	0 07
Do., in 1-lb. cartons	....	0 07¾
Do., in 6-lb. wood boxes	....	0 11¼
Do., in 6-lb. tin cannisters	....	0 14½
Celluloid starch, case	....	4 00
Potato flour, 1-lb.	....	0 14½
Fine Oatmeal, 20s	....	5 75
Cornmeal, 24s	....	2 30
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Self-rising Pancake Flour, 24s	2 70	4 75
Buckwheat Flour, 24s	....	2 70
Self-rising Pancake Flour, 18s	....	3 85
F. S. Hominy, gran. case	....	3 00
Do., pearl, case	....	3 00
Scotch pearl barley case	....	2 70
Puffed rice pancake flour, 24s	....	2 90
Macaroni 30-16 oz. per case	3 15	3 40
Do., 30-8 oz. per case	2 00	2 20

SAIR DATES LOWER

Toronto

DRIED FRUITS.—Despite the fact that fresh southern fruits are now arriving freely at lower prices, the movement in prunes continues active. Prices are firmly held and according to reports from the coast and the New York market a tightening up in prune prices can be expected, mainly on account of the small stocks in holders' hands and the early clean up at the coast. Raisins continue to tend easy, while new shipments of Sair dates are quoted at a lower price of 6¾c per lb.

DRIED FRUITS—		
Citron caps, 12-lb. boxes, lb.	....	0 46
Lemon caps, 12-lb. boxes, lb.	....	31
Orange caps, 12-lb. boxes, lb.	....	0 32
Mixed containing 4½ lb. lemon per lb.	....	0 35½
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½ lb. orange 3 lb. citron caps, 3 dozen per case, per doz.	....	4 35
Currants—		
Greek Filliatras, cases	0 14½	0 15
Do., Patras	0 15	3 15½
Dates—		
Excelsior, pkgs., 3 doz., in case	....	2 85
Dromedary, 3 doz. to case	....	7 50
Do., 4 doz. to case	....	3 90
Fard, per lb.	....	0 26
Hallowee dates, per lb.	....	0 12½
Do., Sair	....	0 06¾
Prunes—		
30-40s, 25s	....	0 22
40-50s, 25s	....	0 18
50-60s, 25s	0 15½	0 16½
60-70s, 25s	....	0 14½
70-80s, 25s	....	0 14
80-90s	....	0 12½
100-120s, 50s, per lb.	....	0 09¾
Raisins—		
California, Sultanas, lb.	....	0 22
Do., 11-oz. pkts.	....	0 19½
Seeded, 15-oz. pkts	0 18	0 19
Do., 11-oz. pkts.	0 17½	0 19½
Seedless, 15-oz. pkts.	....	0 25
Thompsons, seedless, bulk	....	0 19½
Valencia, Spanish	0 19½	0 20½
Clusters, boxes, 20 1-lb. pkg.	....	6 65
Smyrna Sultanas	....	0 23½
Muscat, 25 lb. box	....	0 19
Evaporated apples	0 19	0 19½
Figs—		
Natural bags, 30 lb.	....	0 10½
Layer, 4 Crown	....	0 30
Layer, 7 Crown	0 28	0 35
Pulled, 10-lb. box, per lb.	....	0 34
Pulled, 1-lb. box, each	....	0 20
Do., 2-lb. box, each	....	0 36
Mats	0 09	0 09½
Peaches—		
Choice	....	0 20
Choice, extra	....	0 22½
Standard	....	0 18½
Apricots—		
Choice	..	0 32
Standard	....	0 28

NO CHANGE IN HONEY

Toronto

HONEY.—The market is quiet with quotations unchanged.

HONEY—		
5-pound tins, per lb.	....	0 17½
10-pound tins, per lb.	....	0 15½
60-pound tins, per lb.	....	0 15
Comb., per doz.	8 75	4 50

QUIET NUT MARKET

Toronto.

NUTS.—Trading continues quiet and is mostly of a consuming character. The market in France for shelled Bordeaux walnuts has developed a firmer tone with quotations advanced considerably.

NUTS—		
Almonds, Taragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian	....	0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, strip, lb.	....	0 22
Do., sweetened, lb.	....	0 22
Do., shred	....	20
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 18	0 20
Do., medium	....	0 12½
Mixed nuts, bags 50 lbs	0 20	0 25
Pecans	....	0 27
Shelled —		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 25	0 37
Walnuts, Bordeaux, lb.	070	0 75
Do., Manchurian, lb.	0 45	0 50
Do., broken	....	0 41
Jordan Almonds	0 70	0 75
Peanuts, Spanish, lb.	0 10½	0 11
Pecans, lb.	0 78	0 80
Brazils, lb.	....	0 55

MORE INTEREST IN TEAS

Toronto

TEAS.—The local situation in the tea market continues strong. Much interest is felt this week among tea importers as to just how the reduction in the British tariff on tea will work out. This reduction became effective on Monday of this week and already it has had the effect of greatly stimulating buying in the Old Country. In the opinion of some tea authorities the reduction in the tariff will increase the consumption of tea in England and result in a stronger market and higher prices.

TEAS—		
Pekoe Souchongs	0 38	0 45
Pekoes	0 40	0 58
Broken Pekoes	0 45	0 68
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans	....	0 67
Do., seconds	0 50	0 55
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

Above prices give range of quotations to the retail trade.

SUGAR CONTINUES UNSETTLED

Toronto.

SUGAR.—There are no changes to record in the refiners' official list prices, which stand at $6.24. Wholesalers, however, continue to cut considerably below refiners' lists, making a range in prices from $5.85 to $6.10 per cwt. for standard granulated.

SUGAR—	
St. Lawrence, extra gran., cwt.	6 24
Atlantic, extra gran.,	6 24
Acadia Sugar Refinery, ex. gran.	6 24
Dom. Sugar Refinery, ex. gran.	6 24
Canada Refinery, gran.	6 24

Differentials: Granulated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20., 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.

NO CHANGE IN SYRUPS

Toronto

SYRUPS.—This market is steady with quotations unchanged.

SYRUPS—	
Corn Syrup—	
Barrels, about 700 lbs., yellow	0 05½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 50
Cases, 2-lb. tins, yellow 2 doz. in case	3 75
Cases, 5-lb. tins, yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz.	4 00
Sugar Syrup—	
Cases, No. 2 tins 24 to case	4 50
Maple Syrup—	
8 lb. tins, 10 to case, per case	14 50
2½ lb. tins 24 to case, per case	13 25
10 lb. tins, 6 to case, per case	11 50
5 gal. cans	11 00
1½ lb. tins, 24 to case, per case	7 50
5 lb. tins, 12 to case, per case	12 25
1 gal. tins, 6 to case, per case	13 20
Maple sugar, 1 lb. blocks, per lb.	0 18
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 00
No. 3 tins, 2-doz. case	5 20
No. 5 tins, 1-doz. case	4 40
No. 10 tins, ½-doz. case	4 05
Pails—No. 1	1 15
Pails, No. 2	1 70
West India, gal.	0 30
Molasses, table grade—	
No. 2 tins, 2-doz. case	6 25
No. 3 tins, 2 doz. to case	3 70
No. 5 tins, 1-doz. case	7 20
No. 10 tins, 1-doz. case	6 85
Pails—No. 1	1 60
Pails—No. 2	2 65
Pails—No. 5	6 70
Pails No. 5	3 35

PICKLING SPICE FIRM

Toronto

SPICES.—The market generally remains steady with a marked firmness to pickling spices which are quoted at 20c per lb. an advance of 2c.

SPICES—		
Cassia	0 22	0 24
Cinnamon	0 35	0 40
Cloves	0 60	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 55
Mustard, pure	....	0 45
Pastry	....	0 25
Pickling spices	....	0 20
Mace	....	0 55
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.	....	0 45
Chillies, lb.	....	0 50
Nutmegs, selects, whole	0 30	0 40
Do., ground	....	0 35
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Caraway seed, whole	....	0 20
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	0 35	0 40
4-oz. packages, doz.	....	1 75
2-oz. pkgs., doz.	....	0 90

RICE HOLDS FIRM

Toronto.

RICES.—Primary markets continue firm but there are no changes in the local situation.

RICE—		
Honduras, broken, per lb.	0 05	0 08
Do., fancy	0 09¾	0 10½
Blue Rose, fancy	0 07¼	0 08
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 10	0 11
Do., Mujin, No. 1	0 09	0 10
Do., Pakling	0 07½	0 09
Rangoon	07	0 07½
White Sago	0 08	0 08½
Tapioca, per lb.	0 06⅞	0 07½
Do., fancy	0 09½	0 10

VEGETABLES MOVING

Toronto.

VEGETABLES.—New potatoes are easier at $7 to $8.50 for No. 1s and $6 to $6.50 per barrel for No. 2s. Florida celery is higher at $5.50 to $7 per case while tomatoes are firmer at $5.50 to $6.50. Spinach is lower at $2 per bushel basket. Local asparagus is arriving freely and prices are dropping. Other quotations tend easier under an active movement.

VEGETABLES—		
Potatoes, Ontario	1 15	1 30
Do., Cobblers, seed	1 75	2 00
Do., New Florida, No. 1 bbls.	7 00	8 50
Do., No. 2 bbls.	6 00	6 50
Carrots, per bag	1 75	2 00
Turnips, per bag	0 85	1 00
Parsnips, per bag	....	2 00
Onions Texas case	....	3 75
Do., sack, 100 lbs.	....	9 00
Celery, Florida	5 50	7 00
Head Lettuce, iceberg case	4 50	5 00
Sweet potatoes, per hamper	....	2 75
Mushrooms, per bkt.	....	2 50
Green Onions, local, doz.	....	0 30
New Carrots, bushel bk.	....	2 25
New Beets, bushel bkt.	....	2 50
New Cabbage, large crate	....	4 50
Radish, per doz.	....	1 00
Green peppers, per doz.	....	1 00
Tomatoes, Florida, 6 bkt. crates	5 50	6 50
Egg Plant, per doz.	....	4 00
Spinach, per bushel	....	2 00
Green Beans, hamper	....	4 50
Wax Beans, hamper	....	5 50
Asparagus, 2 doz. bun., to bkt.	2 50	3 00
Parsley Curley, doz. bunches	....	1 00
Cucumber, per hamper	....	4 50
Do., Hot House, 11 qt. bkt.	....	3 00

PINEAPPLES AT THE BEST

Toronto.

FRUITS.—It is now considered that pineapples are at the best for preserving purposes; prices are a little easier and it is not expected that prices will be any lower. Pineapples are quoted at $5 to $5.50 per case. Strawberries are lower at 23c for quart boxes. The first shipment of watermelons is expected to arrive at the end of the week and are offered at $1.50 for sizes running about 28 lbs. each. Oranges, lemons and grapefruit show little change.

FRUITS—		
Oranges, Cal. Val.	5 50	8 50
Do., Spanish Val.	6 75	7 00
Do., Messina ½ box	....	3 75
Do., Blood, ½ box	....	3 25
Lemons, Messina	....	4 50
Bananas, per lb.	....	0 07½
Apples, B. C. boxed	3 50	4 25
		Per case.
Grape Fruit, Floridas 54s	....	6 50
Do., 64s, 70s.	6 50	7 00
Do., 80s, 96s, 126s	7 00	7 50
Strawberries, per box, qts	....	0 23
Pineapple, Cuban, 18s	....	5 50
Do., 24s, 30s	....	5 50
Do., 36s	....	5 00
Watermelons, ea	....	1 50

Pilchards, 1s, tall, 4 doz. case, per case	....	6 25
Do., ½s, flat, 8 doz. case, case	....	9 00
Salmons—		Per case
Sockeye, 1s, tall, 4 doz. case	....	20 00
Do., ½s, flat, 8 doz. case	....	21 00
Red Spring, 1s, tall, 4 doz. case	....	15 00
Do., ½s, flat, 8 doz. case	....	16 00
Cohoe, 1s, tall, 4 doz. case	11 50	13 00
Do., ½s, flat, 8 doz. case	13 00	14 00
Pink, 1s, tall, 4 doz. case	6 00	6 50
Do., ½s, flat, 8 doz. case	....	8 00
CANNED FRUITS (Canadian)—		Per case
Apples, 6 tins in case	....	3 20
Blueberries, 2s, 2 doz. case	....	5 75
Cherries, 2s, 2 doz. case	....	6 70
Gooseberries, 2s, 2 doz. case	....	7 50
Lawtonberries, 2s, 2 doz. case	....	8 00
Peaches, 2s, 2 doz. case	6 60	7 10
Pears, 2s, 2 doz. case	6 45	7 00
Plums, Green Gage, H. S. 2s, 2 doz. case	....	6 00
Plums, Lombard, H.S. 2s, doz. case	....	5 95
Plums, Lombard, L. S., 2s, 2 doz. case	....	4 65
Raspberries, 2s, 2 doz. case	8 00	8 60
Strawberries, 2s, 2 doz. case	8 00	8 60
CANNED FRUIT (American)—		Per case
Apricots, 1s, 4 doz. case	....	10 60
Peaches, 2½s, 2 doz. case	....	9 15
Peaches, sliced, 1s, 4 doz. case	....	10 85
Do., Halves, 1s, 4 doz. case	....	10
Do., 2s, 2 doz. case	....	6 50
Pears, 1s, 4 doz. case	....	13 25
Pineapple, sliced, 2s, 2 doz. case	....	7 00
CANNED VEGETABLES—		
Asparagus tips, 1s, tins, 4 doz. case, per doz.	....	4 40
Beans, Golden Wax, 2s, 2 doz. case, per case	....	4 70
Beans, Refugee, 2s, 2 doz. case	....	4 75
Corns, 2s, 2 doz. case	3 85	4 10
Peas, standard, 2s, 2 doz. case	3 85	4 10
Peas, Early June, 2s, 2 doz. case	4 65	4 80
Sweet Potatoes, 2½s, 2 doz. case	....	7 00
Pumpkin, 2½s, 2 doz. case	3 80	3 90
Sauer Kraut, 2½s, 2 doz. case	3 80	3 90
Tomatoes, 2½s, 2 doz case	4 05	4 35
Spinach, 2½s, 2 doz. case	....	6 75

DRIED FRUITS UNCHANGED

Winnipeg.

DRIED FRUITS.—The raisin market continues weak with buyers interested as they are looking for lower prices. Evaporated apples are getting into small compass and indications are that prices will go still higher with the scarcity of supplies. Prunes continue steady and it is the opinion that prices will be higher just as soon as the market at the coast is cleaned up.

DRIED FRUITS		
Evaporated apples, per lb.	0 17	0 18¾
Currants, 90 lb., per lb.	....	0 16
Do., 8 oz. pkgs., 6 doz. case, pkg.		0 15
Dates, Hallowee, bulk, lb.	....	0 14
Do., pkgs., 3 doz. case, lb.	....	0 09
Figs, Smyrna, per lb.	....	0 14
Loganberries, 8 oz., 4 doz. case, pk.		0 27¼
Peaches, standard, per lb.	....	0 18
Do., choice, per lb.	....	0 19½
Do., fancy, per lb.	....	0 23
Do., Cal., in cartons, per carton	1 00	1 20
Pears, extra choice, per lb.		0 30
Do., Cal., cartons, per carton		1 30
Prunes—		
30-40s, 25s, per lb.	....	0 24
40-50s, 25s, per lb.	....	0 20
50-60s, 25s, per lb.	....	0 17½
60-70s, 25s, per lb.	....	0 16
70-80s, 25s, per lb.	....	0 14½
90-100s, 25s, per lb.	....	0 12½
In 5-lb. cartons, carton	0 73	0 80
Raisins—Seeded—		
Cal., pkg., 16 oz., fancy, per pkg.		0 21½
Do., pkg., 12 oz., fancy, per pkg.		0 17½
Do., 16 oz., choice, per pkg.		0 21
Do., 12 oz., choice, per pkg.	....	0 16
Cal., 5 lb. cartons, per carton	....	1 15
Do., bulk, 25-lb. boxes, per lb.	....	0 20
Raisins—Seedless—		
Cal., pkg., 11 oz., per pkg.	....	0 20
Do., bulk, 25-lb. boxes, per lb.	....	0 22
Do., bulk, 5-lb. cartons, per carton		1 15
Do., Cal. Muscatels, 5 lb. carton, per carton		1 15
Apricots—		
Do., Standard, 10s, per lb.		0 32
Do., 25s, per lb.		0 30
Do., Choice, 10s, per lb.		0 34
Do., 25s, per lb.		0 32
Do., Fancy, 10s, per lb.		0 36
Do., 25s, per lb.		0 35
Apricots, 5 lb. cartons, per carton		1 65

MANITOBA MARKETS

WINNIPEG, May 17.—Refined sugar has declined bringing the price to $7.05 and $7.15. The coffee situation is firm and further advances are noted. Canned vegetables and fruits continue in active demand. All grades of peas with the exception of standards are closely cleaned up with standards also becoming in small compass. Some offerings of American peas have been made to the trade by Illinois packers. Cereals show no change. Samples of new pack strawberry jam have been shown to the trade but new prices have not been named. Latest advices from Spain state that this year's crop of olives is practically a failure and prices have advanced from 25% to 35%. Pineapples and strawberries have shown a slight decline. Cucumbers are slightly easier with tomatoes showing strength.

COFFEES ADVANCING

Winnipeg.

COFFEE.—The coffee situation is strong and further advances have been noted for prompt deliveries. Brazil shows no indication of selling future deliveries of either new or old crop except at higher figures and in some instances refuse to quote prices at all. Advances locally may be looked for.

COFFEE—		
Rio, roasted, best grade, per lb.	0 19½	0 20½
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica, roasted, best grade, lb.	0 28	0 30
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

ACTIVITY IN CANNED GOODS

Winnipeg.

CANNED GOODS.—An active demand continues for canned vegetables. Stocks on hand of most lines are light. Canned peas of the better varieties are well sold up but some standard grades are still obtainable. Offerings of the new crop of peas have been made to the trade by Illinois packers. Canned tomatoes are showing signs of scarcity, and as practically every canner is sold out there are only a few odd lots offered at gradually advancing prices. Canned fruits are showing and improvement in the demand. The canned fish market is holding steady.

CANNED FISH—		
Shrimps, 1s, 4 doz. case, doz.	....	2 75
Finnan Haddie, 1s, 4 doz. case	8 00	11 00
Do., ½s, 8 doz. case, case	....	7 25
Herring (Can.) 1s, 4 doz. case per case	6 50	8 00
Lobsters, ¼s, 8 doz. case, doz.	....	2 85
Do., ½s, 4 doz. case, doz.	....	4 95
Oysters, 1s, 4 doz. case, case	....	8 40
Do., 2s, 8 oz. 2 doz. case, case	....	7 50

NO CHANGE IN CEREALS

Winnipeg.

CEREALS.—Market conditions show little change and although there are no actual changes in quotations, in some quarters there is an inclination to shade prices, mainly due to the fact that some wholesalers are anxious to reduce stocks before the warm weather arrives. The bean market continues firm with quotations unchanged.

PACKAGE CEREALS—	
Rolled Oats, 80s, per bag	1 30
Do., 36s, case square pkts	3 75
Do., 18s, case	2 10
Corn Flakes, 36s, case	3 50
Cornmeal, 2 doz. case, per case	3 40
Puffed wheat, 4 doz. case, per case	4 40
Puffed Rice, 3 doz. case per case	5 70
Cream of Wheat, 3 doz. case per case	7 50
Grape Nuts, 2 doz. case, per case	3 80
Package Peas, 3 doz. case	3 00
BULK CEREALS—	
Rolled Oats, 80s, per bag	2 45
Do., 40s, per bag	0 30
Do., 20s, per bag	0 65
Do., 10-8s, per bale	0 30
Oatmeal, 98s gran. of stand bag	3 30
Wheat granules, 98s, per bag	4 70
Do., 16-6s, per bale	5 90
Peas, whole green, 100 lb. bag, per bushel	3 85
Peas, split, yellow, 98s, per bag	7 50
Do., split, yellow, 49s, per bag	3 80
Beans, fancy, hand picked, 100 lb. bag per bushel	3 60 4 25
Beans, Lima, 100 lb. bag, per lb.	0 13½ 0 14½
Barley, pot, 98s, per bag	3 10
Do., pot, 49s, per bag	1 61
Do., pot, 24s, per bag	0 84
Barley, pearl, 98s, per bag	4 20
Do., pearl, 24s, per bag	1 22
Cornmeal, 98s, per bag	2 60
Do., 49s, per bag	1 40
Do., 24s, per bag	0 70
Do., 10-lbs. per bale	3 35
Buckwheat, Gritz, 98s, whole, per bag	6 25

FLOUR MARKET STEADY

Winnipeg.

FLOUR.—With the wheat market ruling steady dealers state there is very little chance of any change in prices of flour. Buyers continue to purchase in sufficient quantities to meet their necessary requirements.

FLOUR—	
98-lb. sacks	4 25
Two 49-lb. sacks	4 32½
Four 24-lb. sacks	4 42½

GOOD DEMAND FOR JAMS

Winnipeg.

JAMS.—The demand for jams has shown an improvement. Some varieties are practically cleaned up. Some eastern manufacturers are showing samples of the new pack strawberry jam but no prices have yet been named.

JAMS—	
Black Currant, 4s, per tin	0 89
Strawberry, 4s per tin	0 89
Raspberry, 4s per tin	0 89
Apricots, 4s, per tin	0 83
Cherry, 4s, per tin	0 83
Peach, 4s, per tin	0 83
Compound (all flavors) 4s tin	0 46

WALNUTS SHOW STRENGTH

Winnipeg.

NUTS.—The French Bordeaux walnut has developed a stronger tone with quotations advanced. Shelled almonds continue steady. Pecans, brazils and peanuts show no change.

NUTS, SHELLED—	
Almonds, per lb.	0 50
Spanish Peanuts, No. 1, lb.	0 13
Pecans, per lb.	0 90
Walnuts, per lb.	0 68
Brazils, per lb.	0 55
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 20
Walnuts, per lb.	0 23
Almonds, per lb.	0 25
Brazils, per lb.	0 18
Pecans, per lb.	0 25
Filberts, per lb.	0 22

STRONG RICE MARKET

Winnipeg.

RICE.—Locally there is little change in the rice situation and quotations are firmly maintained. There is an export inquiry for both American and Oriental rices and although the market is quiet they show a healthy undertone.

SYRUPS IN DEMAND

Winnipeg

SYRUPS.—There is a steady demand in the local market for corn and cane syrup but the movement is more or less confined in small quantities at the prevailing quotations.

CANE SYRUP—	
No. 2s, 2 doz. case	4 95
No. 5s, 1 doz. case	5 75
No. 10s, ½ doz. case	5 30
No. 20s, ¼ doz. case	5 15
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 25
Cases, 20-ib. tins, white, ¼ doz. in case	4 25
Cases, 2-lb. tins, yellow, 2 dez. in case	3 75
Cases, 5-lb. tins yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz. in case	3 65
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 00
MAPLE SYRUP—	
Pure, 2½s, tins, case of 2 doz.	20 50
Pure, 5s, per case of 1 doz.	19 00
Pure, 10s, per case of ½ doz.	17 50
TABLE SYRUP—	
Maple flavor, 2½'s tins, per case of 2 doz.	8 00
Do., 2s, tins, per case of 1 doz.	8 00
Do., 1s, tins, per case of ½ doz.	7 80
MOLASSES BARBADOES—	
2 lb. tins, 2 doz. case	7 00
3 lb. tins, 2 doz. case	9 85
5 lb. tins, 1 doz. case	8 00
10 lb. tins, ½ doz. case	7 75
MOLASSES BLACKSTRAP—	
1½s, tins, ½ doz. case	4 35
2s, tins, 3 doz. case	4 20
2½s, tins, 2 doz. case	3 55
5s, tins, 1 doz. case	3 40
10s, tins, ½ doz. case	3 00

LOWER PRICES ON SUGAR

Winnipeg.

SUGAR.—Refiners' price on granulated sugar has been reduced to $7.15 per cwt. With the Dominion refinery quoting at $7.05. The market is in an unsettled condition and although refiners claim that they are selling sugar for export purposes at higher prices than they are quoting to the local trade, there is lack of confidence shown by wholesalers.

SUGAR—		
Extra gran., bags, 100 lbs.	7 05	7 15
Do., gunnies, 5-20 lbs.	7 25	7 35
Do., cartons, 20-5 lbs.	7 45	7 55
Do., gunnies, 10-10 lbs.	7 35	7 45
Do., cartons, 50-2 lb.	7 55	7 65
Yellow, No. 1, lt., bags, 100 lbs.	6 85	
Do., golden, bags, 100 lbs.	6 75	
Powdered sugar, bbls.	7 65	
Do., boxes, 50 lbs.	7 85	
Do., boxes, 25 lbs.	8 05	
Icing, barrels	7 75	
Do., boxes, 50 lbs.	7 95	
Do., boxes, 25 lbs.	8 15	
Soft Lumps, boxes, 100 lbs.	8 05	
Do., boxes, 50 lbs.	8 25	
Do., cases, 20 cartons	9 10	
Do., cases 40½ lbs.	9 85	
Small lump, boxes, 100 lbs.	7 95	
Do., boxes, 50 lbs.	8 05	
Do., boxes, 25 lbs.	8 25	
Do., cartons, 50 2-lbs.	9 35	
Hard lump, boxes, 10 lbs.	8 05	
Do., boxes, 50 lbs.	8 20	
Do., boxes, 25 lbs.	8 25	

STARCH UNCHANGED

Winnipeg

STARCH.—There are no new features in the starch situation. Buyers are still showing little desire to purchase any large volume and as a result the movement is confined to small quantities at unchanged prices.

OLIVE CROP A FAILURE

Winnipeg.

SPICES.—Latest advices from Spain state that the growing crop of olives is practically a failure and as all the desirable old crop has been exported there is an advance in price of 25 to 35 per cent. on the new. The spice market is steady and firm with cloves showing easier tendency.

SPICES—	
Allspice, Jamaica, best qual., lb.	0 18
Cassia, Batavia, per lb.	0 35
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1 per lb.	0 53
Cinnamon, Ceylon, per lb.	0 50
Do., No. 10, carton, doz.	0 75
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar, per lb.	0 60
Ginger, washed, Jamaica, No. 1	0 65
Do., Jamaica, No. 2	0 40
Do., Japan or Africa, lb.	0 30
Mace, extra bright Penang, lb.	0 65
per lb.	0 87
NUTMEGS—	
Nutmegs, extra large brown, 70 lb., per lb.	0 55
Do., large brown, 85 lb., per lb.	0 40
Do., med. brown, 110 to lb., per lb.	0 35
Do., carton of six, per doz.	0 80
Do., carton of six, per doz.	0 80
Pepper, blk., Singapore, ex. lb.	0 22
Do., white, per lb.	0 35
Pickling, ¼-lb. pkg., per doz.	0 90
Do., bulk, No. 1, per lb.	0 22
Do., No. 2, per lb.	0 20
GROUND SPICE—	
Allspice, bulk, per lb.	0 18
Do., No. 2, per lb.	0 16
Do., No. 1 4 oz. cartons	1 30
Cassia, No. 1 bulk, per lb.	0 27
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	0 95
Do., No. 1, 2 oz. cartons	1 30
Cinnamon, bulk, per lb.	0 38
Do., 2 oz. cartons	0 95
Do., 4 oz. cartons	1 90
Cloves, bulk, per lb.	0 63
Do., 2 oz. cartons	1 45
Do., 4 oz. cartons	2 75

TEAS REMAIN STEADY

Winnipeg.

TEAS.—The tea market maintains its strength at primary sources. Some advances have been made locally which have affected the retail price of bulk tea and the opinion is that further advances are to follow.

STRAWBERRIES LOWER

Winnipeg

FRUITS.—Strawberries are quoted lower at $8 per case and with heavier shipments arriving the tendency is for lower prices. Valencias oranges are arriving in good quanties and are quoted at $7 to $9. Lemons and grapefruit are practically unchanged. Pineapples are in good demand at $7.50 per case.

TOMATOES HIGHER

Winnipeg

VEGETABLES.—Florida tomatoes have shown an advance and are quoted at $7 per case with Texas tomatoes at $4.50 per lug. Egyptian onions are arriving and are quoted at $8 per sack with Texas at $3.50 per crate. Rhubarb is in good demand at lower figures. Cucumbers are also easier and are quoted at $3.25 per dozen. Other lines show a slight decline.

MARKETS BY WIRE

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., May 16.—Lard declined ½c per lb., now quoted at $10.80 per case. Jello declined 65c per box. Ontario large cheese is lower at 18½c per lb. Rolled oats advanced, 80s now quoted at $2.60. A shipment of new pack canned asparagus and canned spinach has just arrived.

Beans, Kotenash, per cwt.		6 25
Rolled oats, 80s		2 60
Rice, Siam	6 00	6 50
Japan, No. 1	7 65	8 00
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.		8 40
Sugar, pure cane, gran., cwt.		7 44
Cheese, No. 1, Ont., large	0 18½	
Alberta cheese, twins		0 20
Do., large		0 22
Butter, creamery, lb.	0 36	0 40
Do., dairy, lb.,	0 20	0 24
Lard, pure, 3s		10 80
Eggs, new laid, local, case		7 00
Tomatoes, 2½s	4 40	4 50
Pumpkin, 2½s, case	4 20	4 50
Lemons, case		7 75
Corn, 2s, standard case	2 80	3 60
Peas, 2s, standard case	3 95	4 20
New early June peas, case		4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye, ½s		21 55
Strawberries, 2s Ont., case	7 95	10 00
Raspberries, 2s, Ont., case	7 60	9 25
Cherries, 2s, red, pitted		8 50
Peaches, 2s, halves		5 85
Do., 2s, sliced		6 25
Apples, evaporated, lb.		0 18
Do., 25s, lb.		0 18½
Pineapples, Hawaiian, sliced 2's	6 80	7 95
Do., canned, 2s	7 45	7 90
Potatoes, local ton	20 00	30 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N.B., May 16.—Potatoes are slightly higher at $2 to $2.50 per barrel. Molasses is easier at 55c per gal. Canned tomatoes are quoted at a lower price of $1.90 per doz. Eggs are firmer at 33c per doz. while peanuts are a shade lower at 14c per lb.

Rolled oats, bag		3 65
Do., bbls		8 30
Cornmeal, gran., bags		2 75
Rice, Siam, per cwt.		6 60
Tapioca, per 100 lbs.		9 50
Molasses, gal.		0 55
Tomatoes, cans, doz.		1 90
Raisins, Valencia layers	0 24	0 30
Currants, cleaned		0 20
Prunes, 90-100, 25-lb. boxes		0 14
Lemon peel		0 34
Orange peel		0 34
Citron peel		0 46
Walnuts		0 23
Almonds		0 22
Brazils		0 20
Peanuts		0 14
Filberts		0 16
Cocoanuts, bag		6 00
Potatoes, per bbl.	2 00	2 50
Onions, per lb.		06
Pork, clear, bbls		33 50
Oranges, per case		8 50
Pigs' feet, per 20-lb. pail		2 25
Hams, shoulder, per lb.		0 22
Bacon, side per lb.		0 33
Bacon roll, per lb.		0 62
Lard, pure, in pails, lb.		0 17
Lard, pure, in tubs, lb.		0 16½
Shortening, in tubs, lb.		0 16
Shortening in tubs, lb.		0 15½
Butter, creamery, prints		0 44
Butter, creamery, solids		0 39
Oleomargarine		0 23
Cheese, whole, lb.	0 19	0 21
Cheese, twins, lb.		0 21
Eggs, doz.		0 33
Sugar, cut loaf, cwt.		7 60
Sugar, stan., gran., cwt.		6 00
Do., No. 1 yellow		5 80
Lemons, Messina		5 00
Grapefruit, Florida, case	7 50	
Bananas, lb.	0 08	0 09
Cornmeal, Gran. bags		3 25

British Columbia

FROM VANCOUVER, BY WIRE

Vancouver, B.C., May 16.—Strawberries dropped to $4.25: Walla Walla asparagus is scarce at $3.50: pyramid onions are quoted at $8 per crate: Mexican tomatoes are higher at $4.50: Cuban pineapples average $8 per case; rhubarb $1.50 per box: cabbage, 6c per lb.: cauliflower is scarce while lemons advanced $1 per case and oranges are up 50c per case. Best grades of butter are quoted at 45c. Eggs show little change. Soda biscuits advanced one cent per pound. Manilla paper declined ¼c per lb. Reports are coming in that the frosts have injured the tomato and sweet cherry crops.

PARLIAMENT VOTES IN FAVOR OF OLEO

(Continued from page 17)

sons stated by my hon. friend from Comox-Alberni (Mr. Neill) this afternoon. In 1918 another Order in Council was passed extending the regulations and in some respects making them rather more stringent than before. In the autumn session of 1919, when the power of the government to act under the War Measures Act had lapsed, parliament passed legislation extending the manufacture and importation of oleomargarine for another year; in 1920 parliament considered the matter further and again extended the period for another year; the same thing happened the following year, and now in this session we are once more considering whether or not this legislation shall pass out of existence or be continued.

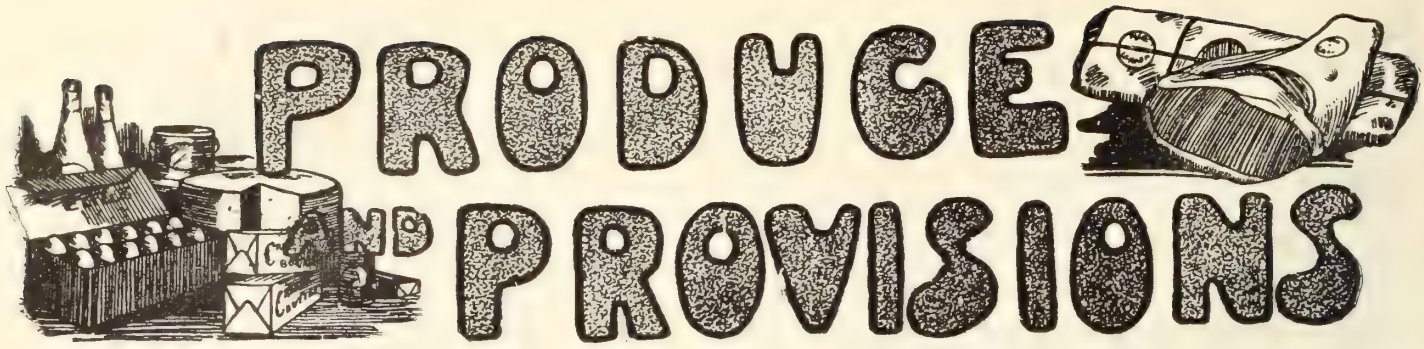
"I am opposed to the motion of my hon. friend from Comox-Alberni (Mr. Neill), and I am opposed to it for the very reason that my hon. friend from South Oxford (Mr. Sutherland) supports it. I believe I have stated before in this House that the gentlemen who believe in the principle of protection in fiscal policy could consistently believe in protection to the dairy industry in this way. I do not believe in the fiscal policy of protection, I do not believe in protection at all for that matter in trade, and consequenly I am opposed to the resolution.

"When we come to a consideration of the merits of this question, what do we find? It has not been successfully argued, nor can it be successfully argued in this House or out of it, that oleomargarine is not a wholesome food. The whole weight of evidence shows it is a wholesome food. It is made from animal fats, excellent foods in themselves, blended with vegetable oils that are also excellent foods in themselves, and no evidence of a reliable character has been adduced to show that oleomargarine is not a suitable and valuable food product. Now, if it is a food product of value, and if it can be secured a little cheaper than the higher grades of butter, why should any one in this House or out of it seek to deprive the people of a wholesome food by absolutely prohibiting the importation and manufacture of oleomargarine? That argument cannot be successfully substantiated, except as my hon. friend the Minister of Agriculture tried to do this evening by the most specious pleading that could possibly be attempted.

"If we take the history of this article throughout the whole civilized world we find there is not a country to-day but is using it—that permits its manufacture and sale. Now, I am convinced that if the various civilized countries are doing this, it is because oleomargarine has a food value. I have no belief in the arguments advanced that its continued importation and manufacture will destroy our dairy industry. Reference was made this evening to Denmark's position in regard to oleomargarine. What was her position? It was not, as my hon. friend, the Minister of Agriculture, stated, that Denmark has for hundreds of years been engaged in the dairy industry. If he will study the history of Denmark he will find that sixty, seventy or eighty years ago there was no peasantry in Europe more impoverished than that of Denmark, and that there was no country in Europe more backward in agriculture than Denmark."

Mr. Warner: "Has it been oleomargarine or butter that has helped Denmark?"

Mr. Crerar: "If my hon. friend from Strathcona had waited for a moment I would have satisfied his eager curiosity in that respect. Denmark built up her agriculture largely on her dairy industry. It is common knowledge that the average Danish farm is about ten acres in extent. Nowhere in the world has agriculture been carried on so intensively as in Denmark. They built up a splendid dairy industry. But if my memory serves me right, for the last thirty or thirty-five years Denmark has permitted the importation and manufacture of oleomargarine, and yet her dairy industry, now the finest in the world, has been built up alongside the competition of oleomargarine."



Stunt Of Slicing Bacon In A Window Sells Almost A Ton In A Week

Idea Attracts Hundreds of People Who Watch the Operation With Great Interest, Afterwards Going in and Coming Away With a Pound.

MOVING objects in a window display usually attract attention. People like to see things working and the smallest object, kept moving and placed in a window will usually result in many people stopping to look. This was quite in evidence recently in the window of the Duley Meat Co. store on Yonge Street, Toronto.

In one end of the window was installed a meat slicer mounted upon a pedestal. A clerk in a snowy white coat, cap, and apron, operated the slicer. In the window was also a table upon which was a small scale. As the operator sliced the bacon, he would weigh it in parcels of various sizes. This attracted so much attention that almost constantly all day long a throng of people were gazing into the window.

One had only to stop a minute or two to see the result of this stunt. One by one people would drop out of the crowd attracted by the window, go into the store and in a few minutes they could be seen coming out again with parcels under their arms.

A representative of the Canadian Grocer was informed by the manager that this idea worked out very satisfactorily and that sales of bacon for a week amounted to nearly a ton. To carry out the idea of buying bacon, a section of the display case near the front door was devoted entirely to the display of bacon. This bacon had previously occupied a position well to the rear of the store but to assist the window display it was moved near the front entrance. The bacon was displayed on white enamel trays and sliced. Between the trays were bits of green stuff such as lettuce and parsley which made it appear very appetizing.

France Has Been Big Buyer of B.C. Salmon In the Past Year

Winnipeg. (Special).—Francis Millerd of the Gosse-Millerd Co., of Vancouver, B. C., is on a business trip to Winnipeg calling on their western representatives, the Donald H. Bain Co. In discussing the salmon situation, Mr. Millerd stated that at this time last year there were eight hundred thousand cases in B. C., comprising all grades of salmon, whereas this year there are only one hundred thousand cases. France has been importing very heavily and over three hundred thousand cases were shipped by packers last year. This year from reports received they expect to sell twice as much again as they did last year. Pinks and Chums are selling well in France. Pink salmon will be higher, also Sockeye. Cohoe salmon prices will no doubt get more in line with the price of pink according to Mr. Millerd, as prices for Cohoe are not warranted when taking pink salmon into consideration. The position of salmon is decidedly firm.

Mr. Millerd stated that on his trip through the Prairie Provinces he found that retailers are believing more and more that profits are made on what they buy not on what they sell and so they cannot make profits on goods that have not got the support and quality of recognized lines. The retailer is now paying more attention to reputable brands.

TURNS $300 INTO $4,600 IN THREE YEARS

(Continued from page 25)

> The strictest economy and everything that promotes efficiency becomes secondary to the abuse as it exists here. Now what bothers me is to read so much about how to do this and that, to find your leaks, your overhead, etc., when what's the use? Conditions I have mentioned stop all rules, methods and systems."

But merchants everywhere have conditions more or less similar to cope with. There are variations, but men are meeting such circumstances successfully basically in two ways: They are curtailing expenses—needless to say that. Much more important, they are developing aggressive selling policies whereby they move a larger proportion of profitable goods.

All such sales effort is naturally put on brands not cut to pieces. It should have been done in my friend's town long ago, for where merchant effort has established certain brands, the same effort can establish others. The change should have been inaugurated the minute the jobbers began to desert their proper work. They should not have been allowed to gain a foothold on the new basis. I think there is lack of cohesion among merchants there. Probably my friend is as indifferent as the rest of them. They have preferred to "go it alone" so far and now that they need co-operation, they have to build the idea from the ground.

I cannot know all conditions and possibilities in each town, but inasmuch as men are meeting such conditions elsewhere, I feel sure there are ways to meet them there. If not, then the old grocer is going down and out. But in any event, it can harm nobody to know how to figure, to know where he is at. If conditions then appear to him to be alarming, he will have an advance notice of the probable extent of the trouble and the sooner call on his neighbors to join in concerted action. I cannot but think that it always pays to know.

One of the sorriest sights is a man who is permitting himself to be cast aside into an eddy of the tide of business, who fails to realize that the only salvation is to keep in the midst of the stream, swimming by his own efforts. A prime cause of such condition is the usual habit of men who have been in one calling long to think backwards instead of forwards. They wish for the "old times" and think back on "how much better things used to be." That attitude is fatal to progress.

The up-to-date merchant keeps his eyes on the future—he looks forward—he sees things as they are—he has no time to dream of what he would like them to be. Thus he is up and doing, ready to seize the opportunity or to fight for his rights. And that is the only spirit that will win.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, May 17.—The produce market shows a stronger tone throughout. The export market has opened up during the past week with fair prices offered for Canadian goods in England. A demand for bacon with a good price has enlivened the hog market and prices on light weights show an advance. The smoked meat market locally is quiet. Cooked meats are steady with a better movement. Butter is higher in price with a movement for export. The cheese market is the weak feature with a drop in both new and old make. This export market is quiet. Even for eggs there is an export demand and prices show an advance. The local demand for fresh eggs is good and the production is heavy. Fresh halibut and salmon are scarce with high prices but other lines are easy and on the whole is a buyer's market. Brook trout is scarce and prices hold.

CHEESE PRICES DROP

Montreal.

CHEESE.—Only a moderate amount of business was done over the cable last week for export, there being a steady demand for small lots and a fair demand for the local trade. The offerings at the boards in the country are larger but the make on the whole for May has not been as large as the previous season. Spring has been backward but the cheese business is expected to pick up from now on. Local prices, however, show a decline and new make is quoted from 16c to 17c per lb. and old cheese at 23c per lb. This shows a decline in both makes.

CHEESE—		
Old colored, twins		0 23
Old White		0 23
New Large, per lb.	0 16	0 17
New Twins, per lb.	0 16	0 17
Fancy Old Cheese, per lb.	0 28	0 30
Triplets, per lb.		0 17
Stilton, per lb.		0 30
Quebec	0 16	0 17

EXPORTING BUTTER

Montreal.

BUTTER.—The feature of the butter market is the demand that comes from England for Canadian creamery butter and the first shipment of the year was made last week from Montreal. This coupled with a steady demand from local and country buyers for supplies to meet immediate requirements has created a firmer feeling in the market and prices have shown ½c advance. Local prices show an advance of 1c, with the new make quoted at 37c in solids and 38c in prints. Other creamery butter is selling at 34c in solids and 35c and 36c in prints.

BUTTER—		
Solids, creamery, finest		0 34
Prints, creamery	0 35	0 36
Newmake, creamery, pts.		0 38
Do., solids		0 37
Dairy solids,	0	

EGG PRICES HIGHER

Montreal.

EGGS.—The English market shows a good opening for Canadian eggs and an export trade has already started. This has created a stronger feeling in the local market and prices in the country have advanced 1½c and 2c per doz. with a corresponding advance in the city markets. A good demand for local consumption still continues.

EGGS—		
Selects, new laid	0 34	0 35
No. 1	0 32	
Storage		0 29

HOGS ADVANCE

Montreal.

FRESH MEATS.—The market for lightweight bacon hogs shows an advance of 25c over the price of one week ago, and is quoted at $14.50 to $14.75 per cwt. weighed off cars. This is attributed to the better price offered for Canadian bacon in England and a keener demand for the same. Throughout Canada the packers are buying bacon hogs in larger quantities in order to have supplies to meet the demand abroad and this has strengthened up price.

FRESH MEATS—		
Hogs, live (selected, weighed off cars)	$14 50	$14 75
Fresh killed	20 00	20 50
Fresh Pork—		
Legs of pork (foot on)	0 20	0 21
Loins (trimmed)	0 28	0 29
Trimmed shoulders	0 19	0 21
Untrimmed		0 17
Pork sausage (pure)		0 20
Fresh Beef—		

	(Cows)	(Steers)
Hind quarters	0 15 018	0 12 0 16
Front quarters	0 10 0 12	0 05 0 08
Loins	023	0 28
Chucks	0 10	0 11 0 12

SMOKED MEATS STEADY

Montreal.

SMOKED MEATS.—There is no important change in the market for smoked or cured meats. The feeling is steady and prices are unchanged. Sales are not large but on the whole are fair and supplies are ample to meet our requirements.

BACON—		
Breakfast, best	0 40	0 50
Smoked breakfast	0 30	0 40
Cottage rolls		0 32
Picnic hams		0 22
Wiltshire	0 27	0 30
MEDIUM SMOKED HAMS—		
Weight, 814, long cut	0 28	0 32
Do., 14-20	0 27	0 31
Do. 20-25	0 26	0 28
Do., 25-30	0 24	0 26
Over 35 lbs.	0 24	

LARD MARKET FIRM

Montreal.

LARD.—The market for lard rules steady under a fair demand for small lots for domestic and sundry accounts. The stronger market for hogs lends a firmer feeling to lard but there is no indication of a change in price.

LARD—		
Tierces, 60 lb.	0 16½	0 17½
Pails, 20 lbs.	0 17	0 18
Tubs, 20 lbs.	0 17½	0 18½

COOKED MEATS FIRM

Montreal

COOKED MEATS.—The cooked meat market is steady but with no change in price. The warmer weather has brought some increase in the demand and the movement is fair with no indication of a change in the near future.

COOKED MEATS—		
Hams, cooked		0 47
Square pressed		0 52
Smoked shoulders		0 22
Bologna	0 10	0 20
Corned Beef 1's		3 25
Per doz. 2's		5 75
Per doz. 6's		23 50

EASY FISH MARKET

Montreal.

FISH.—The fish market is quiet with prices easy and on the whole is a buyers' market. Halibut has been scarce on account of storms at the coast and prices are stiff. A little Gaspe salmon is offered at from 65c to 75c a lb. Trout is scarce and selling at 50c a lb.

FRESH FISH—		
Filets, 20 lb. boxes		0 16
Herring		0 08
Market Cod, fresh		0 06
Steak cod		0 08
Haddock		0 06
Halibut		0 23
Lake Trout	0 14	0 15
Flounders		0 10
Mackerel		0 10
Brook trout		9 50
Gaspe Salmon	0 65	0 75
FROZEN FISH—		
Haddock		0 06
Halibut		0 18
Chicken halibut		0 16
Market cod	0 05	0 05½
Steak cod	0 05½	0 06
Doree	0 06½	0 07
Qualla Salmon	0 10	0 11
Dressed B. C. Salmon	0 20	0 21
Gaspe Salmon	0 18	0 19
White fish		0 13
Dressed pike		0 07
Mackerel		0 13
Sea Herring, 100 lbs.		0 06½
OYSTERS—		
Shell oysters, bbl.	8 00	15 00
Herrings		0 06½
Lake trout		0 14

WHEN A MOTOR TALKS

"Keep cool," says the Fan.

"Retire early," says the Casing.

"Be a good felloe," says the Wheel.

"Avoid friction," says the Bearing.

"Brighten up," says the Headlight.

"Cut out the noise," says the Muffler.

"Don't blow too much," says the Horn.

"Don't be a knocker," says the Cylinder.

"Be a good mixer," says the Carburetor.

"A quick turn over is what counts," says the Crank.

"One good turn deserves another," says the Starter.

ONTARIO MARKETS

TORONTO, May 17.—The butter market continues firm while cheese is in an easy position with some reductions in quotations. Under a keen buying competition for storage purposes, eggs are in a strong position with prices advanced. Lard and shortening are fairly steady. Cooked meats are firm under some advances. Smoked, salt and barrel meats tend firmer with some advances in quotations. The live hog market was a shade easier during the week under heavy receipts while cattle, sheep and lambs show little change. Fresh caught whitefish and trout are lower with heavier shipments arriving. Poultry remains firm and unchanged.

BUTTER UNCHANGED

Toronto.

BUTTER.—The market held steady during the week. Production is still rather limited and until pasturage becomes better and the make of grass butter increases, little change can be expected. Quotations are unchanged.

BUTTER—

Creamery prints, No. 1	0 38	0 39
Do., No. 2	....	0 37

EASY CHEESE MARKET

Toronto.

CHEESE. — The market continues quiet with an easy tone. New make is quoted lower at 16c per lb. with September bringing 19c to 20c.

CHEESE—

Large, new (fodder)	....	0 16
Do., Sept.	0 19	0 20
Stilton, new	0 20	....

Twins, 1c higher than large cheese and triplets 1½ cents higher than large.

FIRM EGG MARKET

Toronto

EGGS.—A heavy packers' demand is still a factor in the egg situation. Packers prefer the eggs gathered in the cooler months for storage and this fact together with a good consumer demand tends to make competition keen among country buyers. Dealers are paying one to two cents per dozen higher at country points and in consequence prices to the retail trade are advanced. Quotations now run from 32c to 33c per dozen.

EGGS—

New laid	0 32	0 33
Cartons	....	0 36

LARD PRICES FIRM

Toronto.

LARD.—Quotations are unchanged but the market has a firm tone.

LARD—

1-lb. prints	....	0 18
Tierces, 400 lbs.	0 15	0 16

Tubs are ½c higher than tierces and pails one cent higher than tierces.

SHORTENING STEADY

Toronto.

SHORTENING. — The market is steady with quotations unchanged.

SHORTENING—

1-lb. prints	0 17	0 17½
Tierces, 400 lbs.	0 14½	....

Tubs are ½c. higher than tierces and pails one cent. higher than tierces.

MARGARINE QUIET

Toronto.

MARGARINE.—There is little of interest to report in this market. The demand is moderate and quotations unchanged.

MARGARINE—

Margarine, No. 1	0 20	0 21
Do., No. 2	....	0 18

COOKED HAMS HIGHER

Toronto.

COOKED MEATS.—This market is stronger with advances almost throughout the list. Ordinary round trimmed boiled hams are advanced to 47c and 48c while square pressed are bringing 50c per lb. Boiled shoulders are higher at 41c; jellied ox tongue at 60c per lb. and jellied pork tongue at 30c per lb.

COOKED MEATS—

Boiled ham, lb.	0 47	0 48
Do., square pressed	0 50	....
Boiled shoulders	....	0 41
Head cheese, 6s, lb.	....	0 10
Choice jellied ox tongue lb.	....	0 60
Jellied pork tongue	....	0 30
Bologna	0 15	0 17

Above prices subject to daily fluctuations of the market.

FIRM TONE TO BACON

Toronto

PROVISIONS.—While there are few price changes in smoked and salt meats, the market nevertheless, has a strong tone. Small and medium weight smoked hams are quoted at 33c to 34c per lb. while larger sizes are offered at 25c to 30c per lb. Mess pork in barrels is unchanged at $33 while short cut backs are advanced to $37 per barrel.

Hams—		
Small 6 to 12 lbs.	0 33½	0 34
Medium, 12 to 20 lbs.	0 32½	0 34
Large, 20 to 35 lbs., lb.	0 26	0 30
Heavy, 35 lbs., and upwards	....	0 25
Backs—		
Boneless, per lb.	0 40	0 42
Rolled, per lb.	....	0 48
Peameal	0 36	0 37
Bacon—		
Breakfast, ordinary, per lb.	0 28	0 32
Do., special trim	0 33	0 36
Cottage rolls	....	0 32
Rol, per lb.	....	0 27
Wiltshire (smoked boneless) lb.	....	0 29
Do., three-quarter cut	....	0 31
Do., middle	....	0 33
Dry Salt Meats—		
Long clear bacon, av. 50 to 70 lbs.		0 19½
Do., av. 80-90 lbs.	....	0 17
Clear Bellies, 15-30 lb.	0 21	0 23
Fat backs, 10-12 lbs.	....	0 18

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—	
Mess pork	33 00
Short cut backs, 200 lbs.	37 00
Lightweight	46 00
Heavy	40 00

Above prices subject to daily fluctuations of the market.

HOGS SLIGHTLY EASIER

Toronto

FRESH MEATS.—The live hog market was slightly easier during the week, due to the heavier receipts and as packers were pretty well supplied they were able to put into effect a 50c cut, making the fed and watered basis $14. In the face of heavy receipts cattle values somewhat weakened, while calves, sheep and lambs held steady. Fresh pork cuts are up one cent per pound.

FRESH MEAT—

Hogs—		
Live, f.o.b.		13 25
Live, off cars		13 75
Live, fed and watered, cwt.		14 00
Dressed, light, per cwt.	17 00	18 00
Do., heavy, per cwt.	12 00	14 00
Fresh Pork—		
Legs of pork, up to 15 lbs.		0 31
Loins		0 30
Fresh hams, lb.		0 32
Tenderloins, lb.		0 50
Picnics, lb.		0 18½
Montreal shoulders		0 21½
Boston butts, lb.		0 27
New York shoulders		0 21
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 18	0 22
Ribs, lb.	0 16	0 20
Chucks, lb.	0 07	0 09
Loins, whole, lb.	0 26	0 32
Hips, lb.	0 14	0 16

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb., top quality	0 13	0 15
Do., Medium	0 09	0 11
Sheep, whole, lb.	0 10	0 15
Do., yearling, lb.	0 28	0 30
Lamb, Spring, each	10 00	15 00

Above prices subject to daily fluctuations of the market.

FRESH TROUT CHEAPER

Toronto.

FISH.—Heavier shipments of fresh fish resulted in prices on whitefish and trout receding during the week. Whitefish is now quoted at 18c to 20c and trout at 13c to 14c per lb. Other quotations remain unchanged.

FRESH SEA AND LAKE FISH

Cod steak, lb.	0 09	0 10
Do., market, lb.	....	0 08
Halibut, Med., lb.	0 21	0 22
Do., Chick, lb.	0 16	0 17
White fish, lb.	0 18	0 20
Trout, lb.	0 13	0 14
Pike, lb.	0 09	0 10
Perch, lb.	0 08	0 10

FROZEN FISH

Halibut, medium	0 17	0 18
Do., chicken	0 14	0 1
Salmon, Cohoe	0 15	0 16
Do., Red Spring	0 20	0 21
Do., Alaska Qualla	0 11	0 12
Do., Qualla	0 07	0 08
Sea Herring	0 07½	0 08
White Fish	0 10	0 11

SMOKED AND SALT FISH

Haddies, lb.	0 12	0 13
Fillets, lb.	0 14	0 16
Kippers, box	2 25	2 75
Bloaters	2 00	3 00
Ciscoes, lb.	....	0 17
Shred cod, box 24 cart.	....	2 20
Cod, 1 lb. tablet, box 24s	....	3 20
Quail on toast, Ea.	....	0 14
Holland Herrings, mixed, 10-lb. keg		0 85
Do., milkers, 10 lb. keg		0 95
Shrimps, No. 1 can	....	2 00
Do., No. 6 can	....	11 50

POULTRY STEADY

Toronto.

POULTRY.—The market holds fairly steady and quotations are well maintained under a quiet demand.

POULTRY—

Prices paid by dealers—

	Live	Dressed.
Turkeys	25-30	35-40
Chickens, spring	00-50	00-60
Chickens	23-25	27-32
Roosters	00-18	00-23
Fowl, 4 to 5 lbs.	00-28	00-28
Fowl, over 5 lbs.	00-30	00-30
Fowl, under 4 lbs.	00-14	00-22
Guinea hens, pair	1 25	1 50
Geese	....	19-20
Ducks, 4 lb. and over	00-32	00 32
Prices quoted to retail trade:	Live	Dressed
Ducklings	0 32	0 38
Hens, heavy	0 28	0 32
Do., light	0 20	0 28
Geese	.....	00 20

The Diner (swallowing soup noisily) —Jolly good soup, this.

The Listener—Yes, it sounds good.—London Opinion.

WINNIPEG MARKETS

WINNIPEG, May 17.—The live hog market continues steady at unchanged quotations. Butter is ruling firm with best quality of creamery reported scarce. Cheese is in light demand and quotations are lower. Eggs maintain a firm tone under an active demand for consumption and also for storage purposes. Lard and shortening show no change. Cooked meats are ruling steady under a fairly active demand. Smoked meats are showing a steadier tone in sympathy with the condition of the hog market. Poultry prices are maintained under a quiet demand. There is no change in the fish situation.

STEADY TONE TO BUTTER

Winnipeg.

BUTTER.—The butter market is showing a steady tone. Best quality of creamery is reported scarce and arrivals from the country have been light. Best grade in cartons is quoted at 46c. per lb. and solids at 43c.

BUTTER—		
Creamery, best table grade	0 44	0 46
Creamery, solids		0 43
Margarine	0 22	0 25

CHEESE MARKET QUIET

Winhipeg

CHEESE.—The market is quiet with easier tendencies and other than a fair consumer demand there is little movement. Dealers' quotations to the retail trade are 17½c. for new and 19c. for old.

CHEESE—	
Stilton cheese, large, lb.	0 23
Ont., large, lb.	0 19½
Ont., twins, lb.	0 20
Ont., triplets, lb.	0 20½

EGG PRICES FIRM

Winnipeg.

EGGS.—The egg market is active. Large quantities are arriving from the country districts and with a heavy consumptive demand prices have a firmer tone. Eggs in cartons are quoted at 32c. with No. 1 candled at 29c.

COOKED MEATS ACTIVE

Winnipeg.

COOKED MEATS.—Owing to warmer weather the demand for cooked meats has been fairly active. Cooked hams are quoted at 42c. to 46c. per lb. Jellied ox tongues and pork tongues are selling freely.

COOKED MEATS—	
Hams, best quality, skinned 8-14 lbs.	0 46
Do., 13-1 lbs.	0 44
Roast ham, lb	0 46
Roast shoulders, lb.	0 32

NO CHANGE IN LARD

Winnipeg.

LARD.—The lard market shows no change continuing with a firm tone and a steady demand. Lard is quoted at 16½c. per lb.

LARD—	
Pure Lards, No. 1 Quality, per lb.	
(in tierces, 400 lbs.)	0 16½
Do., wooden pails, 20-lb. pails	3 70
Shortening, tierces of 400 lbs.	0 15½
Do., per pail, 20 lbs.	3 50

SMOKED MEATS UNCHANGED

Winnipeg.

PROVISIONS.—There is a fairly steady tone to smoked meats, reflecting the condition of the hog market. Best grade of hams are quoted at 35c. to 39c. with other grades at 27c. to 33c. Back bacon of good quality is quoted at 41c. to 43c. per lb.

HAMS—	
8 to 16 lbs., per lb.	0 35
16 to 20 lbs., per lb.	0 35
Boneless, 8-14 lbs., per lb.	0 39
Skinned, 18 to 22 lbs., per lb.	0 39
Do., 14 to 18 lbs., per lb.	0 39
Bacon, to 10 lbs. per lb.	0 43
Cottage rolls, boneless	0 26
Bellies 6 to 10 lbs., per lb.	0 43

POULTRY MARKET STEADY

Winnipeg.

POULTRY.—The market continues quiet with receipts light. Practically all orders are filled from storage supplies. Quotations are holding steady and unchanged.

POULTRY—	
Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
Do., 3½ lbs., and up, per lb.	0 30
Fowl, per lb.	0 22 0 29
Roosters, per lb.	0 20
Turkeys, young, per lb.	0 42
Ducks, per lb.	0 33
Geese, per lb.	0 33

NO CHANGE IN FISH

Winnipeg.

FISH.—There is practically no change in fish quotations. Fresh frozen halibut in broken cases is quoted at 17c. per lb. with Red Spring Salmon at 21c. White fish is in fair demand at 11c. per lb. Labrador herring in barrels are quoted at $8.50 and $2.50 in 20-lb. pails.

FISH—	
Black cod, lb.	0 12
Brills	0 08
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15½
Salmon, Cohoe, in full boxes, 300 lbs.	0 15½
Salmon, Cohoe, in broken cases	0 16
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08
Whitefish, dressed, case lots	0 11
Whitefish, dressed, broken cases	0 11½
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Haddies, in 30-lb. cases, per lb.	0 12
Kippers, East, Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 15
Salt Fish—	
Holland Herring, milkers, 9-lb. pail, pail	0 95
Holland Herring, boxed 9-lb. pails, pail	0 85
Labrador Herring, 100 lb. bbls, per bbl.	8 50
Labrador Herring, 20 lb. pails, per pail	2 50

HOG MARKET STEADY

Winnipeg.

HOGS.—The hog market is ruling steady and quotations remain unchanged. The cattle market is quiet and supplies are arriving in larger quantities. Good quality steers are bringing $9 and medium to good kinds from $6 to $8. the calves are firm with good to choice vealers ranging from $8 to $11. The sheep and lamb markets are steady and all available offerings are absorbed under liberal inquiry. Good lambs are quoted at $14.50.

HOGS—		
Selected, live, cwt.	12 25	12 50
Heavier	9 25	10 25
Light	12 00	12 25
Sows	6 50	8 50
Fresh Pork—		
Legs of pork, lb.	0 22	0 26
Spare ribs		0 15
Loins of pork, lb.	0 26	0 28
Fresh hams, lb.	0 23	0 27
Shoulders	0 17	0 19
Fresh beef—from steers and heifers—		
Hind quarters	0 19	0 22
Front quarters	0 06	0 10
Whole carcass, good grade, lb.	0 11	0 15
Mutton—		
Choice, lb.		0 20
Choice, 30-45 lbs.		0 32
Lambs—		
Choice Stews		0 12
Veal—		
Good veal, 40 to 80 lbs. hind quarters		0 25

Bad Weather Curtails European Sugar Crop

A report from the U. S. Department of Commerce on the European sugar crop says: "Earlier expectations of a greatly increased European sugar crop will probably not be realized, as the sowings have been curtailed on acount of bad weather, labor shortage, and displacement by more profitable crops. There is a marked increase in sowings in Poland, France and Italy. The French beet acreage is 15 per cent. above last year, that of Italy 30 per cent. above the average for the five preceding years, and the chances in all producing countries in favor of better summer growing conditions than prevailing last year, when there was a protracted drought. Italy expects to provide for domestic requirements, but a surplus for export next season is not in sight. High potato prices have caused increased plantings in the Netherlands, Belgium and Denmark at the expense of beets. Germany's beet acreage will not exceed that of the previous year on account of the shortage of farm labor. It seems improbable that production will more than cover domestic needs, whereas three months ago a large export surplus in the next campaign was freely forecast. In general, farm labor is cheap and plentiful in France, Italy and Poland, but an unusual scarcity exists in Germany."

IRELAND IS ACTIVE BUYER OF CANADIAN FOOD PRODUCTS

Trade Commissioner G. B. Johnson writes in the current issue of The Commercial Intelligence Journal that there is a large demand for wheat in Ireland. The demand in Ireland in connection with Canadian flour is mainly for straight-run Manitoban and for high-grade Manitoban patents. Cheese, for which there is a good market, is practically controlled by Canada. A considerable quantity of dried and preserved fruits are imported. In gallon apples there is trade to be done for shippers who can supply a high quality of solid pack, carefully graded—that is a can containing six pounds of fruit and an ounce or two of water instead of four pounds of fruit and two pounds of water. Sugar, condensed milk, linseed cake and meal, barley, rye and oatmeal, are also in demand.

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British and Colonial Pharmacist (London).
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British Builder (London).
British Journal of Photography (London).
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Chemical News (London).
China Clay Trade Review (London).
Cold Storage and Produce Review (London).
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Confectionery Journal (London).
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Corn Trade News (Liverpool).
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Electrical Industries and Investments (London).
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Electrics (London).
Empire Mail and Overseas Trade (London).
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Fertiliser and Feeding Stuffs Journal (London).
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Footwear Organiser (London).
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Furniture Record and the Furnisher (London).
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Here is one example out of many:

A London manufacturer recently inserted in a trade paper a "want" advertisement for traveller to sell his product in a stated area. In addition to securing the man, he received more than thirty enquiries for his product from wholesale houses and builders' merchants. This manufacturer is now converted to the regular use of trade and technical papers.

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Motor Trade of Canada (Toronto).
Motor Trader and Review (London).
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Motorist and Wheelman (Perth, W.A.).
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National Builder (London).
N.Z. Motor Journal (Auckland, N.Z.).
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Textile Manufacturer (Manchester).
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Waste Trade World (London).
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World's Carriers and Carrying Trades' Review (London).

Use the trade press to create or expand your market; to procure your supplies; to get new business ideas; to get modern information as to methods and machinery. These progressive journals offer you valuable service; your enquiries on any business within their scope will be answered with pleasure.

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Wherever they have been introduced they have won unlimited praise from Canadian women of their high quality, excellent flavor and most reasonable price. Our rigid, sanitary regulations insure them to be always pure and wholesome.

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Yes, sir!

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Trade "Riteshape" Mark

The Ideal Container for Bulk Foods

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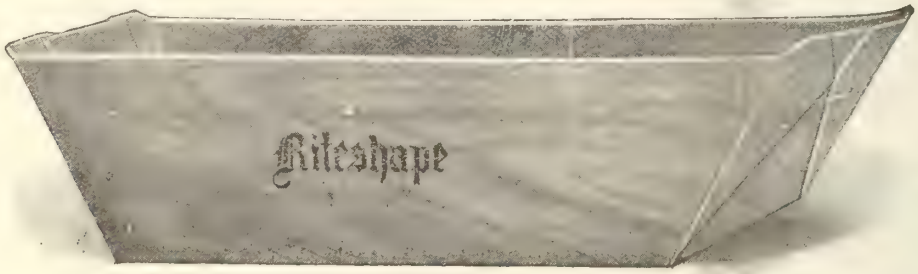

FOR
FRUIT
VEGETABLES
BACON
PICKLES
ETC.

ONCE a grocer or butcher commences using the Riteshape he will use no other but the Riteshape. He finds that it saves him time and money; that it vastly improves his display and his service to his customers; that it makes a neater and more compact package with less paper and string.

All Riteshapes are carefully inspected. They reach you in sealed packages—each package containing an average day's supply—and the whole order in a strong wooden crate. No waste—no dust—the utmost in economy and convenience.

Write for Samples and Prices

VICTORIA PAPER & TWINE CO., LIMITED

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Sole Canadian distributors for the Oval Wood Dish Corporation, New York.

Two ideal "warm weather" desserts that are popular sellers

Junket
MADE *with* MILK

Junket is just the thing to recommend for making light warm weather desserts that are just as tempting as they are wholesome. **Junket** is easily made into a great variety of economical desserts and is put up in 10 tablet packages retailing at 15c with a good profit.

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JUNKET POWDER

This is Junket in powdered form. Just the thing for quickly-made desserts. Retails at 15c with an excellent profit margin. Attractively packaged and comes in four different flavors. It will pay you to include these two live sellers in your summer window displays.

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Canadian Laboratory
Toronto - Canada
SELLING AGENTS FOR CANADA
LOGGIE, SONS & CO.
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Make 25% More Profit on Eggs

SAVE breakage
SAVE time
SAVE money
SAVE customers
with the

STAR SYSTEM

100 per cent. SAFE

TRADE MARK
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Carriers
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enables you to grade, pack and candle your own eggs and deliver them unbroken, pure, clean and sanitary. Keeps old customers delighted with your SERVICE and gets new customers and MORE MONEY for your eggs.

Write for interesting article written by grocer who increased his egg profit more than $440.

Mail the coupon.

STAR EGG CARRIER & TRAY MFG. CO.
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"SHOW ME"
Name .....
Address .....
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Known the World Over

Our wide connections enable us to supply the best quality.

Our many years' experience has established an unsurpassed service.

And so we have built up a reputation for quality and service that is the guarantee we offer to The Grocery Trade of Canada.

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Put up in attractive tins. Black, Tan and Patent Leather Polish, also Light Tan, Brown, Dark Tan, and Ox Blood Stain Polish, ONE SIZE ONLY.

Latest price list gladly sent to any Dealer upon request.

Many far-seeing retailers are making "KIWI" their only important line in boot polishes. They realize that a "quality" trade pays better in the long run. With "Kiwi" they know that there is a constant and rapid turnover of capital—the only real source of worth-while profit to a retailer.

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High Class Imported French Goods.

HERMANT'S MUSHROOMS
All Qualities in Tins and Bottles
The Largest Packer in the World.

"BERTRAND'S"
MACARONI VERMICELLI SPAGHETTI
ALPHABETS COQUILLES NOODLES
ETC. ETC.
Put up in Sealed Pound Packets
FOUR FACTORIES
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FRANCE

"LA GRAPPE D'OR"
CASTILLE SOAP 72%
In Bars, Squares and Cakes.

Write for Quotations

HENRI JONAS & CO.,
173-177 St. Paul St. W.,
MONTREAL
Sole Agents for Canada

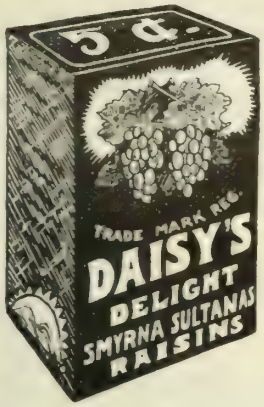
The old time Raisin with the old time flavor

Now

Selling in 5c packages

Smyrna Sultanas and Eleme Raisins
Attractively put up in Small Packages; also in 1 Pound Packages

The Finest Flavored Raisins in the World



The most Hygienic Aristocratic Nourishing and sweetest pies can only be obtained by using *Daisy Delight Smyrna Raisins.*

A delicious and tasty fruit for both young and old. The children's delight, the old folks' fancy.

Introduce This New Package to your Customers

Grown and packed by Le Fils De A. Floros & Co., Smyrna-Vourla (Asia Minor), the largest Growers, Packers and Exporters of Raisins, Figs from Smyrna.

When ordering mention Smyrna Sultanas and Eleme Raisins through your wholesaler or direct.

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Why not make ACADIA your leader?

FOR EVERY SWEETENING PURPOSE

Icing

EVERY GRAIN PURE CANE

Summer time is ACADIA time

Granulated

ROYAL ACADIA SUGAR

Rich Yellows

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THE FAVORITE SUGAR

NOW IS PRESERVING TIME

2 and 5 lb. Cartons.
10 and 20 lb. Gunnies.
100 lb. White Duck Bags.
Icing, Powdered, Cut Loaf, Choice Yellows.

SELL YOUR CUSTOMERS ROYAL ACADIA

WHERE SUGAR IS ORDERED SUPPLY ACADIA

Acadia Sugar MONTREAL

Refining Co., Ltd. HALIFAX

Across 16,847 Counters

Every day in 16,847 grocery stores 16,847 grocers and grocers' clerks are meeting the match requirements of their customers with

EDDY'S

Canada's cleanest, safest and most popular matches

And every day these aggressive dealers are ringing up more real match profits than could be realized with sales of any other brand of matches.

This, because they buy EDDY'S to better advantage and they sell EDDY'S more speedily than the grocer who handles unknown and inferior brands.

EDDY'S are worthy of **your** store. You won't need to recommend them. Everybody knows EDDY'S. And there's prestige for you in every box you sell, there's worth-while profit, and—best of all—there's unstinted customer satisfaction.

Make it plain to your wholesaler—
"I want EDDY'S only."

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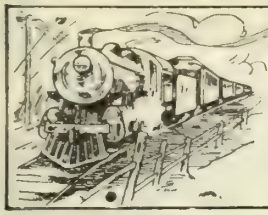

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Carload lots and less, phone long distance at our expense. M. 2437

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The more your clerks know about the grocery business the more value they will be to you.

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One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.
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FRENCH MUSHROOMS ADVANCE

Canned mushrooms in France have been advanced $4 per case, due it is said, to the increased buying by U. S. importers, who are covering their requirements before the proposed duty is put into effect. The New York market is reported correspondingly higher.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

When Writing to Advertisers Kindly Mention This Paper

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
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Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

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CANADIAN GROCER
it will help to identify you

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

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SIXTY-FIVE HUNDRED BUYS ONE OF THE best equipped Grocer and Butcher businesses in Hamilton. Good turnover, long lease. Store department cheap rent. Don't write unless you mean business. Good reasons for leaving. P. Maloney, 32 Wilson St., Hamilton, Ont.

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EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

A BASELESS RUMOR

We, the Pure Food Products Co., Ltd., of Quebec, manufacturers and wholesalers wish strenuously to deny a persistent rumor which has lately been prevalent to the effect that we are not ordinary wholesale grocers, but that our shareholders are interested in the retail business in competition with our retail customers.

We hereby positively declare that we are not and have never been connected with the retail business in any way, that our shareholders are independent Quebec capitalists, entirely unconnected with the retail trade, that our business is wholesale only and that we are willing to prove this by submitting our books to the inspection of any one rightly interested.

We trust this declaration will effectually put a stop to the groundless report above referred to.

The Pure Food Products Co., Ltd.
L. J. Montreuil,
Mgr.

WANTED

WANTED—TO DISTRIBUTE YOUR GOODS for British Columbia. Line requiring warehouse preferred. Can devote whole time to right proposition. Ten years' experience, warehouse, office and road. Best references given. What offers? W. R. Palmer, 8310 Selkirk St., Vancouver, B. C.

WANTED BY YOUNG MARRIED MAN POSition as manager or one with advancement in General or Grocery Store. Good show card writer, can speak several languages. Reason for change, am selling my own business, and will be available by May 15th. Apply Box 1, Compeer, Alta.

TRAVELLERS TO SELL WELL-KNOWN Brand of Malt Extract in Nova Scotia. Prince Edward Island, Newfoundland and several good parts in Ontario. Good commission. Apply to Canadian Grocer, Southam Bldg., Montreal.

WANTED—FIRST-CLASS CLERK FOR GENeral store, Kent County, to take charge of grocery department. State age, experience, salary and reference. Box 202, Canadian Grocer, 153 University Ave, Toronto, Ont.

WANTED—A POSITION AS CLERK IN A General Country Store, good experience and references. Both languages. Age 25. J. O. Clement, Phippens, Sask.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Old Fashioned Apple Pie 45c.

A New York hotel charges 45c a cut for old-fashioned Apple Pie.

Whew ! ! If it costs that much to be old-fashioned, what must it cost to be up-to-date?

A lot of Grocers have a like idea about **TELFER** Quality Biscuits and their original specialty lines.

Bosh ! !

Our new lines are not high in price.

They're delicious—

They are not expensive—

They're immense.

Why, for 28c per pound you can buy such high class varieties as

DUPLEX CREAM
MILK CHOCOLATE SANDWICH
COCO CREAM
APRICOT CONSERVE
MIXED FRUIT
MARSH-MALLOW DESSERT
CINEMA
MOLLY'O

Telfer Biscuit Company, Ltd.
TORONTO. ONT.

SAPON
GOLDEN CEREAL SOAP

You can make two profits by selling SAPON SOAP.

First—because Sapon offers a very generous margin.

Second—because it never remains on the shelf—it repeats because it is the only cereal soap on the market. It is a high class toilet soap made to sell at a popular price.

Try a little—your wholesaler can supply you.

Made in Canada by

Sapon Soaps of Canada, Limited

Hamilton - Ontario

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C. & J. Jones, Winnipeg, Man.
D. M. Christie, Vancouver B.C.
Thomas J. Nagle, 211 Aylmer Apts., Ottawa, Ont.
Augus McIntosh, Room No. 10, 11 St. Sacrement St., Montreal (Agent for Quebec Province.)

SAPON
GOLDEN CEREAL SOAP

Made in a Variety of Shapes and Perfumes

Are You Losing the "Tail-enders"?

Keep an eye on the "tail-enders" in the waiting line at your rush hours. They determine whether your business is to grow or remain stationary. Are they dropping off and going elsewhere because your equipment is overburdened?

An *Extra* DAYTON SCALE will mean *more business*

Dayton Scales make your business grow. Women appreciate the way the Dayton visibly records exact weight and price, without error or uncertainty. Machine accuracy is so much better than the old fumbling and awkward figuring that wasted time and cut into profits. The real danger is that your original equipment of Daytons become overloaded.

Watch the "tail-enders"! Keep enough Daytons in service to handle *increasing* business. That extra Dayton will soon pay for itself in bigger trade.

Dayton Meat Slicers and Cheese Cutters are invaluable companions to Dayton Scales. Use them to save time and build profits.

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

FRANK E. MUTTON, Vice-President and General Manager, Head Office and Factory: 300 Campbell Ave. Toronto.

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, St. John, N.B., Halifax, St. John's, Nfld.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

THE DAYTON IS MADE IN CANADA

The Largest Circulation of any Trade Paper in Canada

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI. PUBLICATION OFFICE : TORONTO, ONT., MAY 26, 1922 No. 21

The Winners!

The judges appointed to award the Prizes to the winners in our Contest for the best names for the

"SQUARE MATCHES"

manufactured by The Match Company, Limited, announce their decisions as follows:

First Prize $115.00

This name was selected by 23 contestants and the prize money will therefore be divided amongst them. Their names are:

Name				
VIMY	J. A. Stewart	Grand Anse, C. B.	S. F. Ballachey	Paisley, Ont.
	L. J. Murray	Box 294, Moncton, N. B.	A. Mitchell c/o	Campbell Bros. & Wilson Winnipeg.
	C. P. Heather	Birch Hills, Sask.	John L. Brown	Hamilton, Ont.
	A. R. MacLeod	Sydney, N. S.	Nina L. Purney	Port Medway, N. S.
	Austin M. Patterson	Mid. Southampton, N. B.	Mrs. E. Maskell	West Jeddore, N.S.
	A. R. Tyndall	Dyer's Bay, Ont.	Fred Fox	Box 323, Lunenburg, N.S.
	C. Fainhurst	Lethbridge, Alta.	W. Hart	St. Johns, Nfld.,
	John Kerr	St. Davids, Ont.	Cecil T. Moody	Vawn, Sask.
	Louis Pare	Deschambault, Que.	Wm. Wishart	Lethbridge, Alta.
	H. W. Taylor	Weymouth, N. S.	L. Belanger	Port McNicoll, Ont.
	Roy Tederman	Conestogo, Ont.	Mrs. A. E. Finch	717 Sargent Ave., Winnipeg.
	Maude Lothian	Hespeler, Ont.		

Second Prize $50.00

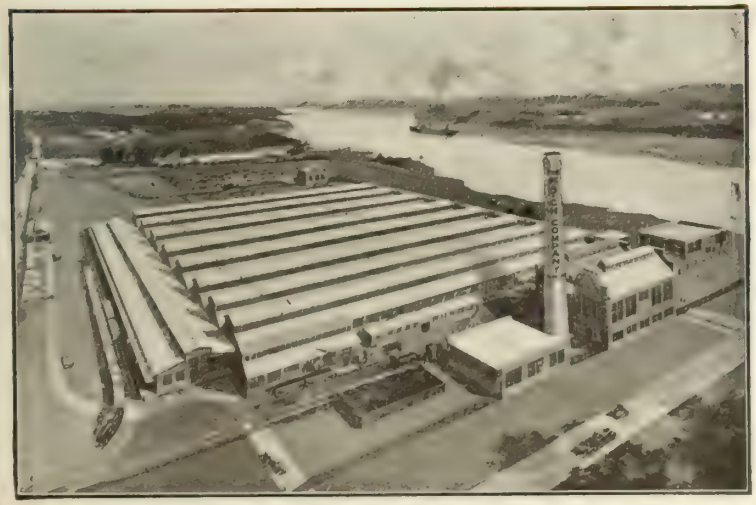
This name was selected by nine contestants, the prize money will therefore be divided among them.

RUBY	John Altin (Mrs.)	Medicine Hat, Alta.	Leon Bruneau	21 St. Elizabeth, Longueuil, Que.
	Wm. Reid c/o, J. B. Muter,	Loreburn, Sask.	Geo. Puckett	Oshawa, Ont.
	F. W. Magdaliuski	Guernsey, Sask.	Charles Pike	1902 Stephens St., Vancouver
	T. D. Browiohn	1512 1st Street, W., Calgary, Alta.	J. E. Paul	321-9th Street, Saskatoon
	L. Belanger	Port McNicoll, Ont.		

Third Prize $25.00

Name	William J. Barrett, Rocanville, Sask.
RED-HEAD	Webster Burrell c/o B. O. Bishop, Portland St., Dartmouth, N.S.

There were 875 contestants from all Provinces of Canada who submitted 8755 names in which of course there were a great number of duplicates. In accordance with the rules governing the contest the prize money for each prize will be divided equally among the contestants submitting the winning names. The Company wishes to thank all Contestants and the trade generally for their great interest and co-operation in this Contest.



The Match Company Limited Plant at Berthierville, Quebec, the finest and most modern in Canada.

THE MATCH COMPANY LIMITED

FACTORIES: Berthierville, Quebec

EXECUTIVE OFFICES: 137 McGill Street Montreal

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to anyone interested

71 Years of match-making

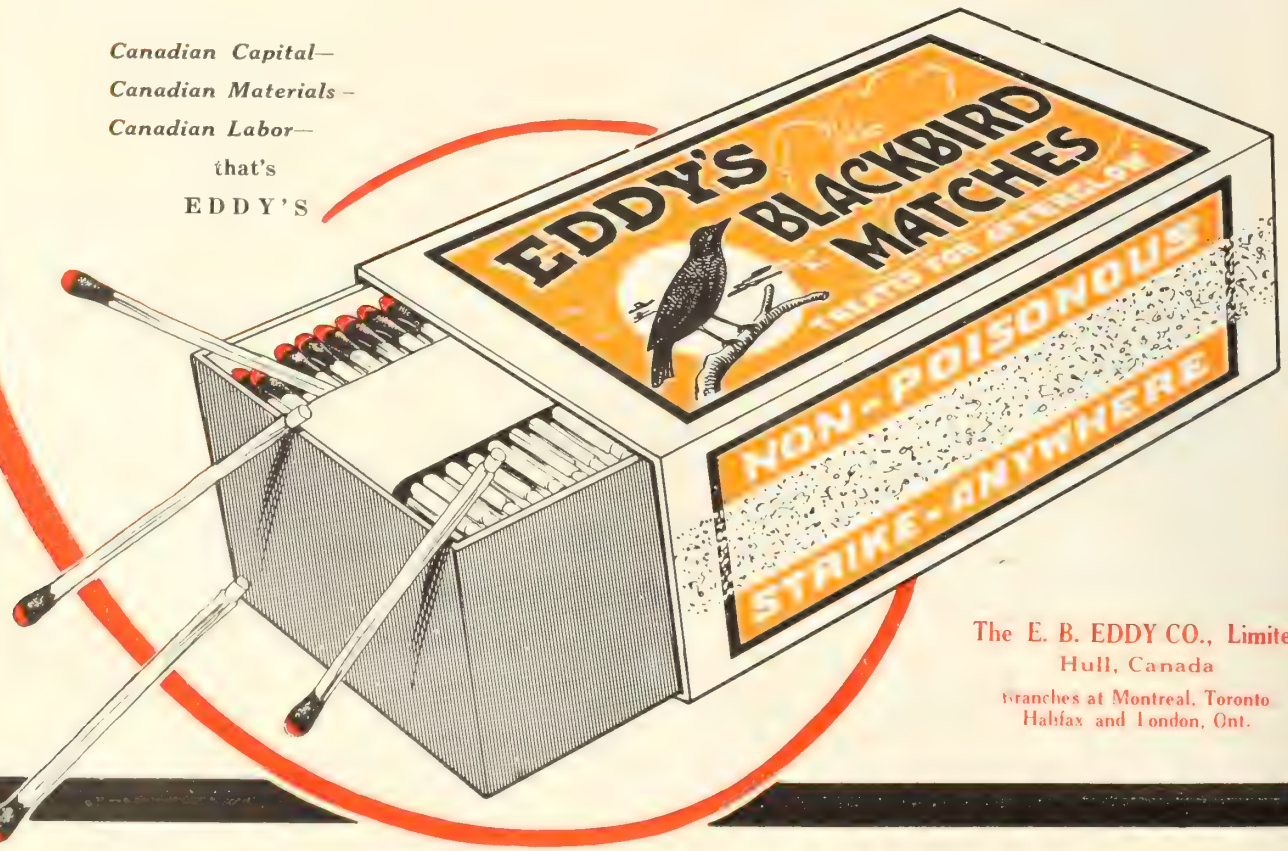
EXPERIENCE counts for much in the making of matches but there is something more than experience responsible for EDDY MATCH perfection.

"Pride of Product" rather than "Pride of Profit" is the guiding principle of the house of EDDY. To make the BEST matches—the safest, surest and most dependable matches for every purpose—that's what EDDY strives for and that's what EDDY does.

Your customers want the best matches—EDDY'S. Your profits on EDDY sales are bigger.

Make it clear to your wholesaler that you want EDDY'S—ALWAYS.

Canadian Capital—
Canadian Materials—
Canadian Labor—
that's
EDDY'S



The E. B. EDDY CO., Limited
Hull, Canada
Branches at Montreal, Toronto
Halifax and London, Ont.

When Mrs. ——— *Knows*—she can get a really fine TEA SET gratis through our new Bonus Coupon plan, particularly when the quality—as you know Mr. Grocer—of LANKA is unsurpassed—what?

Why, She'll Buy LANKA

Buy it regularly and continuously. And that means big business and better profits for you.

It's Simply Up to You to Tell Her About it

Every package of LANKA which goes out now has a bonus coupon—applying on that tea-set—enclosed. If your earlier stock hasn't, we'll be mighty glad to supply coupons to stick on the packages. Fill in and mail the coupon below: we'll gladly do the rest.

S. H. MOORE & COMPANY,
51 Welington St. E., Toronto

We have ..... pounds, ... half-pounds of LANKA Tea in stock, for which you will kindly send us the requisite Bonus Coupons.

Name . . . .

Address . . . .

.....

S. H. MOORE & COMPANY
GROCERY BROKERS
51 Wellington St. East
TORONTO

MACDONALD'S

The Tobacco with a heart

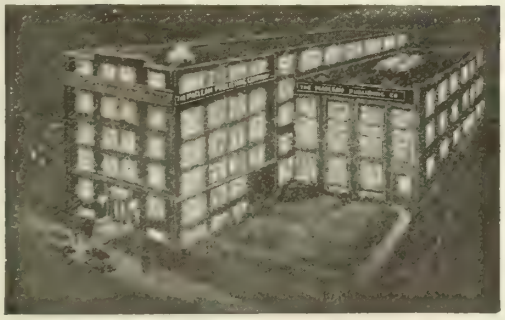
A Profit With Honor

There's a satisfaction in making **your** money on Macdonald's Tobacco because you know the purchaser is getting value for his. You are selling him the **best** tobacco and the **most** tobacco he can get for the amount he is expending—and he's satisfied.

There you have the business reason for business honor—it builds up a permanent trade. Macdonald customers are satisfied as long as they buy Macdonald's. And as long as they buy Macdonald's, you should see that they buy it from you. For just so long will you continue to reap the extra substantial profits from "the tobacco with a heart."

EVERY MacLean Circulation Salesman (excepting resident Local Agents who would be personally known to you) is provided with an Authorization card such as this:

This is the Home of
THE MACLEAN PUBLISHING COMPANY
143-153 University Avenue, Toronto



The Largest Organization of its Kind in the British Empire

This is to certify that

.....

is authorized to take subscriptions until

(New card given each month)

to our publications mentioned on the back of this credential, at the regular subscription rates.

NOT GOOD AFTER ABOVE DATE

C. W. Buchanan

Circulation Manager

ALWAYS demand to see this card before giving either a new or a renewal order to any MacLean publication.

This is the protection we offer you against the Menace of the Fake Agent. By looking for this card you are protected.

AND if anyone unable to produce this card attempts to sell you a subscription or make collection for your present subscription, please telephone or wire us at once and we will not only appreciate your action, but we will gladly pay all charges in connection with the call.

Our whole object is your protection, but we can not help you unless you help us. And don't forget that we will gladly pay any expenses.

CIRCULATION DEPARTMENT

MacLean Publishing Company, Limited

143-153 University Avenue, Toronto

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers' Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

The J. T. COX Commission Agency
Winnipeg
Tea and Coffee Our Specialty
Also representatives for
FIELD & CO.
Fruit Merchants London, England
"Turban" Brand specialties

The Advertisers would like to know where you saw their advertisements—tell them.

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

Offer Their Principals

A Successful Sales Organization

Exceptional Warehouse Accommodation
For Storage and Unloading

The Service of a Strong, Successful Organization

THE NATIONAL BROKERS

HEAD OFFICE:
WINNIPEG, MAN.

Branches; Regina, Saskatoon, Edmonton, Calgary, Vancouver, Fort W lliam, Montreal
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

OAKEY'S
"Wellington" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.I. Eng.

Agents:
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg Sankey & Manson, 839 Beatty Street, Vancouver, B. C.

Our advertising reaches ½ million readers weekly. Some of them trade with you. Co-operate.
The Codville Co. Ltd.

Manufacturers—

You Can Hit the Bull's Eye.

Many leading firms are now using the best

STORAGE and DISTRIBUTION SERVICE

Ever offered in Western Canada coupled with an

INSURANCE RATE of 30 cents.

OUR RELIABILITY, EXPERIENCE and FINANCIAL STABILITY

enable us to give a service that is unequalled.

The City Dray Co., Limited

Frost and Wood Building
Cor. Pacific and Princess Streets

Track P. 18, WINNIPEG

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
17 ST. PAUL EAST MONTREAL

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL.

J Russell-Murray Co., Limited
IMPORTERS
RICE: American, Patna, Siam, Rangoon, MOLASSES, SPICE, JAMAICA GINGER, Granada Nutmegs, Pepper, Cassia, and all Tropical Products.
20 St Nicholas Street Montreal

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL
Established 1876
Telephone Main 1581

When Writing to Advertisers Kindly Mention this Paper . .

Eureka Refrigerators
vs.
Hot Weather

Eureka Refrigerators and hot weather always work together, for the hotter the weather, the more you need a Eureka; and the hotter the weather, the better the Eureka will work and save your perishable foods.

Don't let this summer pass with your old ice box. If you do you will pay money out for perishable foods which need perfect refrigeration and you will also pay out money for ice, which when put into a faulty refrigerator will not give you value for your money. So therefore you are spending it for nothing.

It is real economy to purchase a Eureka Refrigerator they are patented and fully guaranteed.

Write for free literature and prices.

Eureka Refrigerator Co., Limited
Head Office and Factories:
OWEN SOUND, ONTARIO

Your Stock
Is Not Complete Without
STICKNEY & POOR'S CREAM TARTAR
ON YOUR SHELVES
A Pure Wholesome Leavener

Look over your stock NOW and then make up an order for Stickney and Poor's Products and be sure to include Cream of Tartar.

Your co-operating servant,
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century old Century honored 1922
HALIFAX
Mustard Spices Seasonings

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West,
TORONTO.

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

E. N. & W. E. SOPER
Manufacturers' Agents and Commission Brokers
63 SPARKS ST., OTTAWA.
Warehouse and Distributing.
Efficient Sales Staff.
Detail Work.
Service our Specialty.

Say you saw it in
CANADIAN GROCER
it will help to identify you

Kolacafé

REG'D

Perfection in a Coffee Cup.

If your Wholesale grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.

Make a good article, Advertise it, keep your promises, keep on Advertising, deliver the goods, keep on Advertising—and you will get the business.

Made in Canada

FLY TERROR

After years of experimenting, we have succeeded in manufacturing a product that will positively keep **Flies, Mosquitoes, etc.,** away.

This preparation is in great demand by Hunters, Campers, Tourists, Fishermen, Surveyors' etc.

Order your supply NOW for the Spring and Summer Trade. A Big Seller—Showing a nice Profit.

Representatives Wanted

THE FLY TERROR MFG., "Regd."
7 NOTRE DAME SQUARE - QUEBEC

SELL AYLMER CATSUP

Now is the time to let your customers know that you can supply this

PURE TOMATO CATSUP

It never fails to make satisfied and permanent customers—because of a definite superiority. It makes for rapid turnover and gratifying profits. ORDER NOW! Don't run low!

If you cannot procure Aylmer Catsup from your jobber, write, phone, or wire.

DOMINION CANNERS LIMITED

Head Office - Hamilton, Ontario.

SHOW CASES

This Attractive Appearance Brings Sales

Kleer Vue All Glass Display Cases are the latest, most effective means of increasing sales. They look modern, clean, sanitary, inviting. Display goods right in front of the customers' eyes yet protect against thefts. Compel attention enhance value. Sit right on your present counters.

Our experienced representative will give you information regarding the latest types of showcases and silent salesmen without obligation. Explain the superiorities of the Kleer Vue System. Get in touch with us at once.

Kleer Vue PATENTED

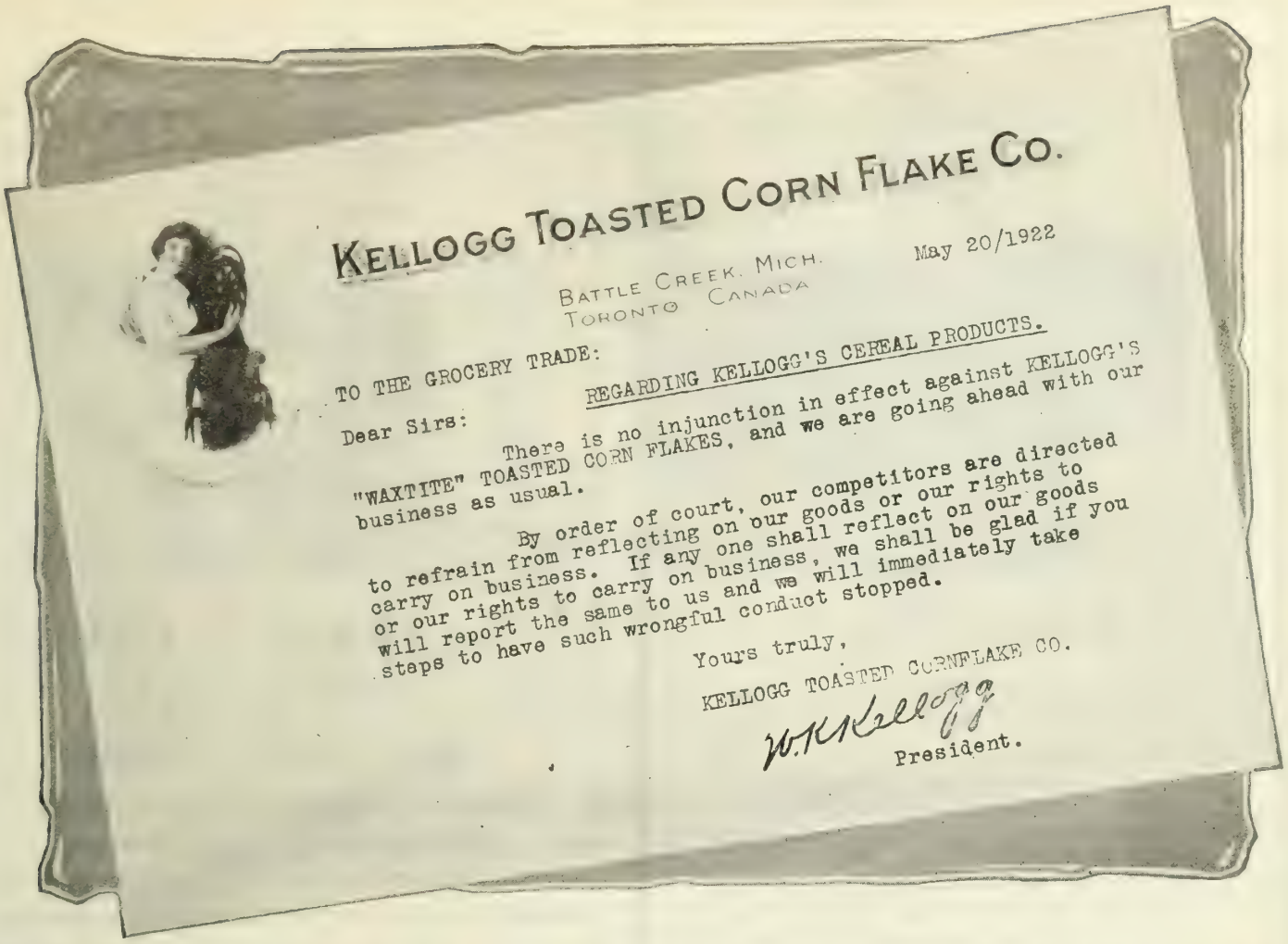
All Glass Display Cases

The Most Effective Display System

Toronto Plate Glass Importing Co., Limited

Modern Show Cases and Display Systems of Every Description

91 Don Roadway, Toronto, Ont.



KELLOGG TOASTED CORN FLAKE CO.

BATTLE CREEK, MICH.
TORONTO CANADA

May 20/1922

TO THE GROCERY TRADE:

Dear Sirs: REGARDING KELLOGG'S CEREAL PRODUCTS.

There is no injunction in effect against KELLOGG'S "WAXTITE" TOASTED CORN FLAKES, and we are going ahead with our business as usual.

By order of court, our competitors are directed to refrain from reflecting on our goods or our rights to carry on business. If any one shall reflect on our goods or our rights to carry on business, we shall be glad if you will report the same to us and we will immediately take steps to have such wrongful conduct stopped.

Yours truly,

KELLOGG TOASTED CORNFLAKE CO.

W. K. Kellogg

President.

NU-JELL

The Perfect Jelly Powder

will be a big seller this summer for it will set firm and clear without the use of ice or refrigerator

13 Delicious Flavors

Cost No More Than Ordinary Jelly Powders

The Harry Horne Co., Ltd., - - Toronto
Cole, Knight & Horne, 715 Drummond Bldg., Montreal
Gibson, Paterson, Ltd., - - Winnipeg

Do You Know Him?

There was a Grocer once who missed a good Bet.

When the Thermometer was hitting the Nineties and Thirsty Souls looked earnestly after Refreshment, he had nothing to offer except a bottle of Catsup. Many days did it happen so, until one evening he had an Idea. Far into the night he sat and lettered a Sign—and it read

COLD DRINKS FOR SALE

and the next morning he placed an Order for a Couple of Cases of McLaughlin's "Canada Dry" and "Belfast" Ginger Ale.

But when the Goods were delivered Behold, there was a Beautiful, Colored Poster included—and the Merchant, who knew a Good Thing when he saw it, affixed it to his Window:—and the Cash Register is finishing this story now.

Belfast Style, case of 50 ten-ounce bottles	$6.00
Refund on case and bottles	3.00
"Canada Dry," case, 100 splits	9.75
Refund on case and bottles	4.50
"Canada Dry," case, 50 pints	7.00
Refund on case and bottles	3.00

J. J. McLAUGHLIN, Limited

Toronto and Edmonton

Headquarters for Soda Fountain Supplies and Equipment

Thistle Brand Finnan Haddie

Better Than Ever

Now put up and marketed under the best known name in the North American Fishing industry.

The FRANK E. DAVIS FISHERIES, Limited

Tippet & Co., Limited

General Sales Agents for Canada

8 Place Royale Montreal.

PASS IT ON

Do you pass your copy of Canadian Grocer on to your clerks and to your new friends in the trade?

Canadian Grocer will take them through the stores of dozens of successful merchants every week.

Markets, sales, advertising windows, the successful methods of hundreds of merchants reported for them.

Can you think of a more broadening influence and a more educative medium in which to get them interested?

The more your clerks know about the grocery business the more value they will be to you.
Pass Canadian Grocer on and if they want to subscribe, the price is $4.00 a year—(less than eight cents a week). Address

Canadian Grocer

153 University Avenue

TORONTO ONT.

The Unceasing Demand—

FOR

"SALADA"

TEA

has made it "The Best Money Maker"

Your order will receive our prompt, careful attention.
Freight is prepaid on orders of 60 lbs. or more.

Good News For The Grocery Trade!

The First Shipment of PURE ITALIAN OLIVE OIL has now Arrived and is Ready for Distribution AT PRE-WAR PRICES

Victoria Brand

Look Over These Prices

12 1 gal. tins per gal.	$3.50
24 ½ gal. tins per gal.	$3.60
48 ¼ gal. tins per gal.	$3.75
40 ⅛ gal. tins per gal.	$4.25
80 1-16 gal. tins per gal.	$4.75
24 4 oz. bottles per dozen	$2.50
24 8 oz. bottles per dozen	$5.00
12 12 oz. bottles per dozen	$6.00

Veritas Brand

ORDER FROM YOUR WHOLESALER OR DIRECT

The CHARLES CICERI CO. Limited
Established 1897
SPECIALISTS IN ITALIAN PRODUCTS
84-86 ST. PETER STREET
MONTREAL
CANADA

NONE BETTER AT ANY PRICE

NONE BETTER AT ANY PRICE

Are You Giving Your Salesmen *A Chance?*

THE salesmen who are getting the orders to-day—who are producing the business that is keeping your factory running—are not the non-essential order-takers of a few years ago. But a real, live fighting force—out on the front line fighting early and late for your house and your goods. They have been forced to use new methods, to work harder. They realize more and more that the influence of the progressive retail merchant behind your goods is the biggest factor there is to-day in modern merchandising.

But how much of their time is spent waiting for interviews, on introduction of goods, on explanation of plans, advertising policies, etc? The percentage of their time that is of the greatest value to you is when they are actually "in action" with the buyer.

Are you preparing the ground in such a way that they can use their time to the utmost advantage? Are you giving them a chance by throwing ahead of them a regular, consistent "barrage" through the merchant's business paper that prepares him for your goods and for your salesmen, and helps to keep the merchant SOLD when the salesman has GONE?

Let your advertising in Canadian Grocer perform this important service; let it pave the way for your salesmen out on the road; make it back up what they say to the buyer about your goods and your policies.

"Address some of your advertising directly to the retail merchant. If you invest all your advertising in getting your message to the consumer and ignore the retailer entirely, do not be surprised to have disgruntled dealers among your distributors."—Printers' Ink, November 17.

CANADIAN GROCER

Southam Bldg., Montreal | 153 University Ave., Toronto | Carter Cotton Bldg., Vancouver | Confederation Life Bldg., Winnipeg

Speak From Experience!

When we say business is better we speak from our own experience. We follow, as do you, market reports and note encouraging signs in various sections of the country. But the actual proof to us of better business is increased sales of RED ROSE TEA every month this year.

RED ROSE TEA advertising backed by RED ROSE TEA quality is bringing a steadily growing demand for a tea that has been a leader for 28 years.

T. H. ESTABROOKS COMPANY, Limited

St. John, N.B. Montreal Toronto Winnipeg Calgary

Costa Olive Brand Oil

WHO WILL IT BE?

Gallons and gallons of Olive Oil will be sold this summer for salads. The oil is here now from Italy. Every drop and more will be used. Will you reap the profit or will you leave it for the other grocer? Dress your window now with "COSTA BRAND" the best.

IMPORTERS

Amoroso & Malagodi Co., Limited

119 & 121 ST. HENRY ST., MONTREAL

CHOICEST AND BEST GOODS.

HERMANT'S MUSHROOMS

All Grades

in tins and bottles.

The only French factory located entirely in the growing district.

BERTRAND'S

Imported French

Macaroni, Vermicelli, Spaghetti, etc., etc. put up in sealed pound packets

They Are The Best

Genuine French Castille Soap 72%

"LA GRAPPE D'OR"

in Bars, Squares and Cakes

Prices on Application

HENRI JONAS & CO.,

173-177 St. Paul St. West, Montreal

Sole Agents for Canada.

Establish Permanent Custom
with
COLMAN'S——KEEN'S

These two famous brands of mustard which have stood the test of generations and are still increasing their output—can be relied on for steady continuous sales. Colman's and Keen's help you to establish permanent custom.

Have you sufficient stock to meet the demand?

COLMAN-KEEN (Canada), Limited

520 King Street W. - Toronto

A Valuable Impression

A pleasing impression upon customers is of value. You can create one and at the same time save your goods from damage by spreading sheets of TANGLEFOOT in your show windows, especially over Sunday.

TANGLEFOOT will then be at work for you and will not only catch the flies, but attract the attention of people who pass your store to your efforts to keep your stock clean and fresh. For 1922 TANGLEFOOT has been considerably reduced in price.

Remember TANGLEFOOT *catches the germ as well as the fly, and that poisons, traps or powders cannot do it.*

CANADIAN GROCER

Vol. XXXVI. TORONTO, MAY 26, 1922 No. 21

Fifty Per cent. Increase in Sales Tax

Hon. W. S. Fielding Makes Budget Announcement in House of Commons—A Number of Reductions are Reported in Tariff—5 Per Cent. Tax is Levied on Confectionery—Soft Drinks and Mineral Waters also are Taxed

(Special Wire from Canadian Grocer Correspondent)

OTTAWA, May 23.—In his budget speech before the House of Commons this afternoon, Hon. W. S. Fielding, Minister of Finance, announced an increase in the sales tax of fifty per cent. Heretofore the sales tax has been 1½ and 3 per cent. in the case of domestic transactions and on imports 2 and 4 per cent. In the new announcement these have been raised to 2½ and 4½ per cent. in domestic sales, and to 3 and 6 per cent. in the matter of imports. No further exemptions have been made in the list of commodities already exempt from the sales tax, and it is taken that it applies to the same articles of merchandise as heretofore. No change in the preliminary announcement at any rate is made in the manner of collecting, this feature remaining as heretofore. The grocery trade and retailers generally will view with satisfaction that the collection of the same is still left to the manufacturers and the wholesalers, and that it has not been made a general sales tax.

Five Per Cent. On Confectionery

Another feature of direct importance to the grocery trade is the proposel to tax confectionery five per cent. In the budget announcement of a year ago, the former government removed the luxury tax of ten per cent. on confectionery that had been in operation since May of 1920. It was removed by the late administration after great pressure had been brought to bear by the confectionery and chocolate industries of Canada, and its elimination met with general approval. While the imposed tax by the new government is fifty per cent. less than the former luxury tax, the levying of even five per cent. will no doubt mean somewhat higher prices for confections. Likewise a tax of 15 cents per gallon is also placed on ale and beer, and on sales of mineral waters and soft drinks a tax of 10 cents per gallon is levied.

Preferential Rates On Cocoa

Preferential rates of duty on cocoa, it is announced, are reduced. Sweetened cocoa is reduced ½c. per lb., cocoa in powdered form is reduced 5 per cent., and cocoa preparations are reduced 2½ per cent. under the preferential tariff. Heretofore the British preferential tariff on cocoa shells and nibs has been 7½ per cent., on cocoa paste or liquor and chocolate paste or liquor, not sweetened in blocks or cakes 4c. per lb. Cocoa beans, not roasted, crushed or ground, have been admitted free from British possessions. On cocoa paste or liquor and chocolate paste or liquor, sweetened in blocks or cakes, not less than two lb. in weight the British preferential tariff has been 4½c., on preparations of cocoa or chocolate in powder form 27½ per cent., and on preparations of cocoa or chocolate, and confectionery, coated with or containing chocolate, the weight of the wrappings and cartons to be included in the weight for duty, 1½c. per lb. and 22½ per cent.

More For Cigarettes and Cigars

On cigarettes running less than three pounds of tobacco per thousand the tax will be raised $6 per thousand, while between three and five pounds per thousand will pay $11. On tobacco the tax is increased, excepting the case or roll leaf, where to encourage the Canadian industry the tax will be held to twenty cents per pound. On cigars a tax is to be arranged on a sliding scale, whereby the better grades will carry the heavier tax. Those valued at not more than forty dollars per thousand will pay fifty cents per thousand; between forty and eighty dollars, three dollars per thousand; between eighty and $140, seven dollars per thousand; between $140 and $200, ten dollars per thousand and over that, sixteen dollars.

Stamps on Cheques

The stamp tax on cheques, heretofore two cents on each cheque, is to be two cents on every fifty dollars. On express money orders the tax will be two cents for every fifty dollars, instead of two cents for each order.

Bank overdrafts advance. Notes advance. Notes for every fifty dollars will pay two cents instead of for every hundred dollars. Stock transfers, five cents for every hundred dollars instead of two cents. On telegrams and cables the tax is raised from one cent to five cents.

Customs Act Amendments Off

The amendments made in the Customs Act last year are both repealed, one requiring that the fair market value, when sold for consumption, in the principal markets of the country, whence and at the time when the goods were exported directly to Canada, shall in no case be lower than the wholesale price thereof at such time and place, and that the value for duty shall not be less than the actual cost of production of similar goods at date of shipment to Canada, plus a reasonable profit thereon.

The other amendment that has been repealed is that relating to the valuation for customs purposes of foreign currencies. The amendment made last year required that foreign currencies should not be valued at less than 50 per cent. of par.

The repeal of last year's marketing act was also announced.

Contest For Clerks

WHAT IS THE BEST SELLING IDEA YOU EVER PUT ACROSS?

To the clerk sending the best selling story, Canadian Grocer will pay the sum of $5.00. The second best $3.00; and the third $2.00. All other stories that are used, will be paid for at the regular rates.

STORIES TO BE IN BY JUNE 20--WINNERS WILL BE ANNOUNCED JUNE 30 AN ISSUE DEVOTED TO RETAIL SALESMEN

This contest is open to every employee of grocery stores in Canada and Newfoundland. The style of story required is one showing the idea used to move a certain quantity of some particular line or brand of goods. Perhaps you have put in a window display that has turned the trick. If so describe the window carefully. You may have some particular method by which you suggest certain articles to customers that result in sales on articles that customers had no intention of buying when they first entered the store. Perhaps the store at some time or other was overloaded with an article and you assisted in cleaning it up. Things like these are happening in your store every day. Write and tell us about them.

CONDITIONS OF CONTEST

Every store must state the brand name of the article sold. The quantity sold and the length of time it required to sell it. The goods sold must show the merchant a fair profit. All the methods used to bring about the turnover must be mentioned.

In order to assist the judges to make a fair decision, each contestant must state plainly the population of the village, town or city in which the store is located. Errors in composition or grammar wiill not be considered. The object of the contest is to obtain the best selling stunt that has been carried out in a grocery store by a clerk during the past year.

Address letters to

CONTEST EDITOR

Canadian Grocer

143-153 University Ave., Toronto, Ont.

"Retailers Must Oppose Double Policy"

A. H. Simpson, Wholesale Grocer in Guelph, Declares That Grocers To-day Must Take Firm Stand Against Manufacturers Who Do Not Treat All Retailers in the Matter of Price, on the Same Basis—Ontario Grocers in Convention Discuss Many Problems

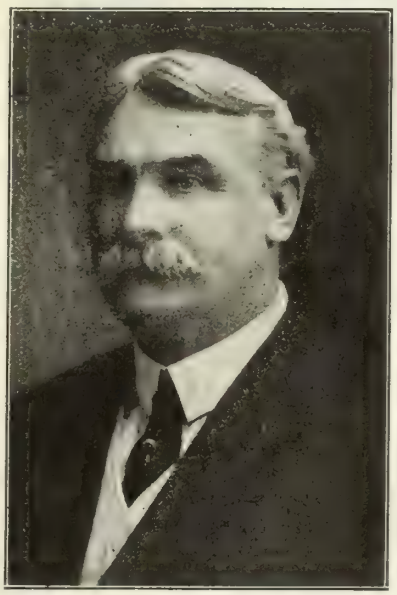
By Staff Representative of Canadian Grocer

TORONTO, MAY 17.—The annual convention of the Ontario retail grocers' section of the Retail Merchants' Association opened to-day. The convention was well represented from practically all sections of Ontario and the discussion of many topics was entered into with much earnestness and lively interest.

Grocers and representatives of manufacturing concerns attending the convention are as follows:

D. W. Clark, Toronto; C. A. Elsley, Campbellville; J. D. Wisdom, Allendale; Wilfred McCorvie and John W. Dyer, Chatham; T. Bowman, J. A. Walsh, Duncan Bell, J C. Campbell, and E. L. Lamoureuce, Ottawa; Donald McLean, Toronto; E. Lyons, Toronto; James Hollins, Toronto; John Muir, Niagara Falls; Fred Mungford, Mt. Dennis; J. C. Beaton Oshawa; Jerry Burns, Toronto; T. W. Humble, Toronto; G. A. Babcock, Lindsay; W. H. Edmunds, Vancouver; J. W. Paine, Toronto; A. L. Bickneli, Dunnville; M. H. Marchant, Toronto; R. B. Gallmuth, Milton; H. A. Campbell, Toronto; A. L. Morland, T. W. Collins, J. C. Allen, A. C. Kennedy, A. E. Kelly, J. G. McGuire, Ottawa; V. R. Maylor, Forest; Geo. R. Stevenson, St. Thomas; Lorne O. Pearson, P. L. M. Egan, St. Thomas; J. R. Robertson, Grimsby; Geo. Gibbon, Port Arthur; B. Fish, S. J. New, Geo. I. Wilson, Wm. Brooks, Toronto; A. B. Jackson, Proctor and Gamble Distributing Co. Hamilton; A. Turner, H. J. Dager, Toronto; J. A. McInnes, Chas. Bailey, W. R. Bowring, Toronto; J. Davison, The Welch Co., Ltd., St. Catharines; F. H. Bible, Toronto; W. R. Drynan, Hamilton; C. H. Parsons, Parsons Brown & Co., wholesale grocers, Toronto; T. Kinnear, T. H. Kinnear, wholesale grocers, Toronto; O. M. Cowan, John Sloan & Co., Toronto, Simpson & Co., wholesale grocers, Guelph; A. C. Pyke, secretary Canadian wholesale grocers, Toronto; O. M. Cowan, John Sloan & Co., Toronto, A. H. Simpson, Simpson & Co., wholesale grocers, Toronto; David Morton, David Morton & Sons, Ltd., Hamilton; W. J. Nicol, Geo. H. Thornly, J. N. Nettleton, A. G. Bush, M. Laccohoe, E. Towler, C. R. Cherry, A. H. Boyd, Toronto; M. Kirkpatrick, Lefroy; E. M. Trowern, Dominion secretary R. M. A., Ottawa; R. Burrow & Son and T. R. McCartney, Caledon East; F. W. McCarthy, Beeton; Thos. L. Leckie, Chief Food Inspector, Ottawa; C. E. Hanley, Orangeville; W. J. Spence, A. Dale, Waterdown, and Norman S. Jones, Hamilton.

In the absence of President W J. McCully of Stratford, the chair was taken by D. W. Clark, Toronto. On behalf of Mayor Maguire, who was unable to be present, the delegates were welcomed to the city by Controller Russell Nesbitt. "Conventions are necessary to every trade section," he said, "and particularly to the retail grocery trade as there are great changes now going on."



D. W. CLARK

Grocer on Avenue Road, Toronto, who was honored last week by his election as president of the Ontario Retail Grocers.

Jerry Burns, president of the Toronto section, welcomed the visitors on behalf of the Toronto grocers. He likened a convention to a good house cleaning. At no time as at present in the history of the retail grocery business, he believed, was there as much need for the trade to get together for a good housecleaning, to discuss the multitude of subjects that are most vital to the trade. Even though the retail grocers were busy people it was a good plan to get around once in a while and see what is going on among fellow grocers.

NEW OFFICERS OF ONTARIO GROCERS' SECTION

The officers of the Ontario Grocers' Section elected at this convention are as follows: President, D. W. Clark, Toronto; First Vice-President, John Muir, Niagara Falls; Second Vice-President, Thomas Collins, Ottawa; Third Vice-President, W. McCorvie, Chatham; Treasurer, P. L. M. Egan, St. Thomas; Secretary, W. C. Miller, Toronto; Representative on Dominion Board, B. G. Crabtree, Ottawa.

Inspection of Foods

H. J. Daeger, Dominion Food Inspector, gave an address on the Pure Food Act and the inspection of foods. "Before the Act came in force in 1906," he said, "the various adulterants used in the mixing of spices, jams and canned foods, was most deplorable. I can recall the sweeping enforcement that caused great losses to manufacturers, but which no doubt were justifiable in their absorption of dishonest manufacturing methods."

Mr. Daeger dealt with the various amendments to the Act since then, of which the one of most vital interest to the retailer was placing the onus upon the manufacturer. "Previous to this amendment the retailer had to stand all the publicity and had to pay the fine when he was found selling an article that did not meet the requirements of the pure food laws," he continued. "The amended act now joins the manufacturer or importer in the action, placing the responsibility where it properly belongs."

Improper Labelling

The speaker laid particular stress upon the need for merchants to examine the labels attached to the various articles to see that the labels are properly worded in accordance with the regulations. He stated that just before lunch he dropped into a store for samples of extract of lemon. Out of the three samples collected, two of them were improperly labelled. He claimed that frequently he came across merchants who had goods on their shelves several years old, with the result that the old goods were not properly labelled. "This condition would not exist if merchants, would watch their stocks more carefully," he said. "This should not be. In the first place you are liable to hand to your customer, old goods and in the second place you are taking the chance of the inspector dropping in and finding you selling an article, the label of which is contrary to the law. If you find that you have goods on your shelves, the labels of which do not comply with the regulations, I would suggest that you take an inventory of them, and send to the manufacturer for new labels. He would be only to glad to send them, because by so doing he is protecting his goods."

In speaking of the trouble with the peddlers, Mr. Daeger said that the unscrupulous peddler was not so active this year, because the department was

gradually weeding them out, and also on account of many prosecutions.

"If a retailer finds a peddler selling goods from house to house that are not fit for consumption he should notify the inspector in that district. I consider the retailer owes it to himself and to his colleagues in the trade to do this, because the peddler is infringing upon the rights of the retailer," concluded Mr. Dacger.

Wholesalers Are Present

A. C. Pyke, secretary of the Canadian Wholesale Grocers' Association and several members of the wholesale fraternity were present to discuss various trade questions particularly the matter of distribution. A committee of retailers will later be appointed to attend the Wholesale Grocers' Convention in Niagara Falls, next month to discuss this subject with the wholesaler.

A. H. Simpson of Simpson & Co., Ltd., Guelph, in speaking of the wholesalers' policy in the matter of distribution stated that it was an established fact that the wholesalers believed that all goods should be distributed through the channels of the wholesale trade, and that no one person or group should get any more favorable terms than another. "If we could get a closer co-operation between the retailer and the wholesaler many of our troubles could be solved," he said. "Some manufacturers are selling certain buying organizations at special terms. This is not right. No manufacturer should supply any retailer on any more favorable terms than others. The retailer should take a firm stand on this point and not support any manufacturer who maintains this double policy, giving some retailers an unfair advantage over their competitors."

Speaking of the chain store competition, Mr. Simpson thought that the best way to overcome it was not to put the business on a price basis. The best policy to adopt was to give good service, sell only the better quality goods at a fair price, and to display them in the best possible manner. In conclusion, he declared that it was necessary for every merchant to keep an accurate account of his business, and to keep proper records. A close check upon expenses and watching every item of cost and particularly the small ones was very essential.

JERRY BURNS
President of the Toronto Grocers' section who on behalf of this body welcomed the visiting grocers to the convention.

Short address were also given on behalf of the wholesalers by Thomas Kinnear and C. N. Parsons of Toronto, both of whom declared that there were many troubles in the retail trade and that the wholesaler was passing through troubled times. They declared that much of this trouble could be smoothed over if the retailers, wholesalers and manufacturers would get together. The policy of selling in the chain stores at prices at which legitimate grocers could not compete was altogether wrong and should be abolished.

W. R. Dryman Speaks

W. R. Dryman, Dominion Canners, Ltd., Hamilton, in speaking on the canned goods situation, said that at one time it had been difficult to comply with the regulations because the government had changed its policy so frequently. He was quite in sympathy with the present regulations as he believed they gave protection to the producers, distributors and consumers. Mr. Drynan admitted that the retail grocer in Canada had his problems these days, but the retail trade in the United States he said, was equally in as bad a position. He spoke about the price competition of the chain stores and maintained that there was a future for the retail grocer if he would keep a nice store and sell quality goods.

David Morton of David Morton & Son, Hamilton, speaking for the manufacturers in the matter of distribution stated that the policy of his firm had been for the past forty years to sell the retail trade direct at one price and that no one obtained more favorable discounts than another. Speaking of the price competition now so prevalent, Mr. Morton claimed that the retail grocer had little to fear from the stores who advertised price if the retail grocer would sell the finest goods and give the best possible service.

The question "are the present methods of distributiin satisfactory?" was discussed with much interest among the members. L. O. Pearson, St. Thomas, stated that the present methods of some manufacturers were very unfair as they gave certain chain stores and departmental stores an advantage over the smaller grocer and that many times these organizations could sell goods at the same price as the small grocer had to pay for them. He thought that the way to eliminate this was for all the legitimate retail grocers to get together and not sell the products of a manufacturer who sold in this manner.

Mr. Pearson suggested that wholesalers would do the retail trade a lot of good if they would instruct their salesmen to figure profits on the selling price, and not on the cost as many of them do. He spoke also of price cutting. "If I buy an article at fifty cents, and my neighbor has to pay sixty cents," he said, "I could and would sell it at a lower price because I figure my profit on selling, and if my neighbor does the same, my price will naturally be the lowest."

* * * *

W. C. Miller's Report

W. C. Miller, secretary of the Ontario Retail Merchants' Association in presenting his report, in part, said:

"I have pleasure in submitting to you to-day, a report of matters of particular moment to the Retail Grocery trade and in so doing, I trust that the same may be of some service, and at the same time acquaint some of the grocers present, who are not as familiar with the functions of our organization as others, as to what our activities are in the interests of the retail grocer.

"The retail grocer, as well as other

(Continued on page 36)

Grocers attending the convention of the Grocers' section of the Ontario R. M. A. at the Prince George Hotel, Toronto, last week are here shown. The new president, D. W. Clark, Toronto, is the sixth from the right.

Denounces Present Income Tax System

E. M. Trowern, Dominion Secretary of the R.M.A. Declares Against Any System of Taxation That Makes the Individual the Assessor—Thos. N. Leckie, Chief Dominion Food Inspector Talks to Ontario Grocers in Convention on Subject of Food Laws

By Staff Representative Canadian Grocer

THURSDAY'S session of the grocers' convention opened with an address by E. M. Trowern, Dominion secretary of the Retail Merchants' Association. At the outset he spoke of the history of the retailers' movement, from the time it was first started twenty-five years ago. The combined effort of all branches of retail trade, he said, had resulted in much good being accomplished for merchants generally. However at the last meeting of the Dominion executive it was decided to hold sectional meetings, where matters of direct importance to the various branches of trade might be separately discussed. Representatives from each province, in the respective trades, form advisory committees to deal with questions that are brought before them. In the grocery trade, B. G. Crabtree of Ottawa is the chairman of this committee. A similar committee deals with the problems of the general store merchant. But in matters embracing all sections of retail trade, all are united.

Important Legislation

Mr. Trowern spoke of the efforts of the Dominion executive in its fight for the retention of the manufacture and sale of oleomargarine in this country. The retail grocer could see no reason why this commodity should be stamped out. This was learned through an exhaustive inquiry among merchants. Because of this, considerable pressure was brought to bear, to keep it in Canada, with the result as is now known. It is now expected that another bill will be put through making the manufacture of oleomargarine permanent for Canada. Other matters of legislation affecting the retail grocery trade, that are now before the House, and in which the Dominion executive is interested, include an act to regulate the manufacture, importation, and sale of matches, an act to regulate the sale and inspection of root vegetables, resolutions regarding the grading of eggs, standardizing berry boxes, the grading of apples, and the regulation of cold storage houses.

Speaking of the organization itself, Mr. Trowern pointed out that to-day there were employed in this work throughout Canada, 110 persons, but that number is not sufficient to carry on the work as it now exists.

Referring to the development of farmers' clubs and co-operative stores, the speaker declared that his objection to them lay in the fact that they seek to discredit the legitimate retailer. He cited the case in a particular section in the West where one of these farmers' organizations sent out circulars, making assertions that were decidedly abusive of the retailer. "We are making this particular club prove certain assertions in this circular, reflecting as they do not only on the merchants in this district but on the association as a whole," Mr. Trowern added. "No particular class should govern this country and it is up to the merchants to see that such is not the case. You can not hurt retailers all over the country and get away with it."

Mr. Trowern denounced the income tax system as "rotten." "Any system," he said, "that makes the individual the assessor, is only making liars of the people." He also condemned the census of industry form that has been sent out. "We as retailers should have a voice in our own affairs," concluded Mr. Trowern, "and recent conferences that your Dominion committee had with retailers in both the Commons and the Senate show what good results come from proper organization."

One of the interesting features of Thursday's session was the address by Thos. N. Leckie, chief food inspector for the Dominion of Canada. "We like to get your point of view," he told the grocers in convention. "When the inspector comes into your store, look upon him as your friend. The present food and drug act replaces the old adulteration act. The present one deals with principles, rather than with monopolies as was the case of the old one. In the act, as it is to-day, no article of food is mentioned. Food under the Food and Drug Act means every ingredient used in the mixing of food for the use of man. The sale of bad food is punishable under the criminal code. Any food that is considered unfit for human consumption can be confiscated.

"Misbranding under the present law s largely a matter of labelling. A package includes any receptacle in which any article is packed. The law does not compel the labelling of all packages. If an article is sold as a compound mixture it must be stated so on the label. The grocer can help the department in this way — by refusing to take goods from a manufacturer that does not comply with this law. The average merchant we find is trying to do the right thing, and such a man need have no fear. Prosecutions are only made as a last resort. Under this act foods are standardized As if often seen goods are advertised "up to government standards," it frequently would mean more if labelled "down to government standard." It has been shown that some come within the limits and that is all. It is possible for some manufacturers of certain products to use a certain amount of sugar without it being detected, but if they overstep the portion, it is very easily discovered. Recently an inspector brought in an article of food, and analysis showed that it was not up to standard. It turned out however that the sample that came from the manufacturer was all right, but the one the inspector procured from the wholesaler was below standard."

"Why is it New Zealand only permits a 5 per cent. standard in butter, and Canada has 16?" a grocer asked.

"Butter made to keep for any length of time does not contain more than 10 per cent. moisture," Mr. Leckie replied. "Sixteen per cent. is permitted but if you think it is too much have your association place the matter before the government."

Retailer is Responsible

"In the case of extracts, where many retailers have their own name on them, should the retailer be responsible, if they are not in complance with the laws?" another retailer asked.

"Yes, the retailer is responsible, and your only redress would be a civil action against the manufacturer who put them up."

IN ANSWER to a question as to the best method of combating the chains, and the cash and carry stores, John Muir, of Niagara Falls, who himself conducts a service store, declared that no grocer should be afraid to stand on his feet, if he is giving good service and good goods, and charging for them accordingly.

"Pay no attention to them," he counselled. "At the Falls we had a couple of co-operative stores, but they have both passed out of existence. One of them, too, only paid fifteen dollars per share of fifty dollars to its shareholders. One day a customer came into my store, and in the course of a conversation remarked about the competition of these cash and carry stores, and their lower prices. I only looked surprised and remarked that I didn't know they existed. That is the only way to combat them. Do not recognize the fact that they are in business. Keep on giving your service. Buy the best goods. Watch your buying, and your collections, and you will have nothing to fear from chain competition."

Did you ever notice how originality

(Continued on page 26)

CANADIAN GROCER

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MONTREAL WINNIPEG VANCOUVER

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Fraudulent Advertising

DURING THE discussion on "Fraudulent Advertising" at the Ontario Retail Grocers' convention held in Toronto last week, one member stated that in his city he has frequently read advertisements in the daily press where the advertiser had apparently wilfully set out to give the wrong impression in regard to prices. He stated an instance where a merchant offered two packages of the same article for the price of one. But in mentioning the regular price of that article, this merchant had quoted a figure that was considerably higher than the article could be purchased for in any retail store. Then in addition, this member claimed that the store instead of supplying the costomer with the goods in a sealed container as the advertisement implied, gave the customer bulk goods.

Quoting articles at a higher price than the real market value in order to make a cut price appear lower than it really is, was carried on quite freely with a certain class of store a number of years ago. But thanks to the good work of the Associated Advertising Clubs of the World, this form of advertising has become pretty well extinct. In fact many of the larger retail advertisers have even gone further, and do not mention any regular price at all when advertising special prices.

There are many other forms of false advertising such as telling customers that a certain brand is of the finest quality when in reality it is only second, or otherwise misrepresenting the quality or value of an article in order to put over a sale. A sale may be made in the first instance but the merchant can be assured that the public will not be long in finding out the true metal of a merchant who stoops to such tactics. There is only one way to make a success of advertising and that is to tell the absolute truth and stick to the plain facts.

* * * *

Another Business Paper Success

MISS CORA HIND, who has recently been very much in the public eye in the Canadian and English press as an authority on business taxes, is another success whose career began with the MacLean Publishing Company and who still continues a regular writer for the Financial Post and a special writer for several of the MacLean business newspapers. Lt.-Col. A. G. Campbell of our circulation staff, was sent to cover all points west of Port Arthur for Canadian Grocer about 1888 or 1889, with instructions to find a good correspondent in Winnipeg. He selected an old acquaintance of his from Flesherton, Grey Co., Ont., who was a clerk in the grocery department of the Hudson Bay Company. For several years she gave all her time to our work. She began as a specialist on general Western conditions, crops and trade outlook and continued this work for about ten years with such marked success that it attracted the attention of J. W. Dafoe of the Manitoba Free Press, who asked her to join his staff as a crop and business specialist. She reported the offer to us and she was advised to accept but to continue with the kind permission of the Free Press to supervise the work on Canadian Grocer market reports, and to do occasional specials. When The Post began she became a regular contributor.

* * * *

Plea for Better Quality Jams

IT WILL BE a good thing for the trade in general when the poor quality, cheap jam disappears from the Canadian market. Canadian Grocer referred to the fact a few weeks ago that there was too much of this class of jam on the market at the present time, due to the fact that some manufacturers were sacrificing quality for price. The manufacturer is not the only class to blame. The retailer is in a large measure to blame himself. Some retailers have been encouraging manufacturers to sell them on a price basis regardless of quality and other manufacturers in order to get some of the business have considered that they had to conform to the same methods if they were to sell any goods. This naturally resulted in lower grades as well as lower prices.

On the other hand there are manufacturers who have consistently declined to get down to this basis. These firms no doubt have lost business temporarily, but eventually they are bound to regain it because in the long run quality will tell. Many retailers, too, have stayed with the firms that maintained quality and although they may have lost a little of their jam trade to competitors who were less careful about their reputation, they too must eventually win out with quality goods.

As previously reported a strong endeavor is being made to get the government and the jam manufacturers seeing eye to eye to remedy the situation. Undoubtedly a more rigid system of inspection will be carried out. One thing the government must certainly see to and that is that samples of manufacturers' products taken from retail stores should conform to the quality of those sent direct to the department for analysis.

* * * *

Duplication in Income Tax

ONTARIO grocers in their annual convention in Toronto last week placed themselves on record as opposed to so much duplication in the matter of income taxation. As was pointed out on this occasion, there is in operation in many municipalities an income tax system in addition to the Dominion plan of taxation. Consideration of a similar measure on the part of the Province which has been rumored, would make three taxes on income. It is maintained and the point, it would seem, is well taken, that these taxes could all be collected by the municipality, and then apportioned to federal, provincial and municipal governments in their proper allotments. The expensive machinery employed in collecting these taxes would then be minimized, and the public generally would be better pleased.

The proposal recommends itself as a practical, economical, business-like arrangement that should meet with the general approval of retail merchants.

* * * *

Editorials in Brief

Don't forget to hand this issue to the clerks. There is something interesting for them on another page.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Quebec

Walter Baker and Co. held a general meeting at their Canadian factory in Montreal last week. H. C. Gallagher, the president of the company from Boston was there as well as W. B. Thurber, the vice president. George L. Scott the Toronto representative was also in attendance at the meeting.

Ontario

Harold Shewfelt, of Kincardine, has taken over the business formerly conducted by Mr. Anning.

D. Crawford, who conducted a grocery in Lefroy, for the past few years has sold to J. E. Baker of Coulson.

Henry G. Gifford, for many years, a general merchant and postmaster in Cayuga County, passed away at the resiiddence of his son in Carlton Street, Toronto on Thursday of last week. He was 85 years of age.

H. T. Nott, grocer on College Street, Toronto, has been elected on the new College Street Business Men's Association just organized. Other officers are G. Garrett, president, N. M. Wilson, first vice-president, H. J. Smythe, 2nd vice-president, G. Robb, secretary.

The death occurred last week in Toronto, of John Young. The deceased had been for a period of thirty-five years, accountant for the Imperial Extract Co. He was 89 years of age and came to Canada from Scotland 52 years ago. He is survived by four daughters.

W. J. Craven of Stayner has been appointed manager for Barrie, Stayner and Angus for Libby, McNeil and Libby Limited. He is moving from Stayner to Barrie.

BUSINESS CHANGES

H. J. Helferty is now in business at Picton.

J. Sills is managing the new Dominion stores at Belleville.

R. P. Parks is manager of the Dominion Stores at Picton.

D. A. Parkes has commenced business with a store at Trenton.

C. A. Campbell is in business at 112 Station St., Belleville, Ont.

A. J. Mitchell is now in business at 1438 Gerrard St., E., Toronto, Ont.

The Buy Rite stores have opened a new store on Danforth avenue, Toronto.

D. MacLachlan has commenced business with a store at Danforth and Patricia Drive, Toronto. Ont.

Wig—"Wasn't that a fine lecture by Professor Dinglesnick on "The Culture of Prunes?"

Wag—"Splendid! He was so full of his subject."

SIR HAROLD MACKINTOSH

Says Manufacturing Can be Done More Cheaply in Canada

Sir Harold Mackintosh, managing director and chairman of John Mackintosh and Sons, Limited, confectionery manufacturers of Halifax, England, was in Canada during the past week on a business visit. He went from England to Jamaica first, then to New York and later to Toronto. On his way back to New York he visited Montreal.

Speaking to the Canadian Grocer in regard to business in the Old Country, Sir Harold stated that while conditions are not all that could be desired they are gradually on the mend. The high priced sugar situation has been cleared up, and manufacturers are in better position in this respect. After studying conditions in Canada, he thinks, however, that manufacturing can be done more cheaply than in the Old Country at the present time.

Sir Harold took a prominent part in the Great War holding a commissioned rank in the R. N. V. R. engaged in patrol of anti-submarine work in the Atlantic. He is the son of the late John Mackintosh. Among his activities outside his own firm, is a directorship of the Equitable Bank and the Equitable Building Society. He has also been engaged in social and philanthropic work for a number of years. The knighthood recently conferred upon him was in recognition of the public service of both his father and himself.

Prize Winners in Match Name Contest

The name selected for the first prize in the recent name contest put on by the Match Company, Berthierville, Que., is "Vimy." This name was submitted by prife will be equally divided among them.

The names are as follows:—J. A. Stewart, Grand Anse, C.B.; L. J. Murray, Box 294, Moncton, N.B.; C. P. Heather, Birch Hills, Sask.; A. R. MacLeod, Sydney, N. S.; Austin M. Patterson, Md. Southampton, N. B.; A. R. Tyndall, Dyer's Bay, Ont.; C. Fairhurst, Lethbridge, Alta.; John Kerr, St. Davids, Ont.; Louis Pare, Deschambault, Que.; H. W. Taylor, Weymouth, N.S.; Roy Tederman, Conestogo, Ont.; Maude Lothian, Hespeler, Ont.; S. F. Ballachey, Paisley, Ont.; A. Mitchel c/o Campbell Bros. and Wison, Winnipeg; John L. Brown, Hamilton, Ont.; Nina L. Purney, Port Medway, N.S.; Mrs. F. Maskell, West Jeddore, N.S.; Fred Fox, Box 323, Lunenburg, N.S.; W. Hart, St. Johns, Nfld.; Cecil T. Moody, Vawn, Sask.; Wm. Wishart, Lethbridge, Alta.; Mrs. A. E. Finch, 717 Sargent Ave., Winnipeg.

The name winning the second prize was "Ruby". There were nine contestants who will share equally the prize money. The names are as follows:—John Allin (Mrs.), Medicine Hat, Alta.; Wm. Reid c/o J. B. Muter, Loreburn, Sask.; F. W. Magdaliuski, Guernsey, Sask.; T. D. Browichn, 1512 1st Street, W., Calgary, Alta.; L. Belanger, Port McNicoll, Ont.; Leon Bruneau, 21 St. Elizabeth, Longueuil, Que.; Geo. Puckett, Oshawa, Ont.; Charles Pike, 1902 Stephens St., Vancouver; J. E. Paul, 321-9th Street, Saskatoon.

The name selected for the third prize was "Red Head." Two contestants will share this prize. The winners are as follows: William J. Barrett, Rocanville, Sask.; Webster Burrell c/o B. O. Bishop, Portland St., Dartmouth, N.S.

NEW GOODS

NEW BRAND OF CORN FLAKES

"Sugar Crisp" is a new addition to the products manufactured by the Canadian Postum Cereal Co., Ltd., Windsor, Ont. This is a new brand of corn flakes. It is put up in a wax-wrapped carton.

PRICE LIST
ON
GRIMSBY PICKLES

"GRIMSBY" SWEET MIXED PICKLES

	Case	Lbs.	Doz.
10-oz. Oblong	3 doz.	50	$2.75
16-oz. Mason Jar	2 doz.	53	3.90
20-oz. Square	2 doz.	58	4.20

"GRIMSBY" SWEET MUSTARD PICKLES

10-oz. Oblong	3 doz.	50	$2.75
16-oz. Mason Jar	2 doz.	53	3.90
20-oz. Square	2 doz.	58	4.20

"GRIMSBY" SWEET GHERKINS

10-oz. Oblong	3 doz.	50	$3.20

"GRIMSBY" SWEET RELISH

10-oz. Oblong	3 doz.	50	$2.35

"GRIMSBY" SWEET PEELED PICKLES

	Case	Lbs.	Doz.
16-oz. Mason Jar	2 doz.	53	$4.20

"GRIMBSY" SOUR MIXED PICKLES

10-oz. Oblong	3 doz.	50	$2.40
16-oz. Mason Jar	2 doz.	50	3.50
20-oz. Square	2 doz.	58	3.85
35-oz. Round	1 doz.	50	4.35

"GRIMSBY" MUSTARD PICKLES

10-oz. Oblong	3 doz.	50	$2.60
16-oz. Mason jar	2 doz.	53	3.75
20-oz. Square	2 doz.	58	4.10
35-oz. Round	1 doz.	50	5.35

"GRIMSBY" SOUR GHERKINS

10-oz. Oblong	3 doz.	50	$3.00

"GRIMSBY" BULK PICKLES

10-gallon Oak Keg
Specially Selected Stock—Guaranteed Against Leakage

	lbs.	Per Keg.
Sour Mixed Pickles	125	$13.00
Mustard Pickles	125	14.50
Sweet Mixed Pickles	140	17.50
Sweet Mustard Pickles	140	18.50
Sweet Gherkins, 1200 count	140	21.00
Sour Gherkins	125	17.50

BULK PICKLES IN WOODEN PAILS

	Lbs.	Sour Mixed	Mustard	Sweet Mixed	Sweet Mustard	Sweet Gherkins
1 gallon	13	$1.75	$1.85	$2.25	$2.25	$2.50
5 gallon	55	4.50	4.90	7.50	8.00	10.00

GRIMSBY PICKLE COMPANY
LIMITED
Head Office: - - - Grimsby, Ontario

ANNOUNCING THE WINNERS

of the "O-Cedar Trade Paper Heading" Contest

The Winner of the $25 Prize

J. ROY McDONALD

Representing

THE SIMPSON COMPANY,
Guelph, Ontario

Heading Submitted: "Tell Its Uses—Boost Your Sales."

In an effort to secure the opinions of the wholesale trades sales force on our trade paper advertising, we recently offered $50.00 in prizes to those submitting the best headings for an O-Cedar trade paper advertisement, which appeared in a selected list of trade journals.

We offer sincere congratulations to the winning contestants in the O-Cedar Polish Trade Paper Heading Contest. The winning headings and those receiving honorable mention displayed keen thought and excellent judgment. Out of the hundreds of headings submitted, many were well worthy of honorable mention, but the lack of space prohibits our mentioning them all.

We take this opportunity to thank all who entered this contest for their interest in O-Cedar Products.

Honorable Mention

J. H. NEELAND
Representing
L. T. MEWBURN & CO., LIMITED
Calgary, Alta.

Submitted: "Brighter Prospects for Spring, Mr. Retailer—30% Increase in Your Business of Selling O-Cedar Polish."

J. A. FREDERICK
Representing
KENNEDY HARDWARE CO., LTD.
Toronto, Ont.

Submitted: "Merchants of Canada—a Better Knowledge of O-Cedar Uses Will Increase Your Sales."

Honorable Mention

EDWARD C. JOSEPH
Representing
JOSEPH & COMPANY
Quebec, P. Q.

Submitted: "Business Bad? Wanting a Leader? Study this Ad.—Feature O-Cedar."

J. SNELGROVE
Representing
WESTERN GROCERS LIMITED
Vancouver, B. C.

Submitted: "Who Wouldn't Want a 30% Increase in Sales?"

SECOND PRIZE, $15.00

Won by

E. FLEDDERJOHN,
Representing
WESTERN GROCERS, LIMITED
Regina, Sask.

Heading Submitted: "Increased Use—Increased Sale—Increased Profit."

FOURTH PRIZE, $5.00

Won by

W. H. J. McMILLAN
Representing
WESTERN GROCERS, LIMITED
Vancouver, B.C.

Heading Submitted: "Tell Her How—She'll Buy More."

THIRD PRIZE, $5.00

Won by

E. HIBERT
Representing
N. C. POLSON & COMPANY, LTD.
Montreal

Heading Submitted: "The Argument that Multiplies by Two the Sale of O-Cedar Polish."

CHANNELL LIMITED, TORONTO

Just 7 words made a big

crease in Sales of—

O-Cedar Polish

A prominent Hardware Dealer in Toronto—The North Toronto Hardware—has discovered very profitable possibilities in 7 small words.

In a recent O-Cedar Polish Trade Paper advertisement he read the details of an investigation, made among O-Cedar Polish users which revealed the fact that only 40 per cent. of those who knew of O-Cedar's merits were actually using it on their *furniture*.

This dealer also noticed the new O-Cedar slogan—and decided to put it to work. He makes use of it with every purchaser of O-Cedar Polish by asking, do you—

Use it on your piano with water?

Naturally a woman realizes that a Polish that is good enough for a piano is the correct polish to use on all fine furniture. So O-Cedar becomes the permanent brightener of all the furniture in the home, as well as the woodwork and linoleum.

Try these 7 profit increasing words for a month—and note the jump in O-Cedar Polish sales.

RETAIL PRICES:

O-Cedar Polish in Bottles 30c and 60c. In Tins $1.50, $2.50 and $3.50. O-Cedar Polish Mop, large size, triangular shape, $2.00. O-Cedar Dusting Mop, large size, triangular shape, $2.00. O-Cedar Polish Mop, small size, triangular shape, $1.25.

CHANNELL LIMITED - TORONTO

Does Not Believe In Loading Grocer

Tempting the Retailer to Buy a Bigger Quantity Than He Can Possibly Sell in a Given Time at a "Quantity" Price is Not Wise Says Lord Leverhulme, Head of One of the World's Greatest Mercantile Industries

TORONTO, May 20 (Special).—"I do not believe in loading a merchant with more stock than he feels he can sell in a given time," Lord Leverholme, head of Lever Bros., remarked to a representative of Canadian Grocer, in the course of an interview a few days ago. Lord Leverhulme was discussing selling methods. He did not see the wisdom of making a price attractive for quantity buying thus tempting grocers to buy more than they possibly could sell in a particular period. "In the Old Land we sell to the trade both through the jobbers and direct, but in either case it is the same price. Over there we have a system of deferred rebates. That is, at the end of the year we remit to merchants, certain percentages according to the quantities of soap that they have bought during the twelvemonth. We find this system is entirely satisfactory, and works to the mutual advantage of all concerned."

Single One-man Store is Unsurpassed

Commenting on the growth of the chain store movement in this country, this veteran industrial leader expressed the opinion that nothing could surpass the single "one-man" store. He himself began life as a grocery clerk in his father's store, and he declares unreservedly that there is no finer business training in existence. "These multiple stores, as we call them in the Old Country," he added, "must have able-bodied, clever managers in order to succeed, but even so, managers of this calibre cannot duplicate the family grocer, the man who has studied his customers, who knows their every whim. The grocer must always have the interests of his customers at heart. His great consideration must be for the public he serves. He must be able to call all his customers by name, to know the little things that please them, when there is sickness in their home, and all the little affairs of life that call for expressions of sympathy or pleasure. The grocer is the greatest student of human nature, and he knows that a smile or a word of friendly sympathy will do much to cement the ideal business relations that should exist between merchant and customer.

"Cutting Does Not Pay"

"I have never known a man to build up a substantial profitable trade by 'cutting' prices. The cutter seems to be impressed with the idea that people are always on the lookout for something cheap, and it is his business to give it to them. It is not so. The concern of the grocer should be to give the public value for their money. The consumer does not expect the merchant to give goods away. The latter is willing to pay a fair, reasonable price for an article. The retailer must always be more concerned about the public's profit, than about his own, but in doing this, he is also building profits for himself. Honest service and goods are always rewarded. Not an exorbitant but a fair, legitimate profit is the due of every grocer, and the retailer who is not getting it, is not building along the right lines.

"While the consumer who carries home her groceries considers she has saved herself money, I really believe if she stopped to think she would realize she hadn't. Her time should be worth something to her. I am sure the grocer can deliver her goods cheaper than she can carry them home."

Co-partnership Plan Succeeding

Lord Lelerhulme in spite of his advancing years, is remarkably active and keenly alive to present day conditions. His scheme of co-partnership among his employees is engaging a big share of his attention at the present time. He is a firm believer in this plan, and declares that it is working satisfactorily in his experience. The worth of co-partnership, he says, is not proved in years of prosperity but in years of adversity, such as the world has been passing through recently.

Lord Leverhulme was accompanied to Canada by H. G. Hart, and C. W. Barnish, directors at the centre of administration in England.

DENOUNCES PRESENT INCOME TAX SYSTEM

(Continued from page 19)

ly a local business compelled to comply with this law, as compared with the jam manufacturer doing an interprovincial business?" was another question.

"A jam factory doing an interprovincial business must be licensed under the Department of Agriculture, but the small manufacturer doing only a local business is not obliged to have such a license. A Dominion inspector however has a perfect right to enter the latter place for the purpose of inspection the same as any other factory."

"When asked for saltpetre, what would be given, nitrate of potash or nitrate of soda?" another grocer asked.

"Nitrate of potash in most instances, but Chili salt petre is nitrate of soda."

Wilson Graham Company, Limited, wholesale grocers of Ottawa have secured the agency for Ottawa Valley district for Maple Leaf Malt Extract, manufactured by the Maple Leaf Malt Extract Company of Montreal.

What is Your Opinion of Chain Stores?

ONE of the most interesting subjects in the retail grocery business to-day, is the question of the chain store. Successfully conducting a retail grocery store to-day is vastly different than it was a few years ago. Business has been going through many changes and some of these changes are due to the influence the cash and carry and chain store has upon the purchasing public.

That the chain store has come to stay, is the opinion of many hard headed business men. One thing that has assisted stores of this character has been the clamor of the public for cheaper goods and another has been the "buyers' market" which has permitted buyers to purchase goods at their own price and often far below the real market value. These "bargains" however are now becoming fewer and harder to find.

There are other things also that have assisted the chain store to get firmly planted. The principal thing, however, in the mind of the regular family grocer, is how to meet these changed conditions and the competition of low prices.

It is an interesting subject and one which will be dealt with in a series of articles in Canadian Grocer the first of which will appear in the first issue in June.

Program of Annual Convention of Saskatchewan Branch R.M.A.

to be held in City Hall Auditorium, Regina, on JUNE 6, 7 and 8

Opening Session

TUESDAY MORNING, JUNE 6TH

9.00 a.m.—Registrations of delegates.

10.00 a.m.—Regina time (Daylight Saving). Invocation. Address of welcome, His Worship the Mayor. James Grassick, President Regina Chamber of Commerce. President's Address. Treasurer's Report. Secretary's Report. Appointment of Nomination Committee.

TUESDAY AFTERNOON, JUNE 6TH

Trade Section Meetings.

The following Trade Sections are arranged for (See Programme pages):

Grocers, butchers, boots and shoes, clothiers, druggists, hardware, harness, music dealers, implement dealers, automobile dealers, confectioners, photographers.

The place where each sectional meeting is held will be announced from the platform Tuesday morning.

TUESDAY AFTERNOON, JUNE 6TH

Grocers' Trade Section Meeting

2.00 p.m.—Report of Dominion Committee. Report concerning joint meeting of wholesale and retail grocers. Correspondence re wholesalers selling hotels, restaurants, etc. Hawkers' and Peddlers' Act. Resolutions, questions and new business. Election of Trade Section Executive.

8.00 p.m.—Egg marketing film, followed by a discussion of the Egg Marketing Act led by J. F. Booth and participated in by retailers, wholesalers and transportation company representatives.

TUESDAY AFTERNOON, JUNE 6TH

Druggists' Trade Section Meeting

2.00 p.m.—Report on resolutions passed at last convention. Discussion on Saskatchewan Temperance Act, Narcotics Drug Act. Resolutions. Questions and new business. Election of Trade Section Executive.

8.00 p.m.—Continuation of business session, if necessary.

Hardware Trade Section Meeting

2.00 p.m.—Report on resolutions passed at last convention. Discussion on sale of cylinder oils to farmers by oil companies. Marketing conditions, led by George Morrison. Resolutions, questions and new business. Election of Trade Section Executive.

8.00 p.m.—Continuation of business session, if necessary.

Music Dealers' Trade Section Meeting

2.00 p.m.—Report re Hawkers' and Peddlers' Act. Discussion on questions of list of repossessions, etc. Sale of small instruments. Open territory as affected by Hawkers' and Peddlers' Act. Resolutions, questions and new business. Election of Trade Section Executive.

8.00 p.m.—Continuation of business session.

Butchers' Trade Section Meeting.

2.00 p.m.—Report on resolutions passed at last convention. Discussion re Hawkers' and Peddlers' Act. Discussion of Bureau of Public Health Regulations, led by E. A. Mounteer. Discussion re meat inspection, led by A. H. Presswood. Resolutions, questions, new business. Election of Trade Section Executive.

8.00 p.m.—Joint meeting with grocers.

Boot and Shoe Trade Section Meeting

2.00 p.m.—Reports on resolutions passed at last convention. Discussions on salesmanship, led by A. A. Causgrove; window display, led by Mr. Anderson (Moose Jaw); advertising, led by Regina Trading Co., Man. Resolutions, questions, new business. Election of officers.

8.00 p.m.—Marketing conditions, led by Mr. Garfield Wray.

Clothiers' Trade Section Meeting

2.00 p.m.—Discussions on salesmanship, led by Mr. Ralph Miller; window display, led by Mr. .....; advertising, led by Mr. H. D. McPherson; resolutions, questions and new business. Election of Trade Section Executive.

8.00 p.m.—Marketing conditions, led by Mr. Jack Wood.

Implement Trade Section Meeting

2.00 p.m.—Margins. Uniform contracts. Contracts, wholesale versus consignment. Blanket insurance. Wider tread for sleighs. Resolutions, questions and new business. Election of Trade Section Executive.

8.00 p.m.—Address.

Automotive Trade Section Meeting

2.00 p.m.—Refund of Luxury Tax. Mechanics Lien Act. Used car situation. Tire distribution and discounts. Wider tread for sleighs. Resolutions, questions and new business. Election of Trade Section Executive.

8.00 p.m.—Address.

WEDNESDAY MORNING, JUNE 7TH

9.30 a.m.—Address by J. A. Banfield, President Dominion Board, subject, "The Work of the Dominion Board." Resolutions. Announcements.

WEDNESDAY AFTERNOON, JUNE 7TH

2.00 p.m.—Address by Prof. W. W. Swanson of the University of Saskatchewan. Resolutions. Announcements.

WEDNESDAY EVENING, JUNE 7TH

8.00 p.m.—Address by Dean Rutherford of the University of Saskatchewan, subject, "The Retail merchant's Place in Agricultural Development." Address by Howard Seabury of the Northwestern Mutual Fire Association, subject, "Co-operation — What it Means." Followed by a "Free For All"—Taking Stock of Ourselves. Question box. Announcements.

THURSDAY MORNING, JUNE 8TH

9.30 a.m.—Address by P. McAra, subject, "Income Tax Regulations.' Resolutions. Announcements.

THURSDAY AFTERNOON, JUNE 8TH

2.00 p.m.—Address by Hon. S. J. Latta, subject, "Good Roads." Resolutions. New business. Election of officers.

THURSDAY EVENING, JUNE 8TH

6.30 p.m.—Banquet, Songfest. Address, by Hon. C. A. Dunning, Premier of Saskatchewan. Entertainment. Address by J. A. Banfield, Dominion President, Retail Merchants' Association. Entertainment. Adjournment.

WESTERN NEWS

T. S. Coppinger has associated himself with Nicholson-Rankin, Limited, of Winnipeg and will confine his duties to the fruit section of that company.

C. K. Alexander, has joined the sales staff of Gibson, Paterson Ltd., and will be calling on the trade at Port Arthur and Fort William in the interests of his firm.

E. S. Regelous has associated himself with Nicholson-Rankin, Limited, wholesale grocery and fruit brokers, Winnipeg and will call on the wholesale grocery trade, especially in the city of Winnipeg.

R. R. Scott, president of the Scott Fruit Company, Winnipeg, attended the Canadian Horticultural Council which is being held at Ottawa. Mr. Scott, as president of the Western Canada Fruit Jobbers' Association will represent the wholesale fruit trade of the four Western provinces on the newly formed council of which he is a member.

CANADA TO SEND EXHIBITION TRAIN THROUGH FRANCE

Ottawa, May 22.—It is the intention of the goverenment to send a Canadian exhibition train through France this year. An item of $50,000 to cover the cost of the train appears in the estimates and has been passed by the House of Commons. Hon. J. A. Robb, Minister of Trade and Commerce, stated that both agricultural and industrial exhibits would be shown.

Where and When Stores are Closing

A List of Half Holiday Closing in Towns and Cities Throughout Canada Prepared From Information Supplied by Merchants—Demonstrating the Growing Popularity of the Weekly Half Holiday

THE setting aside of one half day in the week for a holiday has now become quite general across Canada. This weekly holiday, however, does not fall on the same day in every municipality and much confusion and time lost has often resulted with the travelling business man. With the object in view of assisting the travelling man, Canadian Grocer for several years past has published a list of the places enjoying a weekly half holiday. Every effort has been made to make the following list as accurate as possible. Merchants whose town is not listed are requested to send in their name and a further list of the places enjoying a weekly half holiday. Every effort has been made to make the following list as accurate as possible.

BRITISH COLUMBIA

CRANBROOK—Stores close Wednesdays at noon all the year round.

FERNIE—Stores close Wednesdays at noon all the year round.

KAMLOOPS—Stores close Wednesdays at 1 o'clock all the year round except in a week where another holiday occurs.

MERRITT—Stores close Wednesdays at noon all the year round.

NELSON—Stores close Wednesday at noon throughout the year.

NEW WESTMINSTER—Stores close Wednesdays at 1 o'clock throughout the year.

REVELSTOKE—Stores close Wednesdays at 1 o'clock throughout the year.

VANCOUVER—Stores close Wednesdays at 1 o'clock throughout the year.

VERNON—Stores close Thursdays at 12.30 o'clock throughout the year except the week wherein another holiday occurs.

MISSION CITY—Stores close Thursday the year round.

ALBERTA

MEDICINE HAT—Stores close Wednesday afternoon the year round.

CALGARY—Stores close Wednesdays at 1 o'clock throughout the year.

EDMONTON—Stores close Wednesdays at noon throughout the year.

EMPRESS—Stores close Wednesday afternoons during the months of June and July.

FORESTBURG—Stores close Thursday afternoons, commencing May 15, and ending August 15.

PINCHER CREEK—Stores close on Wednesday afternoons from May 4th until October 26th.

WAINWRIGHT—Stores close on Wednesday afternoon during June, July and August.

SASKATCHEWAN

KERROBERT—Stores close Wednesdays at noon during June, July and August.

MOOSE JAW—Stores close Wednesdays at noon the year round.

MAPLE CREEK—Stores close Wednesdays at 1 o'clock during June, July and August.

NORTH BATTLEFORD—Stores close Wednesdays at noon from May to August inclusive.

PRINCE ALBERT—Stores close Wednesdays at 1 o'clock from June 15 to September 15.

UNITY—Stores close Wednesdays at noon from May 15 to August 15.

WEYBURN—Stores close Thursdays at 12.30 o'clock from May to August inclusive.

MELFORT—Stores close on Wednesday afternoons during the summer months.

QU'APPELLE— Stores close Thursday afternoons during May to August inclusive.

MANITOBA

BRANDON—Stores close Thursdays at 12.30 o'clock from May to September inclusive.

HAMIOTA—Stores close Thursday afternoon from April 28 to August 31.

FRANKLIN—Stores close Wednesdays at 1 o'clock from May to August inclusive.

PORTAGE LA PRAIRIE—Stores close Wednesdays at 12 o'clock from May 15 to August 15.

SOURIS—Stores close Thursdays at noon during June, July and August.

ONTARIO

AUBURN—Closes Wednesday afternoon at noon during June to September inclusive, also Wednesday and Friday evenings at 6.30 p.m.

BARRIE—Closes Wednesday afternoon at 12 o'clock during June to September inclusive.

BELLEVILLE—Stores close Wednesday at noon during May, June, July and August.

BOBCAYGEON—The stores close on Wednesday afternoons during June, July and August.

BOWMANVILLE—Stores close Wednesdays at noon every month with the exception of December.

BRACEBRIDGE—Stores close Thursday at noon during June, July and August.

BROCKVILLE—Closes Wednesdays at 12.30 during June to August inclusive.

BURLINGTON—Stores close Wednesdays at 12 o'clock during June, July and August.

CALEDONIA—Stores close Thursdays at noon during June, July, August and September.

CHATHAM—Stores close Thursdays at noon during May to September inclusive.

COBALT—Stores close Wednesdays at 12 o'clock from May to August inclusive.

COBOURG—Closes Wednesday afternoons at 1 p.m. from May to November inclusive.

COLBORNE—Stores close Wednesdays at noon during May to September inclusive.

COLLINGWOOD—Stores close Wednesdays at noon during June, July and August.

DRESDEN—Stores close Wednesdays at noon during June, July and August.

DUNDAS—Closes Wednesdays at 12.30 every month except December.

DUNNVILLE—Closes Wednesdays at 12.30 from April 1 to end of September.

ELMIRA—Closes every Wednesday at 12.30 from May 1 to September 30.

ELORA—Closes Wednesdays at 12 o'clock from May 1 to October 1.

ERIN—Closes Wednesday at noon from June to August inclusive.

EXETER—Closes Wednesdays at 12.30 from June to August inclusive.

FERGUS—Closes Wednesdays at 12 o'clock from May 1 to October 1.

FOREST—Closes Wednesdays at 12 o'clock from May to September inclusive.

FORT FRANCES—The stores close Wednesdays at noon during June, July and August.

FORT WILLIAM—The stores close Wednesday afternoons.

GALT—Stores close Wednesdays at 12.30, all the year round except December.

GANANOQUE—Stores close Wednesdays at 12 o'clock from June 16 to September 3.

GUELPH—Stores close every Wednesday at 12.30 all the year except December.

GODERICH—Stores close Wednesdays at 12.30 o'clock from May to September inclusive.

GLENCOE—Stores close Wednesdays at 12 o'clock from May to August inclusive.

HAMILTON—Stores close Wednesdays at 1 o'clock from May to August inclusive.

HAVELOCK—Closes Wednesdays at 12 o'clock from June 1 to August inclusive.

JARVIS—Closes Thursdays at 12 o'clock from June to September inclusive.

KENORA—Stores close Wednesdays at 1 o'clock from May to September inclusive.

KEEWATIN—Stores close every Thursday at 1 o'clock the year round.

KINCARDINE—Closes Thursdays at 1 o'clock from May to September inclusive.

KINGSTON—Closes Wednesdays. Also every night at 5 o'clock.

KITCHENER—Closes Wednesdays at 1 o'clock from May to August inclusive.

LA SALETTE—Closes Thursdays at 1 o'clock but opens from 3.30 to 4.30 for distributing mail from June to September inclusive.

LEAMINGTON—Stores close Fridays at 12 o'clock from April to October inclusive.

LINDSAY—Stores close Wednesdays at 12.30 o'clock during July and August.

LISTOWEL—Stores close Wednesdays at 1 o'clock from May to September inclusive.

LONDON—Closes Wednesdays at 1 o'clock from May to September inclusive.

LUCKNOW—Closes Thursdays at 1 o'clock from June to August inclusive.

PORTLAND—Stores close on Wednesday afternoon from June 1st until September 30th.

GRAVENHURST—Stores close Thursday at noon from May first until August first.

ISLINGTON—Stores close on Wednesday afternoons from May 1st until October 1st.

LION'S HEAD—Stores close on Wednesday afternoons from June first until August 31.

LUCAN—Stores close Wednesday noon from May first until September first.

RAINY RIVER—Stores close on Thursday afternoon beginning June 2 until the last Thursday in August.

SUDBURY—Stores close Thursdays at 12.30 o'clock from May to August inclusive.

SUTTON—Closes Wednesdays at twelve o'clock from May to October inclusive.

ST. MARYS—Closes Wednesdays at 12.30 from June to September inclusive.

STIRLING—Stores close Wednesdays at 12.30 o'clock during June, July and August.

STREETSVILLE—Closes on Wednesday at 12.30 o'clock from May to October inclusive.

SARNIA— Stores close Wednesdays at one o'clock from May to September inclusive.

SHELBURNE—Closes on Thursdays at 12.30 o'clock from May to September inclusive.

TILLSONBURG—Stores close Wednesdays at 12 o'clock from May to September inclusive.

WYOMING—Stores close Wednesdays.

YARMOUTH—Stores close Fridays at 12.30 o'clock throughout the year except December.

HAGERSVILLE—Stores close Thursday afternoons from May to September inclusive.

SIMCOE—Stores close Wednesday afternoons during May to September inclusive.

AMHERSTBURG—Stores close Thursday afternoons during May to September inclusive.

COMBER—Stores close Thursday afternoons during May to September inclusive.

RIPLEY—Stores close Thursday afternoons during May to September inclusive.

DUTTON—Stores close Wednesday afternoons during May to September inclusive.

PALMERSTON—Stores close Wednesday afternoons during May to October inclusive.

ESSEX—Stores close Thursday afternoons during May to September inclusive.

BEAMSVILLE—Stores close Thursday afternoons during May to August inclusive.

POWASSAN—Stores close Wednesday afternoons during May to September.

LEFROY—Stores close Thursday afternoons during May to August inclusive.

OIL SPRINGS—Stores close Wednesday afternoons from May 17 until September 13.

NEW DUNDEE—Stores close Thursday afternoons from June 1 until October 1.

CREEMORE—Stores close Thursday afternoons during May to September inclusive.

OTTERVILLE—Stores close Wednesday afternoons during May to September inclusive.

ENGLEHART—Stores close Wednesday afternoons during May to August inclusive.

MASSEY—Stores close Wednesday afternoons during May to October inclusive.

OTTAWA—Stores close Wednesday afternoons during May, June, July and August.

NEW HAMBURG—Stores close Wednesday afternoons during May to September inclusive.

GRANTON—Stores close Wednesday afternoons from May 15 until September 15.

SMITHS FALLS—The stores close every Wednesday afternoon during June, July and August.

ST. CATHARINES—Closes Wednesdays at 12 o'clock all the year round.

NOVA SCOTIA

DARTMOUTH—Stores close Wednesdays at 1 o'clock the year round except December.

GLACE BAY—Stores close Wednesdays at 12 o'clock all the year round.

HALIFAX—Stores close Wednesdays at noon from May to September inclusive.

KENTVILLE—Stores close Wednesdays at 12.30 o'clock from May to August inclusive.

KENSINGTON—Stores close Wednesdays at 1 o'clock from June to September inclusive.

NEW GLASGOW—Stores close Wednesdays at noon from May to October inclusive.

NEW WATERFORD—Stores close Wednesdays at 1 o'clock from June to September inclusive.

NORTH SYDNEY—Stores close Wednesdays at 1 o'clock from May to September inclusive.

PRINCE EDWARD ISLAND

CHARLOTTETOWN—Stores close Wednesdays from June 15 to September 15.

SUMMERSIDE—Stores close Wednesdays at noon during July, August and September.

WINDSOR—Stores close Thursdays at 12.30 o'clock from June to September.

PICTOU— Stores close Wednesdays at 12 o'clock from May to September inclusive.

SYDNEY MINES—Stores close Wednesdays at 1 o'clock all the year round except from December 15 to January 1.

ST. STEPHEN—Stores close Thursdays at 12 o'clock from June to September inclusive.

SYDNEY—Stores close Wednesdays at 1 o'clock from May to October inclusive.

TRURO—Stores close Wednesdays at noon during June, July and August. At noon from May to September inclusive.

YARMOUTH—Stores close Friday afternoon the year round except the month of December.

NEW GLASGOW—Stores close Wednesday during May to October inclusive.

MABOU—Stores close Thursday afternoons during the months of May to October inclusive.

Harold V. Pratt, manufacturers agent, Vancouver, B. C., is in Eastern Canada at the present time on a business trip. He was in Toronto and Montreal last week and will visit New York before returning west. While in Toronto he met Sir Harold Mackintosh, head of the John Mackintosh and Sons, Ltd., Halifax, Eng'and, for whom he is agent, and discussed future plans. The Mackintosh company are selecting agents in other sections of Canada.

Piggly-Wiggly-Quebec Ltd., Will Open Its First Store in Montreal Soon

Fifty Stores, it is Stated, Will be Opened Throughout Montreal as Soon as Business Warrants it—Company is Incorporated for Ontario and Quebec

MONTREAL (Special).—A charter was granted recently for the Piggly-Wiggly-Quebec, Ltd. The company is incorporated for Ontario and Quebec with a paid up capital of $1,200,000, made up of 70,000 shares of common stock at $10 par and 50,000 preferred shares at par value $10, being 8% cumulative.

The first store will open at 710 Mount Royal Ave. east, Montreal. The Board of Directors of the company has not yet been informed but it is known that J. A. Nadeau will be general manager of the Quebec concern. According to present plans the first store is to be opened this month and it is stated that fifty stores will be opened throughout the city as soon as business warrants it.

J. A. Nadeau has for years been sales and buying manager of Hudon, Orsali Co., Ltd., wholesale grocers of Montreal, and for some time was sales manager of Watt and Scott, grocery brokers of this city. Mr.. Nadeau was a partner in the firm of W. E. Forbes and Nadeau until January 1, 1919, when he sold his interest.

Big Chain of Stores Proposed

The Piggly Wiggly stores are more or less familiar to the trade in the United States as there are over 600 branches. Last fall they were to have started in Toronto but plans did not materialize. They are the type of grocery store known as "groceterias" and have a staff of from two to three in each branch. Each store in the system is equipped through a standard set by the head office of the firm in Memphis, Tennessee, with the exterior decorated in yellow and blue colors. The interior finish of the stores in the U. S. are in golden oak with a cashier's desk at the front and two turnstiles through the railing leading to two long aisles which are walled in by shelving six feet high. Each package, bag, or bottle, bears its own price and the customer takes the basket which is handed her at the door and gathers her purchases which are wrapped as she leaves. Adding machines facilitate the work of the cashier who collects the money for the goods before the wrapping is done.

Montreal Like Memphis

In "Forbes" Magazine, Clarence Saunders, who originated this type of store, tells the story of its beginning, which reminds one very much of the conditions now existing in Montreal. He said in part:—"There was a wholesale house (Memphis, Tennessee), that was being boycotted by merchants because it sold to a chain of grocery stores. I was offered an opportunity to go with them and I immediately set out to break that boycott. That was not easy to do but I immediately began calling on all merchants that had been boycotting the house. I realized that it would probably be useless to try to argue with them but on my visit I would now and then drop some suggestion for improving the looks of the store, some method to keep the vegetables in the stem from becoming wilted, some method of displaying goods to better advantage or arranging things for greater convenience. I would usually say something incidentally about an attractive price that I could make to the grocer on some lines of merchandise. It was not long before I began to get small orders, at least, from these grocers."

The wholesale house then offered him a position to organize the merchants who did not belong to the chain store system into a little organization of their own, to be known as the United Stores, Inc. He goes on to say that he was to start a store which should be the model for the rest and he was to do the buying for all of them. Each store was able under these new arrangements to do a larger volume of business because he could sell at lower prices and yet each merchant would still be the manager of his own business. This idea led to the foundation of the Piggly Wiggly stores under Mr. Saunders' management.

The Quebec Company recently chartered is according to the promoters, backed by Canadian capital and for the most part Montreal business men.

Piggly-Wiggly Ltd. Claim Patents On Turnstile System

Montreal, (Special)— Since the Piggly-Wiggly, Limited of Canada has been incorporated and the first stores in Montreal have been procured this company state they have taken steps to make secure their rights in connection with patents they hold both in Canada and the United States on the self-serve grocery system. In the name of Clarence Saunders, these patents have been granted, specifying in particular the turnstile and the uniform lay-out of the store which necessitates the customer passing up and down each aisle in order to find his or her way out.

Before this company was formed in Canada they were lax in enforcing their rights and a number of stores in different cities in Canada have adopted the turnstile system and many forms of the self-serve system. Canadian Grocer representative was informed by one of the directors of the Canadian firm that since they have begun operations in Canada they intend to uphold the rights of their patent which will allow only the Piggly-Wiggly stores to adopt this particular form of self-serve system.

* * * *

Interviewing the general manager of a chain of groceterias in Toronto the system of which is similar to that of the above mentioned chain stores so far as the turnstile is concerned, Canadian Grocer was informed that they have not been notified of any action being taken to prevent them from operating the turnstile system. "If the Piggly-Wiggly people think we are infringing upon their rights, let them go to it. They can rest assured that the Canadian laws will protect them."

Suggests An Annual Grocery Exhibition In Large Centres

Montreal, (Special)—In the past, England has furnished Canada with a large number of grocery clerks and grocery proprietors. These Englishmen have brought with them many practical ideas and something of a grocery art that has developed in that country through a thorough system of apprenticeship which has made the business a study. Almost in every grocery store is to be found a clerk who got his early training in England. Many of the clerks of five or ten years back now own their own stores.

Want Grocery Exhibition

In the past month or so many grocery clerks and proprietors have approached Canadian Grocer with the suggestion that in the different large centres in Canada, an annual grocery exhibition or pure food show be held with several objectives. In the first place, it has been suggested, that such an exhibition would interest the public in new food products and renew interest in old lines. It would cultivate more interest in the grocery trade in general and lend an art to the business that is sadly lacking in this country.

Grocery men who have come from England tell of the annual contest that is held for the purpose of granting cups to the best tea and the best coffee blenders among the grocery clerks. The clerk who wins the cup three years in succession becomes the owner of it. They also tell of speed contests in packing and wrapping. These contests, they say, have made the grocery clerks more efficient in their work, since they have a study of it. There is no doubt that in the Old Country the grocery business is made a study of and it has shown good results.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

MARKETS AT A GLANCE

THE raw sugar market during the week held fairly steady on the basis of 2½c c. & f. New York. Sales were not large, the market being rather quiet.

Canadian refined sugar is unchanged but refiners' lists remain merely nominal as wholesalers continue to quote irregular prices, below refiners' list.

Announcement is made of the opening of the Japan and Formosa tea markets. New crop Japan opened at seven to nine cents per pound higher than last season, but there are indications that the higher prices will not hold. The Colombo market is firmer and the buying in England for consumption continues in greater volume since the reduction in the British tariff. For the period from January 1 to April 30, shipments of tea from Great Britain to Canada amounted to 1,750,000 lbs.

Primary coffee markets remain in a firm position but the spot situation is unchanged and no immediate change is looked for. Bulk cereals are generally steady but quiet: the interest in this market at present being centred upon prepared breakfast foods.

Canned vegetables and fruits are steady with prices generally maintained although there appears to be some price cutting in quarters where stocks are being reduced.

Prunes remain in a strong position, while raisins continue to indicate weakness, due to the quiet market and large stocks. Dates are indicating a firmness.

Vegetables and fruits are freely offered and prices tend easier.

MONTREAL, May 25.—There is an optimistic note about the sugar market. The trade seems to feel that sugar is in a strong position and buying is, by statistics, heavier than it has been in past months. Prices are unchanged. Molasses is steady at the present basis. Canned goods continue to be cut and there is anxiety in the wholesale trade to unload canned fruits. Spices and rice are quiet without any change in either direction although Texas and California rices are strong. Walnuts are strong and shelled almonds have advanced. Currants are strengthening up. Sultana raisins are scarce with a higher price. The feature is dates. New York is now trying to buy Hallowee dates in Montreal and the market is advancing. Teas are uncertain until the budget proposal is known. The coffee market is firm but without any change. Cereals are steady but limited in demand. There is no change in package goods. Package prepared cereals are moving more freely.

QUEBEC MARKETS

CEREALS QUIET

Montreal.

CEREALS.—There is no change in the cereal market. There is only a limited demand to meet immediate requirements during the warm weather.

CEREALS—		
Rolled oats, bag	3 35	3 50
Oatmeal		3 75
Pearl Hominy		1 40
Corn meal	2 50	2 80
Graham Flour, 98 lbs.		7 65
Buckwheat Flour		4 25
Pot Barley		3 25
Pearl Barley		3 85
Beans, Ont.		3 30
Do., Can.		3 30
Lima Beans		0 06
White beans		0 07½
Green peas, dried	0 03	0 05¾
Split Peas		0 07¼

CANNED GOODS UNSETTLED

Montreal.

CANNED GOODS.—The canned goods market is still unsettled with a wide range in quotations. Canned fruits in particular are cut, since all holders are anxious to unload. Canned tomatoes show a little firmer tone but cuts are still noticed. The new season's prices on jams may be expected about the middle of next month.

CANNED VEGETABLES		
Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Cabbage, Simcoe, 2½s	180	
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob,) gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)		1 45
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 30	1 40
Do., 2s	1 40	1 50
Do., 2½s	1 60	1 65
Do., gallons		6 25
Parsnips, Simcoe, 2's	1 80	
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		4 50
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s		3 25
Do., Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80

CANNED FRUITS		
Apricots, 2½-lb. tins		4 25
Apples, 2½s, doz.	1 70	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.		18 50
Cherries, red, pitted, heavy syrup, doz. 1		3 20
Do., 2½		3 50
Do., 2	3 20	3 30
Gooseberries, 2s, heavy syrup, doz.		2 75
Raspberries 2's		3 75
California Peaches—		
1s		2 90
2s		3 25
2½s		4 40
Strawberries, 2's		3 30
Peaches, heavy syrup—		
2's	2 60	2 75
2½s		4 20
Pears, 1s, Keiffer		4 30
Do., 2-lb.	2 45	3 10
Yellow cling, halves		2 60
Yellow cling, sliced		2 60
2's		2 80
2½s		4 20
Bartlet Pears		3 40
Greengage Plums, heavy syrup.	2 20	2 00
Lombard plums, heavy syrup, 2-lb.		2 40

COFFEE PRICES FIRM

Montreal

COFFEE.—There is no change in the coffee market. Prices are firm with strong influences bearing from primary markets. Local dealers do not favor an advance in the near future but are emphatic in the statement that the market is firm.

COFFEE—	
Mocha	0 50
Java	0 45
Maracaibo	0 40
No. 1 Blind compound	0 35

PACKAGE GOODS STEADY

Montreal.

PACKAGE GOODS.—The warm weather has brought an increased demand for prepared cereals but no change in price is noted. Package

goods in general are steady with a fair movement all around.

PACKAGE GOODS—

Breakfast, food, case 18		3 50
Cocoanut, pound packages, per lb.		0 34
Do., ¼ lb. packages		0 37
Corn Flakes, 3 doz. case	3 40	2 40
Cornmeal, yellow, 24s		2 85
Rolled oats, 18's		2 00
Rolled oats, 20's		5 00
Aluminum package, 20s		6 25
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		2 55
Hominy, pearl or gran., 2 doz.		3 00
Scotch Health Bran (20 pkgs.)	case	3 50
Pancake Flour, case		7 1[illegible]
Pancake flour, self-raising, do.		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat, 36s, case		6 40
Do., 20s case		3 50
Self-raising flour (3-lb. [illegible] doz.		2[illegible]
Do., (6-lb. pkg.) doz.		4 40
Do., buckwheat flour, per doz.		1 50
Corn starch (prepared)		0 09
Corn starch, 1 lb. pkgs.		0 07½
Potato flour		0 14½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 35
Shredded wheat		4 45
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		0 09¼
Celluloid starch, 45 pkgs., case		3 30
Malt Breakfast Food, (36 pkgs.)		9 60
Macaroni		3 15
Spaghetti		3 15
Egg noodles, Quaker		2 25
Canadian cheese loaf, lb.		0 30
Swiss cheese loaf		0 42

DATE SUPPLIES LOW

Montreal.

DRIED FRUIT.—Dates feature the dried fruit market. The London market is cleaned up and New York, during the past week has repeatedly endeavored to buy Hallowee dates in Montreal at an advance of one cent above local prices. This indicates a strong future for dates. Import prices have already advanced. Currants have advanced two shillings in Greece and New York quotes an advance of from 25 to 50c. Turkish sultana raisins are short and strong in price. Spot stocks are pretty well cleaned up. Evaporated apples are held in few hands and another advance would not be surprising. The prune market shows more strength with the New York market advancing after holding below quotations at the coast.

DRIED FRUITS—

Apricots, fancy		0 35
Do., choice		0 31
Do., slabs		0 29
Apples (evaporated) 25 lbs.	0 23½	0 24½
Do., 50 lbs.,	0 23	0 24
Peaches (fancy)		0 28
Do., (choice)		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Cut mixed		0 31
Lemon		0 25
Orange		0 25
Citron		0 40
Raisins		
Valencias		0 19
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown	0 25	0 27
Fancy seeded (Bulk)	0 18	0 19
Do., 16-oz.	0 20	0 21
Cal. Seedless, cartons 12 doz.		0 21
Do., 16 oz.		0 24½
California Seedless, in bulk	0 19	0 20
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, excelsior, (36 10s), pkg.		4 50
Dromedary, (36-10 oz.)		7 20
Loose	0 10	0 12
Figs, 4 crown		0 21
5 crown		0 22
6 crown		0 23
7 crown		0 25
Mats, Portuguese		0 08
Smyrna cooking, bags		0 13
Prunes (25-lb. boxes)—20-30s		0 32
40-50s		0 10½
50-60s		0 15
60-70s		0 14½
70-80s		0 14
80-90s		0 12½
90-100s		0 12

SHELLED ALMONDS ADVANCE

Montreal

NUTS.—The nut market is unusually active for this time of the year. In view of the rising market abroad, there is fairly heavy buying for delivery in September. Shelled almonds have advanced one cent in New York but the local market is yet unchanged. Locally walnuts are steady but in France the price has again advanced. The rest of the market is quiet but promises a good future since stocks here are well cleaned up.

NUTS—

Almonds, Tarragona, per lb.		0 19
Valencia shelled almonds 3 crown		0 44
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily,) per lb.		0 16
Brazils, shelled		0 50
Peanuts, Jumbo		0 15½
Do. shelled No. 1 Spanish		0 10½
Do., salted red		0 17
Do., shelled, No. 1 Virginia		0 12½
Peanuts (salted)—		
Fancy wholes, per lb.		0 34
Fancy splits, per lb.		0 29
Pecans, shelled	0 90	1 00
Walnuts, Grenoble in shell		0 30
Walnuts, Marbot	0 26	0 28
Do., new Naples		0 28
Do., Bordeaux, shelled	0 65	0 67

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

SUGAR MARKET FIRM

Montreal

SUGAR.—The sugar market stands about the same. There is a feeling in the trade, however that prices are due to advance in the near future. Buying shows some improvement.

SUGAR—

Granulated sugar, per cwt.	5 90
Do., barrels	5 95
Granulated, gunnies, 5-20	6 10
Do., cases, 20 5-lb. cartons	6 30
Do., gunnies, 10-10	6 20
Do., cases, 50 2-lb. cartons	6 40

MOLASSES STEADY

Montreal.

MOLASSES.—There is no change in the molasses market. The situation is firm since prices have been reduced in recent weeks and most orders have been placed on contract at the present basis. Corn syrups are steady in price with a fair movement.

MOLASSES—

Puncheons, Island of Montreal	0 59	0 60
Barrels		0 63
Half barrels		0 64
Puncheons, outside of Montreal		0 58
Fancy molasses in tins (ginger bread)		
No. 2, 2-doz. per case		4 20
No. 3, 2-doz. per case		4 60
5-lb. tins		3 95
10-lb. tins, per case		3 60

These prices are temporarily nominal.

CORN SYRUPS—

Barrels, about 700 lbs.	0 05½
Half barrels, about 350 lbs.	0 05¾
Quarter barrels, about 175 lbs.	0 06¼
2 gals., 25-lb. pails, each	2 00
3 gals., 38½-lb. pails, each	2 35
5-lb. tins, per case	4 20
10-lb. tins, per case	4 00
24 2-lb. tins	3 75

WHITE CORN SYRUP—

24 2-lb. tins	4 25
12 5-lb. tins	4 70
6 10-lb. tins	4 50

SPICES UNCHANGED

Montreal

SPICES.—The spice market is quiet but has a firm tone. There are no indications of any change in price at this season.

SPICES—

Allspice	0 18	020
Cassia, pure	0 25	0 26
Cassia compound		0 18
Cocoanut, 20 lb. pails, per lb.		0 22½
Do., sweetened. lb., packages		0 34
Chicory, (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 32
Pure, ground		0 35
Cream of Tartar, French pure	0 44	0 60
Do., American high test	0 65	0 80
Whole Cloves		0 55
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs, whole—		
Do., 64, lb.		0 30
Do., 80 lb.		0 28
Do., 100 lb.		0 25
Do., ground, 1 lb. tins		0 30
Pepper, black		0 24
Do., white		0 32
Do., white, compound		0 18
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Do., black, compound		0 15
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Turmeric	0 25	0 30
Pickling spice	0 25	0 28

TEA SITUATION UNCERTAIN

Montreal

TEAS.—There is an uncertain tone to the teas at the present time. Primary markets are strong and all influences bearing on this market tend toward an advance in price. The uncertainty comes in the expectations of some clause in the government's new budget which may affect teas. There is nothing certain in this point, however, but local wholesalers and tea men state that if the government do not make any reductions in the taxation on teas that tea prices may be expected to advance immediately.

TEAS—

Pekoes	0 38	0 45
Broken Pekoes	0 45	0 60
Orange Pekoes	0 50	0 70
Broken orange Pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
Above retail prices range of quotations to the		
Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

RICE MARKET QUIET

Montreal.

RICE.—The rice market is quiet with only a limited demand. There has been a weakening in Rangoon and Chinese rice but California and Texas rices stand firm. Available stocks are limited and only the quiet state of the local market is preventing an advance in wholesale quotations.

RICE—

Carolina, extra fancy	0 07½	0 08
Do., fancy		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Rangoon, B, per cwt.		5 75
Texas rice		0 05½
Tapioca, per lb. (seed)	0 07½	0 08½
Do., (pearl)	0 07½	0 08½
Do., (flake)	0 07½	0 08½
Honduras		0 07
Siam		0 14½

PINEAPPLES AT BEST

Montreal.

FRUIT.—Pinapples are about ready for preserving. There is little hope that they will go below the present price. They are hard to get and are being brought by rail from Key West. Strawberries are coming in good supply with an eager market. Prices are unchanged. Everything now depends upon the railway service. Importers state that the service so far is good and that the quality is keeping up with comparatively small loss by freight. If this can keep up the prices will not advance. Some shipments come from Kentucky and Maryland by express. This makes the price a little higher. Oranges are small in shipment and poor in quality. California cherries are on the market but the price is high. Six and seven dollars a crate is asked.

FRUIT—		
Apples, Greenings	10 00	10 50
Spys	12 00	14 00
Baldwins	9 50	10 00
Boxes, 175s, 210s,	3 75	4 50
Bananas (as to grade) bunch	6 00	7 00
Lemons, California	5 50	6 00
Lemons, 300s-360s, Mesina	4 00	....
Florida, grape fruit	7 50	8 00
Spys	10 00	12 00
Domestic	....	6 00
Russets	8 00	9 00
California navels	8 00	9 00
Oranges, late Valencias,	6 50	7 00
Porto Rico Oranges	....	5 00
Seville bitter oranges, 200s	....	4 50
Do., Blood Oranges, half boxes	....	3 75
Malaga grapes, kegs	13 00	15 00
Tokay grapes, per crate	....	4 50
Blue and green grapes, per bas.	0 40	0 50
California Pears, per case	....	7 00
Strawberries, per box, Louisiana	0 22	0 25
Strwberries, per box, Louisiana	0 22	0 25
Pineapples, per crate, 24s	6 00	6 50
Do., 36s,	5 25	5 50
California Cherries, crate	6 00	7 00

VEGETABLES LOWER

Montreal

FRESH VEGETABLES.—Some easier prices are noted in fresh vegetables with a better supply in all lines. Cucumbers are lower and tomatoes are lower with better supplies but also a bigger demand. New potatoes are a little easier in price but the damp weather has caused an advance in Canadian asparagus. Green and wax beans are lower in price. Spinach is lower in price. New cabbage is offered in bigger supply with easier prices.

VEGETABLES—		
Asparagus, Canadian 11 qt. basket	3 00	4 00
Beets, new doz. doz.	1 50	1 75
Green beans	3 00	3 50
Wax beans	3 00	4 00
Cauliflower, doz.	8 00	9 00
Cabbage, new crate	3 50	4 00
Carrots, new, per doz.	1 25	1 50
Celery, imported, crate	9 00	9 50
Muskrooms, 3 lb. basket	....	3 25
Florida, lettuce, hamper baskets	4 50	5 00
Parsnips, bag	2 00	2 50
Peppers, green, per crate	5 50	6 00
Montreal Potatoes	1 15	1 25
New Potatoes (Bermudas) per barrel	7 50	9 00
Do., per lb.	....	0 15
Texas, crates	3 50	4 00
Tomatoes, fancy	....	6 50
Do., choice	5 50	6 00
Spinach, barrel	5 00	5 50
Cucumbers, basket	3 50	4 00
Green Peas, per hamper	5 00	6 00
New turnips, per doz.	....	1 50
Parsley, per doz.	....	2 00
Radishes, per doz.	0 50	0 60

ONTARIO MARKETS

TORONTO, May 23.—There are few changes in market conditions but there appears to be a slightly improved tone in business. Wholesalers report that country merchants are buying in heavier quantities and that many orders for drop shipments are booked. Cereals, both bulk and package, are steady with the firmness on rolled oats continuing. Lobster packers have withdrawn from the market. Nuts show little change other than an improvement in buying for future. New crop Japan teas, opened higher than last year while a firmer tone has developed in the Colombo market. Sugar prices continue irregular but there are no changes in refiners' lists. Spices hold steady to firm. Vegetables are lower under heavy shipments while oranges and pineapples are firm and slightly higher.

CEREALS STEADY

Toronto

CEREALS.—The market is fairly steady under the recent advances on rolled oats. The demand is rather quiet at this season and is mostly confined to actual needs.

CEREALS—	
Barley, pearl, 98s	5 00
Barley, pot, 98s	3 75
Cornmeal, golden, 98s	2 80
Oatmeal, 98s	3 85
Corn flour, 98s	2 86
Rye flour	4 40
Rolled oats, 90s	3 15 3 25
Rolled wheat, barrel	6 25
Cracked wheat, bag	5 00
Breakfast food, 98s	4 75
Rice flour, 100 lbs.	10 00
Flaxseed, 98s	7 00
Peas, split, per bag	7 50
Marrowfat Green peas, Ont.	7 75 8 50
Graham flour, 98s	3 75
Whole Wheat Flour	4 10
Wheat Kernels	5 25

NO CHANGE IN BEANS

Toronto

BEANS.—The market shows no change as compared with a week ago. Quotations are steady and unchanged.

BEANS—		
Ontario hand picked, per bu.	4 40	
Do., No. 1 lb. pickers, per bu.	3 90	4 00
Cal. Limas, per lb.	0 11	0 11½

ACTIVITY IN LOBSTERS

Toronto

CANNED GOODS.—There has been such a heavy demand for new pack lobsters for export, principally to France and England, that packers have withdrawn from the market. Although none of the new pack has yet reached this market the price is comparatively high; halves will run around $4.90 and quarters around $2.80 per doz. Solid pack apples are now practically cleaned up from first hands. Crushed pineapple in No. 10 tins is offered at $9.75 per doz. Jutland sardines are quoted at a lower price of $6.50 per case. Gold Bar yellow cling peaches, 2½s, are quoted at $4.25 per doz. Tiger catsup, No. 15 bottles, is offered at $1.45 per doz.

CANNED GOODS—		
Shrimps	2 40	2 90
Salmon—		
Sockeye 1s, doz.		5 60
Do., ½s, doz.		3 25
Alaska red, 1s.		4 25
Cohoe 1s, doz.		2 90
Do., ½s, doz.		1 45
Pinks, 1s, doz.		1 50
Lobster ½-lb., doz.	4 15	4 25
D., ¼-lb. tins	2 75	3 00
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	1 80
Herrings in Tomato Sauce—		
Ovals 1s per doz.	1 75	2 15
Ovals ½s, per doz.		1 30
Kippered Herrings—		
Ovals 1s, per doz.	1 75	2 00
Ovals, ½s, per doz.		1 30
Canned Vegetables		
Peas, standard, doz.	1 80	1 85
Do., Early June	2 15	2 25
Do., Sweet Wrinkle		2 40
Do., Extra Sifted		3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 15
Do., Golden Wax, fancy, doz.		2 35
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.		6 60
Canadian corn	1 20	1 50
Tomatoes, 2½s doz.	1 70	1 80
Do., Gal. No. 10 tins, doz.	5 95	6 25
Pumpkins, 2½s		1 80
Do., gal., No. 10 tins, doz.	1 50	1 60
Spinach, 2½s doz.		2 95
Pineapples, sliced, 2½s doz.		3 75
Do., sliced, 2½s, doz.		4 25
Apples, gal. water pack, doz.		5 60
Do., gal. steam pack. doz.		6 80
Do., 2½s, doz.		1 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.		3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Blueberies, 2s	2 35	2 45
Strawberries, 2s, H. S.	4 50	5 00
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	3 00	3 25
Do., 16 oz. doz.	3 50	3 90
Do., 4s, each	0 95	1 07
Strawberry, 12 oz. doz.		3 05
Do., 16 oz. doz.	3 25	3 60
Do., 4s, tins	0 92	0 98
Raspberry, 12 oz., doz.	2 40	3 05
Do., 16 oz., doz.	3 25	3 60
Do., 4s tins	0 35	0 90
Marmalade—		
12 oz., glass, doz.	2 25	2 45
16 oz., glass, doz.	2 75	2 90
No. 4 tins, each	0 58	0 65

COFFEE UNCHANGED

Toronto.

COFFEE.—The local situation is unchanged and although primary conditions are strong under higher prices the opinion is expressed that no immediate change is likely.

COFFEE—		
Java, Private Estate	0 51	0 53
Begotas, lb.		0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.		0 35
Rio, lb.	0 23	0 25
Santos		0 35
Mocha, lb.	0 52	0 55

PREPARED FOODS ACTIVE

Toronto.

PACKAGE GOODS.—No changes are noted in quotations on package cereals. Interest in this line is mostly centred upon prepared breakfast foods.

PACKAGE GOODS—		
Rolled Oats, 20s, round case		5 00
Do., 18s, case		2 00
Do., 20s. square case		5 00
Do., Aluminum Prem., 20s		6 15
Corn Flakes 36s, case	2 70	3 50
Porridge Wheat, 36s, reg., case		6 00
Do., 20s, family, case		6 80

Package Peas, per doz.		0 90
Cornstarch, No. 1, lb. carton		0 09
Do., No. 2, lb. cartons		0 07½
Laundry Starch		0 07
Do., in 1-lb. cartons		0 07¾
Do., in 6-lb. wood boxes		0 11¼
Do., in 6-lb. tin cannisters		0 14½
Celluloid starch, case		4 00
Potato flour, 1-lb.		0 14½
Fine Oatmeal, 20s		5 75
Cornmeal, 24s		2 30
Farina, 24s		3 25
Barley, 24s		2 75
Self-rising Pancake Flour, 24s	2 70	4 75
Buckwheat Flour, 24s		2 70
Self-rising Pancake Flour, 18s		3 85
F. S. Hominy, gran. case		3 00
Do., pearl, case		3 00
Scotch pearl barley case		2 70
Puffed rice pancake flour, 24s		2 90
Macaroni 30-16 oz. per case	3 15	3 40
Do., 30-8 oz. per case	2 00	2 20

PRUNE PRICES STEADY

Toronto

DRIED FRUITS.—The local market shows practically no change. The movement in prunes is fairly active, with prices steady. Raisins are almost at a standstill. The announcement of opening prices on prunes by an independent California packer has caused little interest in primary markets, as many believe that prices will ultimately be lower.

DRIED FRUITS—		
Citron caps, 12-lb. boxes, lb.		0 46
Lemon caps, 12-lb. boxes, lb.		31
Orange caps, 12-lb. boxes, lb.		0 32
Mixed containing 4½ lb. lemon per lb.		0 35½
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½ lb. orange 3 lb. citron caps, 3 dozen per case, per doz.		4 35
Currants—		
Greek Filliatras, cases	0 14½	0 15
Do., Patras	0 15	3 15½
Dates—		
Excelsior, pkgs., 3 doz., in case		2 85
Dromedary, 3 doz. to case		7 50
Do., 4 doz. to case		3 90
Fard, per lb.		0 26
Hallowee dates, per lb.		0 12½
Do., Sair		0 06¾
Prunes—		
30-40s, 25s		0 22
40-50s, 25s		0 18
50-60s, 25s		0 17
60-70s, 25s		0 16
70-80s, 25s		0 14
80-90s		0 12½
100-120s, 50s, per lb.		0 09¾
Raisins—		
California, Sultanas, lb.		0 22
Do., 11-oz. pkts.		0 19½
Seeded, 15-oz. pkts	0 18	0 19
Do., 11-oz. pkts.	0 17½	0 19½
Seedless, 15-oz. pkts.		0 25
Thompsons, seedless, bulk		0 19½
Valencia, Spanish	0 19½	0 20½
Clusters, boxes, 20 1-lb. pkg.		6 65
Smyrna Sultanas		0 23½
Muscat, 25 lb. box		0 19
Evaporated apples	0 19	0 19½
Figs—		
Natural bags, 30 lb.		0 10½
Layer, 4 Crown		0 30
Layer, 7 Crown	0 28	0 35
Pulled, 10-lb. box, per lb.		0 34
Pulled, 1-lb. box, each		0 20
Do., 2-lb. box, each		0 36
Mats	0 09	0 09½
Peaches—		
Choice		0 20
Choice, extra		0 22½
Standard		0 18½
Apricots—		
Choice		0 32
Standard		0 28

QUIETNESS IN HONEY

Toronto

HONEY.—Little interest is noted in honey. The demand has fallen off since fresh fruits have comemnced to arrive freely. Stocks are pretty well cleaned up, however, and the new crop will come in practically a bare market.

HONEY—		
5-pound tins, per lb.		0 17½
10-pound tins, per lb.		0 15½
60-pound tins, per lb.		0 15
Comb., per doz.	8 75	4 50

ACTIVITY IN NUTS

Toronto.

NUTS.—Business in shelled nuts appears to have a better tone with more activity in future buying. Although the market in France is still low it is the opinion that prices on shelled Bordeaux walnuts will advance when the fall demand commences, principally because stocks held abroad are considerably reduced.

NUTS—		
Almonds, Taragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian		0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, strip, lb.		0 22
Do., sweetened, lb.		0 22
Do., shred		20
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 18	0 20
Do., medium		0 12½
Mixed nuts, bags 50 lbs	0 20	0 25
Pecans		0 27
Shelled —		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 2[illegible]	0 37
Walnuts, Bordeaux, lb.	070	0 75
Do., Manchurian, lb.	0 45	0 50
Do., broken		0 41
Jordan Almonds	0 70	0 75
Peanuts, Spanish, lb.	0 10½	0 11
Pecans, lb.	0 78	0 80
Brazils, lb.		0 55

JAPAN TEAS HIGH

Toronto

TEAS.—Information is to hand on the opening of the markets in Japan and Formosa. Prices on Japan teas are 7c to 9c per lb. higher than last season, and better grades will probably be scarce. The opinion among local tea importers is, however, that these prices are too high and that they will likely recede by the time shipments are due. The Colombo market is firmer and the stimulated buying in England created by the reduction in duty continues to such an extent that there have been large withdrawals of tea. The quantity of tea shipped to Canada from Great Britain from January 1 to April 30 amounted to 1,750,000 lbs.

TEAS—		
Pekoe Souchongs	0 38	0 45
Pekoes	0 40	0 58
Broken Pekoes	0 45	0 68
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans		0 67
Do., seconds	0 50	0 55
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

Above prices give range of quotations to the retail trade.

CUTTING CONTINUES IN SUGAR

Toronto.

SUGAR.—Refiners' list prices are unchanged but the price cutting among the wholesale trade continues.

SUGAR—	
St. Lawrence, extra gran., cwt.	6 24
Atlantic, extra gran.,	6 24
Acadia Sugar Refinery, ex. gran.	6 24
Dom. Sugar Refinery, ex. gran.	6 24
Canada Refinery, gran.	6 24

Differentials: Granulated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.

NO CHANGE IN SYRUPS

Toronto

SYRUPS.—Molasses, corn and cane syrups show no change. The demand is seasonable.

SYRUPS—	
Corn Syrup—	
Barrels, about 700 lbs., yellow	0 05½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 50
Cases, 2-lb. tins, yellow 2 doz. in case	3 75
Cases, 5-lb. tins, yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz.	4 00
Sugar Syrup—	
Cases, No. 2 tins 24 to case	4 50
Maple Syrup—	
8 lb. tins, 10 to case, per case	14 50
2½ lb. tins 24 to case, per case	13 25
10 lb. tins, 6 to case, per case	11 50
5 gal. cans	11 00
1½ lb. tins, 24 to case, per case	7 50
5 lb. tins, 12 to case, per case	12 25
1 gal. tins, 6 to case, per case	13 20
Maple sugar, 1 lb. blocks, per lb.	0 18
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 00
No. 3 tins, 2-doz. case	5 20
No. 5 tins, 1-doz. case	4 40
No. 10 tins, ½-doz. case	4 05
Pails—No. 1	1 15
Pails, No. 2	1 70
West India, gal.	0 80
Molasses, table grade—	
No. 2 tins, 2-doz. case	6 25
No. 3 tins, 2 doz. to case	8 70
No. 5 tins, 1-doz. case	7 20
No. 10 tins, 1-doz. case	6 85
Pails—No. 1	1 60
Pails—No. 2	2 65
Pails—No. 5	6 70
Pails No. 5	3 35

SPICES HOLD STEADY

Toronto

SPICES.—There is a good movement in spices for immediate needs. The market is steady with no changes in quotations to record.

SPICES—		
Cassia	0 22	0 24
Cinnamon	0 35	0 40
Cloves	0 60	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 55
Mustard, pure		0 45
Pastry		0 25
Pickling spices		0 20
Mace		0 55
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.		0 45
Chillies, lb.		0 50
Nutmegs, selects, whole	0 30	0 40
Do., ground		0 35
Mustard seed, whole		0 25
Celery seed, whole		0 40
Coriander seed		0 18
Caraway seed, whole		0 20
Curry Powder		0 35
Cream of Tartar—		
French, pure	0 35	0 40
4-oz. packages, doz.		1 75
2-oz. pkgs., doz.		0 90

VEGETABLES LOWER

Toronto.

VEGETABLES.—Fresh vegetables are arriving freely and prices are tending lower. Carrots are down to $1.85 per hamper; beets, $2 per hamper and cucumbers, $3.75 per hamper. Other lines are quoted as follows:

VEGETABLES—		
Potatoes, Ontario	1 15	1 30
Do., Cobblers, seed	1 75	2 00
Do., New Florida, No. 1 bbls.		7 25
Do., No. 2 bbls.		5 00
Onions Texas case		3 25
Do., sack, 100 lbs.		9 00
Celery, Florida	4 50	6 50
Head Lettuce, iceberg case		4 00
Leaf Lettuce, doz.		0 30
Green Onions, local, doz.		0 30
New Carrots, bushel bk.		1 85
New Beets, bushel bkt.		2 00
New Cabbage, large crate		4 50
Radish, per doz.		0 40
Green peppers, per doz.		1 00
Tomatoes, Florida, 6 bkt. crates	5 50	6 50
Egg Plant, case		5 00
Green Beans, hamper		3 50

Wax Beans, hamper		3 50
Asparagus, 11 qt. blk.		2 75
Parsley Curley, doz. bunches		1 00
Cucumber, per hamper		3 75
Do., Hot House, 11 qt. bkt.		3 00

FIRM ORANGE MARKET

Toronto.

FRUITS.—Oranges are in a firm position with quotations advanced 25c to 75c per case. Pineapples are moving freely at slightly higher prices. The first car of Missouri strawberries are on the market, the price is a little higher at 26c per qt. box.

FRUITS—		
Oranges, Cal. Val.	6 50	8 75
Do., Spanish Val.		7 00
Do., Messina, ½ box		4 00
Do., Blood, ½ box		4 00
Lemons, Messina		4 50
Bananas, per lb.		0 07½
Apples, B. C. boxed	3 50	4 25
		Per case.
Grape Fruit, Floridas 54s		6 50
Do., 64s, 70s.	6 50	7 00
Do., 80s, 96s, 126s	7 00	7 50
Strawberries, per box, qts.		0 26
Pineapple, Cuban, 18s		6 00
Do., 24s, 30s		6 00
Do., 36s		4 75
Watermelons, ea		1 50

HOG MARKET STEADY

Toronto

FRESH MEATS—The live hog market during the week held fairly steady on the basis of $13.50 fed and watered. Packers were endeavoring to put a cut of 50c into effect all week but owing to the small number of hogs offered, they were unable to do so and the majority of sales were made to ouside sources. Heavier shipments of cattle resulted in an easier market. The quality of veal is noticeably improved but there is little change in prices other than a closing up of the spread between the medium and better grades.

FRESH MEAT—		
Hogs—		
Live, f.o.b.		12 75
Live, off cars		13 75
Live, fed and watered, cwt.		13 50
Dressed, light, per cwt.	17 00	18 00
Do., heavy, per cwt.	12 00	14 00
Fresh Pork—		
Legs of pork, up to 15 lbs.		0 30
Loins		0 30
Fresh hams, lb.		0 31
Tenderloins, lb.		0 50
Picnics, lb.		0 17
Montreal shoulders		0 20
Boston butts, lb.		0 26
New York shoulders		0 20
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 18	0 22
Ribs, lb.	0 16	0 20
Chucks, lb.	0 07	0 09
Loins, whole, lb.	0 26	0 32
Hips, lb.	0 14	0 16
Cow beef quotations about 2 cents per lb. below above quotations.		
Calves, lb., top quality	0 13	0 15
Do., Medium	0 09	0 11
Sheep, whole, lb.	0 10	0 15
Do., yearling, lb.	0 28	0 30
Lamb, Spring, each	10 00	15 00
Above prices subject to daily fluctuations of the market.		

FRESH FISH LOWER

Toronto.

FISH—Fresh caught fish continues to arrive in heavier shipments with prices gradually declining. White fish and trout are again reduced; the former now quoted at 18c. per lb. and the latter at 12c to 13c per lb.

FRESH SEA AND LAKE FISH		
Cod steak, lb.	0 09	0 10
Do., market, lb.		0 08

MANITOBA MARKETS

WINNIPEG, May 23.—The outlook throughout the Prairie Provinces has never been better and a record crop is expected. The land is in splendid condition due to continued heavy rainfalls and with warm weather the prospects are exceedingly bright though the season is late. Business is reported quiet due to the unsettled condition and wet weather during the week. The tea and coffee market continues firm. Canned salmon is in good demand and the tendencies are for higher prices on pinks and cohoes. Dried fruits are in good demand and prices on 1922 crop prunes have been named by some packers but little interest is shown as it is expected that these prices will ease off before the new crop is ready. The feature of the cereal market has been the advance in price of bulk rolled oats. Barley is also showing a firmer tone. Jams are in good demand and new pack southern strawberry jam is offered to the trade for immediate delivery.

COFFEE MARKET STEADY

Winnipeg.

COFFEE.—The market has eased off slightly for immediate shipments owing to the improvement in excange. Coffee for future delivery is firmly held and the market has a steadier tone.

CANNED GOODS FIRM

Winnipeg.

CANNED GOODS—There is an improvement in the demand for canned salmon as present prices on pinks and cohoes are lower than quotations on the new pack. Imported sardines are in good demand and the tendencies are for higher prices for future arrivals due to the improvement shown in the rate of exchange. Domestic sardines are selling freely and it is not likely that there will be any change in quotations. Summer pack lobsters will be arriving in a month's time on a practically bare market and prices will be about 10 per cent. less than present quotations. Canned vegetables are moving in good volume with quotations unchanged and firm. There has been a recent advance in California canned fruits and with the approach of warmer weather an improvement in the demand is expected.

NEW PRUNE PRICES

Winnipeg.

DRIED FRUITS—Prices on 1922 crop prunes have been named by some packers and the figures quoted are now creating much interest as it is expected these prices will ease off before the crop is ready for shipment. Raisins are in short supply. Stocks are getting low and indications are that the best selling grades will be absorbed before the new crop is available. Evaporated apples continue firm with upward tendencies. Some new arrivals of peaches are finding ready sale at higher prices. Figs are a popular seller as they are offered at reasonable figures.

ROLLED OATS HIGHER

Winnipeg.

CEREALS—The demand for bulk cereals is quiet as buyers are purchasing in small quantities to meet the necessary requirements. Wholesalers have advanced quotations on bulk rolled oats to $2.70 per bag, and the tendencies are for higher prices. Beans continue strong and barley is slightly higher. Peas are selling in limited quantities and prices are well maintained. An increased demand is noted for prepared breakfast foods. Quotations are steady with practically no change in market conditions.

BULK CEREALS—		
Rolled Oats, 80s, per bag		2 70
Do., 40s, per bag		1 43
Do., 20s, per bag		0 74
Do., 10-8s, per bale		3 60
Oatmeal, 98s gran. of stand bag		3 30
Wheat granules, 98s, per bag		4 70
Do., 16-6s, per bale		5 90
Peas, whole green, 100 lb. bag, per bushel		3 85
Peas, split, yellow, 98s, per bag		7 50
Do., split, yellow, 49s, per bag		3 80
Beans, fancy, hand picked, 100 lb. bag per bushel	3 60	4 25
Beans, Lima, 100 lb. bag, per lb.	0 13½	0 14½
Barley, pot, 98s, per bag		3 45
Do., pot, 24s, per bag		0 93
Do., pot, 24s, per bag		4 60
Barley, pearl, 98s, per bag		4 60
Do., pearl, 24s, per bag		1 22
Cornmeal, 98s, per bag		2 60
Do., 49s, per bag		1 40
Do., 24s, per bag		0 70
Do., 10-lbs. per bale		3 35
Buckwheat, Gritz, 98s, whole, per bag		6 25

NO CHANGE IN FLOUR

Winnipeg.

FLOUR—There is no change in the flour situation. Prices remain steady as buyers continue to purchase in small quantities.

JAMS CONTINUE FIRM

Winnipeg.

JAMS—Some packers are offering new pack Southern strawberry jam for immediate delivery at slightly higher quotations. The demand for jam is gradually showing an improvement.

SHELLED WALNUTS EASIER

Winnipeg.

NUTS—French bordeaux walnuts halves are slightly easier. Shelled almonds show no change. Spanish shelled peanuts are slightly easier. Brazils continue in good demand.

RICE MARKET STEADY

Winnipeg.

RICE—The rice market is steady locally with a firm tone evident in primary markets. Stocks of rice locally are fairly heavy and no changes in quotations are expected in the near future.

SUGAR LOWER

Winnipeg

SUGAR—The local market is in an unsettled condition. Refiners are selling sugar in Western Canada at approximately 40c per cwt. less than export price. Sugar is quoted at $6.90 to $6.95. There is a light demand.

SYRUPS UNCHANGED

Winnipeg

SYRUPS—There is no change in the syrup situation. Buyers are showing little desire to buy any large quantities and as a result the movement is routine at prevailing quotations.

STARCH STEADY

Winnipeg.

STARCH—All grades of starch are steady in tone, for while there is no large movement the trade is buying frequently as it is needed.

SPICES HOLD FIRM

Winnipeg.

SPICES—There is no change in the spice market. The demand is only for immediate requirements. The olive market is stronger as stocks are practically exhausted.

Markets By Wire

POTATO MARKETS BY WIRE

HALIFAX.—Potato market slightly weaker during the past week with a continuous tendency downward. 70c. per bush. is the ruling price, but sales have been made at lower prices.

ST. JOHN.—Potato market holding steady at $1.90 to $2 per barrel for best stock. Fair demand, but very few offering at river points.

QUEBEC.—Potato market very slow with no demand. 70 to 80c. per 80 pound bag.

MONTREAL.—Potato market weaker, arrivals heavy, best table stock Green Mountains or Quebec Whites $1 per 90 pounds carlot loose on track. Imported new potatoes $7.50 per 165 pound barrel.

OTTAWA.—Potato market showing no change, demand fair, supply ample. Maritime province stock $1.20 to $1.25 per 90 pound bag. Florida, new potatoes, $9.50 to $10 per 150 pounds.

TORONTO.—Potato market unsettled 85 cents to $1 per 90 pounds. Carlots loose f. o. b. Toronto.

WINNIPEG.—No change in potato market during the past week, buyers still offering 15 to 20c. per bush., but practically no sales.

CALGARY.—British Columbia potatoes $25 per ton, Albertas $20 per ton. Demand fair.

EDMONTON.—Practically no trade in potatoes. A few inquiries coming in from Western points. Locals 40 to 50c. per bush. in carlots netting 25 to 30c. to grower.

VANCOUVER.—Locals $18 to $28 per ton according to quality. Ashcrofts $32 to $33 per ton, Lillooets $32 per ton.

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., May 22.—Evaporated apples are higher at 19c. per lb. for 50s, and 19½c. for 25s. Post Toasties declined 5c. per case. Quaker pork and beans, 2s and indiv. declined 10c. per doz. Wrapping paper is easier. No. 1 Japan rice is quoted at $7.40 to $7.50 per cwt. Pumpkin, 2½s, is quoted slightly lower at $4.05 to $4.25 per case.

Beans, Kotenash, per cwt.		6 25
Rolled oats, 80s		2 60
Rice, Siam	6 00	6 50
Japan, No. 1	7 40	7 50
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.		8 40
Sugar, pure cane, gran., cwt.		7 44
Cheese, No. 1, Ont., large	0 18½	
Alberta cheese, twins		0 20
Do., large		0 22
Butter, creamery, lb.	0 36	0 40
Do., dairy, lb.,	0 20	0 24
Lard, pure, 3s		10 80
Eggs, new laid, local, case		7 00
Tomatoes, 2½s	4 40	4 50
Pumpkin, 2½s case	4 05	4 25
Lemons, case		7 75
Corn, 2s, standard case	2 80	3 60
Peas, 2s, standard case	3 95	4 20
New early June peas, case		4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye, ½s		21 55
Strawberries, 2s Ont., case	7 95	10 00
Raspberries, 2s, Ont., case	7 60	9 25
Cherries, 2s, red, pitted		8 50
Peaches, 2s, halves		5 85
Do., 2s, sliced		6 25
Apples, evaporated, 50s, lb.		0 19
Do., 25s, lb.		0 19½
Pineapples, Hawaiian, sliced 2's	6 80	7 95
Do., canned, 2s	7 45	7 90
Potatoes, local ton	20 00	30 00

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S., May 22.—Nova Scotia apples are off the market but American winesaps are to be had in small quantities. Pork products show slight increases over last week's report. Breakfast bacon is quoted at 32c; and smoked ham at 28c. to 33c. per lb. according to size. Creamery butter is slightly easier at 42c for one pound prints and 38c for solids. Eggs are steady at 32c per doz.

Flour, No. 1 patents, bbl.		11 00
Cornmeal, bags		2 50
Rolled oats, per bag		3 75
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.		7 70
Sugar, standard, gran.		6 35
Do., No. 1 yellow		5 85
Molasses, gal.		0 58
Cheese Ont., twins		0 18
Eggs, fresh, doz.		0 32
Lard, compound		0 17
Do., pure, lb.		0 19
American clear pork, bbl.		34 00
Tomatoes, 2½s., stan., doz.		2 00
Hams, aver., 25-35 lbs.		0 28
Do., aver., 18-25 lbs.		0 32
Hams, aver., 12-18 lbs.		0 33
Roll bacon		0 24
Breakfast Bacon		0 32
Butter, creamery, prints, lb.		0 42
Do., creamery, solids		0 38
Raspberries, 2s Ont., doz.		4 00
Peaches, 2s, standard, doz.		2 90
Corn, 2s, standard, doz.		1 50
Peas, standard, doz.		1 85
Strawberries, 2s, Ont., doz.		3 60
Salmon, Red Spring, flats, cases		
Do., pinks		7 00
Do., Cohoes		14 00
Do., Chums		6 00
Evaporated apples, per lb.		0 20
Dried peaches, per lb.		0 22
Potatoes, Nat., 90-lb. bag		1 10
Corned beef	3 00	3 55
Onions, Spanish, lb.		0 08
Do., American, bag 10 lbs.		13 50
Oranges, per case		8 50
Cauliflower, per doz.		3 50

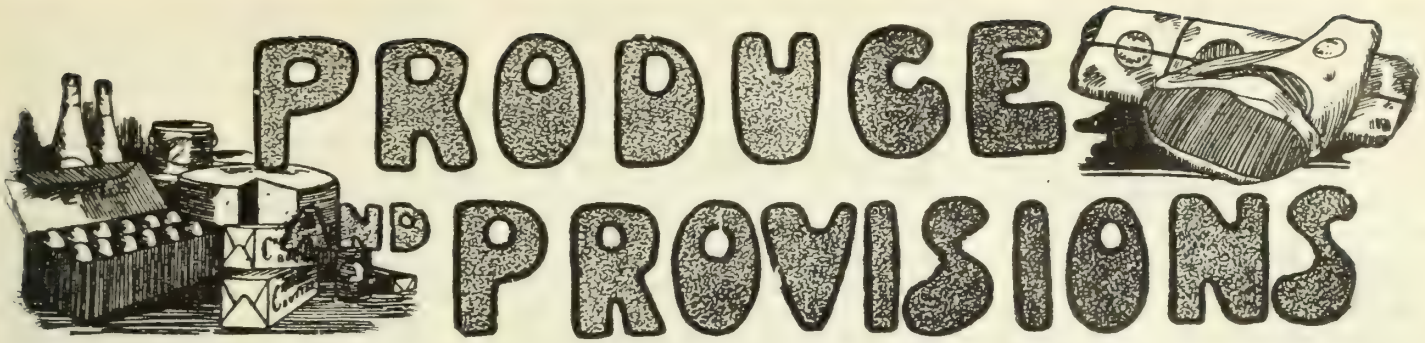
RETAILERS MUST OPPOSE DOUBLE POLICY

(Continued from page 18)

sections of retail merchants have been confronted with regulations and matters of legislation which have brought to the average retailer realization of the necessity of organization. This was particularly exemplified during the regime of the Board of Commerce under whose jurisdiction a number of obnoxious regulations were passed and which has been felt so far as to regulate the percentage on which grocery products could be sold and which resulted in the average grocer being compelled to sell sugar and other commodities at a heavy loss to themselves. The activities of our Association in opposition to these regulations are well known and the operations of the Board of Commerce are now a thing of the past. At no time, possibly, in the history of the retail grocery business has it been found so essential for the retail trade to be organized, more so than at the present time, particularly in view of the ever increasing number of distributing elements which are cropping up from day to day and which tend to entirely change the grocery business, not only in this province but throughout Canada. We are confronted to-day with co-operative stores, co-operative buying clubs, general stores on wheels, mail order competition, wholesalers selling direct to the consumer, district distributing warehouses, hawkers, peddlers, transient traders and other lines of unfair distribution, all of which are encroaching seriously upon the trade of the legitimate trader. I trust that at the conference which we expect to hold with the manufacturers and wholesalers some legislation may be accomplished whereby grocery products can be distributed to the consumer through the proper and legitimate channels.

For a number of years the retail merchants were subjected to unfair competition by peddlers and others who would sell farm products at various rates and measures and which resulted in our Association pressing for and securing legislation for standardizing the weights of all vegetables. The Association is also endeavoring to remove the fee for the inspection of weights and measures and have this charged up as a public expense and paid out of the public funds of the country instead of being levied on the individual retailer.

Your executive officers endeavored at the present session of the Legislature to secure amendments to the Factory and Shop Act, which would more clearly define the retail grocer.



Arguments for Margarine Effective

Discussion of the Question of the Retention of the Manufacture and Sale of Oleomargarine in Canada in Parliament Last Week Brings Out Some Interesting Points—Extracts From Speeches by Various Members on the Subject

DISCUSSION of the question of the retention of the manufacture and sale of oleomargarine in the Dominion House last week brought out many arguments on both sides. The result of the vote was announced in last week's issue of Canadian Grocer, that is, favoring the continuance of the manufacture and sale of margarine. The remarks of the Hon. W. S. Fielding, Minister of Finance, and the Hon. T. A. Crerar, leader of the Progressives and a former Minister of Agriculture, have already been referred to at some length. Opinions of other parilamentarians on this subject are reproduced from Hansard this week, as follows:

HON. S. F. TOLMIE (Victoria city): "Mr. Speaker, I have listened with a great deal of interest to the remarks of the hon. member for Comox-Alberni (Mr. Neill) and to the compliments which he has paid to the manufacturers of oleomargarine. I think, however, that in one or two respects his statements are subject to correction.

"The hon. gentleman said that the spread between the price of butter and the price of oleo at the present time—in this city to-day the price of creamery butter is 48 cents; of animal oleo, 28 cents. and of vegetable oleo, 24 cents—was due to propaganda. Now, I know the gentlemen interested in the manufacturer of oleomargarine; they are reputable citizens, and I think the hon. member ought to have proof before he makes statements of that kind. This spread, as in the case of nearly all manufactured articles, is due largely to the cost of ingredients used in the manufacture, and to other business conditions which vary, as all know, from time to time.

"With regard to the cooking compounds, I may say that practically all these compounds are now made in Canada; the oils used therein are imported in their crude state, duty free. I might point out, too, that oleomargarine is not the only thing that is used to 'humbug the public'—if that is done. There are many other things that can be twisted about in the ordinary channels of trade to deceive the public. I do not think anything has been done in connection with oleo in that respect which is not done in other lines, as I hope to prove a little later.

No Closer Inspection

"The hon. gentleman has suggested that the English margarine is very much superior to that which is produced in Canada, due, as he says, to close inspection. I do not think that the English inspection can be any closer than that which is applied in Canada. The work is carried on only in certain licensed establishments under the close supervision of our Meat Inspection Branch, a branch of the Department of Agriculture which has established for itself a very high reputation. Every movement connected with the handling of all the materials used in the manufacture of oleomargarine is subject to the most careful inspection.

"If we were to follow out the desire of the mover of this resolution we would simply take away from the people of Canada the privilege of purchasing a wholesome food which is manufactured and sold in practically all other countries. It is a food that was used by our soldiers throughout the war, and whether it contains a high percentage of vitamines or a low percentage, certainly the Canadian troops did not lack 'pep' when they met the Germans. Moreover, the hon. gentleman would place entirely in the hands of the dairymen the manufacture of a material which is used as a spread for our bread and for many other purposes. Now, the dairymen are a very reputable lot of people; the dairy industry is one of the most important in the country; I am a dairyman myself. But I do not feel that the dairymen have the right to demand as much protection as is asked for by this resolution; I do not think the Canadian dairymen really need it. If the butter makers of the United States can make butter at a profit notwithstanding the sale of oleo in that country, surely the Canadian dairymen can do likewise.

No Question of Wholesomeness

"There is no question at all about the wholesomeness of this article, which has long since been accepted all over the world as a useful food product. The dairyman prepares his butter from milk products, and he has the right to color that product and make it look like June grass butter all the year round. The beef men should have the same privilege in the matter of marketing to the best possible advantage the oil obtained from the beef. I may say that the by-products of the ox play a most important part in the price paid to the farmer for the living animal. All farmers who are producing beef cattle will agree that the price of beef cattle has gone down very largely in late years, due to the fact that the by-products have fallen in value. If this resolution should pass and no legislation be brought down to extend the period during which the manufacture and sale of oleomargarine in this country shall be permitted, then the oils obtained from some 600,000 head of cattle passing through our inspected abattoirs every year would have to find a market somewhere else. That is one reason why the manufacture of oleomargarine should be permitted in this country, under careful inspection.

Dairymen are Protected

"In connection with our regulations governing the manufacture of oleomargarine, the dairyman has been very carefully protected, as well as the consumer. In the first place, this article is not permitted to be manufactured except in licensed establishments where inspection is carried on. No coloring matter is allowed to be added in the manufacture of oleomargarine. No coloring matter is permitted to be sold or given away with packages of oleomargarine. No mixing of butter with oleomargarine is permitted by anybody without a license, which

means that the business is confined to these establishments. They are not permitted to use the words 'butter,' 'creamery,' 'dairy,' or the name of any breed of cattle on the package or in any advertising. The labels and brands must be approved by the Minister of Agriculture. Here is one of the packages with the word 'oleomargarine' plainly showing. Here is another one in which the material is put up, and on the material itself the word 'oleo' is stamped in very large letters. Careful record is kept of all oleomargarine sales by all our wholesale dealers in this material. They are compelled to sell only in the original packages. The importation and manufacture of oleomargarine is entirely under the supervision of our Veterinary Director General and his efficient aggregation of inspectors. The Dairy Commissioner takes care of sales within the country and the use of oleomargarine.

"Let us see what have been the results from the enforcement of the law. We find that in 1919, there were eight convictions for infractions of the oleomargarine law, as against 111 for the sale of bad butter. In 1920 there were twelve convictions under the oleo law and 126 convictions for the sale of bad butter. In 1921 there were fourteen convictions for selling oleo against the law, and 126 for selling bad butter; showing that the producers of good butter have no reason to fear the manufacturer and dealer in oleo so much as the man who produces bad butter in competition with it. This indicates—"

MR. WARNER: "Could the hon. member give the number of firms that were selling oleomargarine alone compared with the number that were selling butter alone?"

Sell Both Butter and Oleo

MR. TOLMIE: "I could not give my hon. friends figures in that form. I presume in a great many of the grocery stores it is the usual thing—it is pretty usual in our country—to sell both oleomargarine and butter. The figures I have given indicate that it is much easier to control the sale of oleomargarine under the present law than it is to control the sale of butter produced in many establishments where constant inspection is not carried out.

"I quite agree with the previous speaker in one or two points. I think we should certainly impose a duty on oleomargarine coming into this country; and I think we might even go further and fix a standard for oleomargarine. I understand that some of the European manufacturers now deodorize the oil obtained from the British Columbia whale and use it in the manufacture of oleomargarine. I am told the work is done so completely that no fishy flavor of any kind attaches to the resultant product. In this country the manufacturers confine themselves exclusively to the use of the vegetable and animal oils obtained from our killing establishments throughout the country."

HON. CHARLES MARCIL (Bonaventure): "I should consider myself recreant to my duty if I did not vote against the continuance of this attempt to foist upon the country a product which I do not think the people want. It was allowed as a substitute during the war and there is now no further need for the manufacture of it. Those who can buy butter at any reasonable price do not care for oleomargarine. I do not think that any man going into a store would buy this article if he could get butter at a fair price. People had to buy oleomargarine during the war because the price of butter was very high, but now prices are reasonable and they can afford to get the genuine product.

"We should give the farmer every encouragement possible. The markets of the United States are now closed against him, and the farms are all suffering from an exodus of the rural population to the cities. Thousands of people have left my constituency, and the same is true of other places in Canada. We must make the conditions of rural life attractive so that these people may be induced to return to the farms. In the province from which I come particularly, there is no more promising industry than the dairy business, and I therefore feel it my duty to support this resolution."

Hon. W. R. MOTHERWELL (Minister of Agriculture): "Mr. Speaker, like nearly every other subject of debate, there are two sides to this question. I freely and frankly admit that at the outset, but I propose to take one side and try to show cause why the resolution prohibiting oleomargarine should be sustained. The history of oleo dates back to 1867, when an eminent French investigator discovered how to make cheap butter out of the natural fats and oils. Ever since it has been used as a substitute for butter.

"So long as we have in force another prohibition which is effective with regard to the production of butter in Canada, it seems to me that we should be making a mistake in permitting the importation and manufacture of oleo. I refer to a prohibition which was enacted in 1886 by the government of that day and continued in force in its earlier form until 1903. In that year the dairy industry—which was a struggling one in those days; it was not as well established as it is now—was given further encouragement in the prohibition of the manufacture and importation of renovated butter. The idea was to enable the dairy industry to get upon its feet, because it was not an easy matter to start that industry in Canada. Some people take the ground that dairying is an industry indigenous to this country. But it is not so indigenous to Canada as it is to many other countries with which we have to compete; not so indigenous as to make it unnecessary for the legislators of 1886 and 1903, in order to give it a fair chance, to prohibit the manufacture and importation of oleo as well as the renovation of dairy butter by mixing it with creamery butter, thus deteriorating the quality and discouraging the creamery industry. So long as that prohibition upon renovated butter prevails it seems to me we are moving in the wrong direction; we are putting the cart before the horse. Now, some people take the ground that renovated butter is objectionable, but not half as much objection can be urged against it as was urged some years ago against the introduction of oleomargarine.

How Many Would Take Oleo?

"We have heard of the poor man's butter and of the greater food value of oleo. I always used to hear it claimed that oleo was of lesser food value than butter, but let us suppose that it just evens up that there is an equal number of calories in butter and oleo. That depends, of course, on who takes the sample. If you have butter with a large water content, and oleo with a small water content, the analysis will show to the advantage of oleo, but if the samples are taken fairly and show an equal number of calories, that, after all, is only one factor in the analysis. It shows the energy, the heat property, but it does not show the assimilative power of the human system to make use of these articles. Everybody knows that butter is not only more palatable than oleo, but more easily digested and assimilated. There is no comparison between the two articles in that respect. How many of us here, if given the choice, would take oleo? Not one.

Compares With Europe

"I might say while I am on this subject that oleo has been used for many years in the Old Country as well as in Denmark and Holland. That does not mean anything to them except as a source of revenue. Look at the situation of those countries compared with ours. All that Denmark and Holland have to do is to put their butter on the boat, run it two or three hundred miles, or a little more, across the North Sea, and up the Thames, and they are right in the heart of Old England—one of the best markets in the world, in fact the world's market for butter—with practically no expense for transportation. And then in those countries you have an industry that was established hundreds of years ago, whereas we have practically only just started in this country. And then another thing, is that in Denmark and in Holland the people are frugal, thrifty and industrious, and for business reasons they choose to eat oleo and sell their high class butter. That is what a lot of our people do not even want to do. We used to do it fifty years ago, but it is not done to-day except to a very small extent. There is no comparison between the situation of dairying in this country and the situation of dairying in these European countries."

WILLIAM F. CARROLL (Cape Breton South and Richmond): "I do not personally like oleomargarine. I had

(Continued on page 41)

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, May 23.—The feature of the produce market is the lower price on new make of butter. Stocks are accumulating which is a factor in weakening the market. Cheese is steady after the recent decline. The hog market shows easier tendencies although the quotations are unchanged. The export demand for bacon has eased up and shows its effect on the hog market. Local smoked meat prices are steady with a fair movement of supplies. Cooked meats are in good demand and cooked hams show an advance. Lard is firm with a steady movement. Maple syrup is quiet but quotations fairly firm. Halibut is in better supply but brook trout is scarce.

BUTTER PRICES DROP

Montreal.

BUTTER.—Butter prices have been weakening and at the close of last week broke with the reduction of 3c. per lb. This is attributed to the increased production and a falling off in the demand from outside buyers. There is some accumulation of supplies and stocks of Canadian made butter are fairly heavy. Local buying is only for immediate requirements and prices for the new make are 33c per lb. in solids, and 34 in prints. The old make of butter is practically off the market.

BUTTER—

Solids, creamery, finest	0 33
Prints, creamery	0 34
Dairy solids	0 25

CHEESE UNCHANGED

Montreal.

CHEESE.—There is no change in the quotations on cheese. The market is fairly easy after the decline in wholesale prices of one week ago. Buying is only for immediate requirements but a fairly active export market continues.

CHEESE—

Old colored, twins		0 23
Old White		0 23
New Large, per lb.	0 16	0 17
New Twins, per lb.	0 16	0 17
Fancy Old Cheese, per lb.	0 28	0 30
Triplets, per lb.		0 17
Stilton, per lb.		0 30
Quebec	0 16	0 17

EGG PRODUCTION HIGH

Montreal.

EGGS.—Local wholesale egg prices are steady and unchanged, but the tone of the market is firm at the recent advanced price. The demand for supplies continues good and an active trade is being done with sales of select fresh eggs at 34 cents, No. 1s. at 32c. and specials at 36c. Stocks of eggs in Canada held in cold storage show a big increase over the same period of last year and also a large increase over the same week of last month. This, however, has not caused any weakness in the market since the demand for home consumption is large and there is a good market in England for Canadian eggs.

EGGS—

Specials		0 36
Selects, new laid	0 34	0 35
No. 1	0 32	
Storage		0 29

MAPLE SYRUP STEADY

Montreal.

MAPLE SYRUP.—The trade in maple syrup and maple products is quiet but a steady tone is evident in the market. Prices on small lots remain unchanged at $1.75 per 13 lb. tin and $1.25 per gal. in 5 gal. tins. Maple sugar is steady in price and is quoted at from 15c to 17c per lb. for the dark and 12c to 13c per lb. for light grade.

SMOKED MEATS FIRM

Montreal.

SMOKED MEATS.—A steady feeling prevails in the market for smoked meats under a fair local demand and a good export trade. Cable enquiries are not as keen as they were a week ago, since heavy shipments of Canadian bacon have been laid down in England during the past two weeks and the market is more quiet. Local prices are unchanged but firm.

BACON—

Breakfast, best	0 40	0 50
Smoked breakfast	0 30	0 40
Cottage rolls		0 32
Picnic hams		0 22
Wiltshire	0 27	0 30

MEDIUM SMOKED HAMS—

Weight, 814, long cut	0 28	0 32
Do., 14-20	0 27	0 31
Do. 20-25	0 26	0 28
Do., 25-30	0 24	0 26
Over 35 lbs.	0 24	

COOKED HAMS HIGHER

Montreal

COOKED MEATS.—The feature of the cooked meat market is an advance of 2c per lb. on cooked hams on account of the increased demand coming with the warmer weather.

COOKED MEATS—

Hams, cooked		0 49
Square pressed		0 54
Smoked shoulders		0 22
Bologna	0 10	0 20
Corned Beef 1's		3 25
Per doz. 2's		5 75
Per doz. 6's		23 50

LARD PRICES STEADY

Montreal.

LARD.—Domestic markets for lard are quiet, with prices unchanged.

LARD—

Tierces, 60 lb.	0 16½	0 17½
Pails, 20 lbs.	0 17	0 18
Tubs, 20 lbs.	0 17½	0 18½

HOGS EASIER

Montreal.

FRESH MEATS.—The hog market is quiet but prices are unchanged. The demand for export bacon is not as keen and therefore packers are not buying as heavily and a weaker tone evident in the market for light weight bacon hogs. Local prices stand at $14.50 per cwt. for light weight, weighed off cars. Dressed hogs are quoted at $20.50 per cwt. The beef market is fairly active with prices steady. The supply is sufficient to meet all demands and there is no change in wholesale prices.

FRESH MEATS—

Hogs, live (selected, weighed off cars)	$14 50	$14 75
Fresh killed	20 00	20 50
Fresh Pork—		
Legs of pork (foot on)	0 20	0 21
Loins (trimmed)	0 28	0 29
Trimmed shoulders	0 19	0 21
Untrimmed		0 17
Pork sausage (pure)		0 20
Fresh Beef—		

	(Cows)		(Steers)	
Hind quarters	0 15	018	0 12	0 16
Front quarters	0 10	0 12	0 05	0 08
Lions	0 23			0 28
Chucks		0 10	0 11	0 12

FISH PRICES STEADY

Montreal.

FISH.—Better supplies of halibut are on the market but prices are unchanged. Fresh salmon from Gaspe features, with good supplies of fresh lake fish. Brook trout are scarce. There are no changes of note in quotations. The demand is fair.

FRESH FISH—

Filets, 20 lb. boxes		0 16
Herring		0 08
Market Cod, fresh		0 06
Steak cod		0 08
Haddock		0 06
Halibut		0 28
Lake Trout	0 14	0 15
Flounders		0 10
Mackerel		0 10
Brook trout		9 50
Gaspe Salmon	0 65	0 75
FROZEN FISH—		
Haddock		0 06
Halibut		0 18
Chicken halibut		0 16
Market cod	0 05	0 05½
Steak cod	0 05½	0 06
Doree	0 06½	0 07
Qualla Salmon	0 10	0 11
Dressed B. C. Salmon	0 20	0 21
Gaspe Salmon	0 18	0 19
White fish		0 13
Dressed pike		0 07
Mackerel		0 13
Sea Herring, 100 lbs.		0 06½
OYSTERS—		
Shell oysters, bbl.	8 00	15 00
Herrings		0 06½
Lake trout		0 14

HARRY HORNE ADDRESSES BUSINESS MEN'S CLUB

Toronto, May 20.—Harry Horne, vice-president of the Parkdale Business Men's Association gave an interesting address on the effect of Spring cleaning under municipal supervision in cities and towns at the Queen Street West Business Men's weekly luncheon in the Duke of Connaught Hotel, with E. B. Westwood in the chair. There were over forty merchants present and local matters affecting the association were also discussed.

ONTARIO MARKETS

TORONTO, May 23.—The butter market which has been showing signs of weakness for the past couple of weeks is more pronounced following the cut in prices at Montreal. The egg market is also weak with dealers sending out a lower quotation. Cheese shows little change, but the weakness continues. Lard and shortening are fairly steady. Cooked hams are in a strong position under recent advances. Smoked hams and bacon show a better movement in a steady market. Live hogs have a tendency for lower prices. During the week packers were endeavoring to put into effect a lower price on hogs but they were unable to do so on account of the light receipts: if heavier shipments arrive during the next week, the lower basis of values will be put into force. Fresh caught white fish and trout are again lower. Poultry prices are maintained but it is expected that receipts will be heavier in a week or two and it is likely that prices will be easier.

BUTTER MARKET WEAK

Toronto.

BUTTER—The butter market has a weak tone and although prices at the moment are unchanged, lower prices are expected before the end of the week.

BUTTER—

Creamery prints, No. 1	0 38	0 39
Do., No. 2	....	0 37

CHEESE POSITION EASY

Toronto.

CHEESE.—Little change has occurred in the situation in cheese. The market continues weak but quotations to the retail trade are unchanged.

CHEESE—

Large, new (fodder)	....	0 16
Do., Sept.	0 19	0 20
Stilton, new	0 20	....

Twins, 1c higher than large cheese and triplets 1½ cents higher than large.

EGGS LOOK EASIER

Toronto

EGGS—Although quotations to the retail trade are unchanged at the moment, dealers are sending out a lower price to their country buyers. Storage operations are slowing up and many packers have all the eggs they require for packing. Production is also showing signs of a slight decrease.

EGGS—

New laid	0 32	0 33
Cartons	....	0 36

LARD STEADY

Toronto.

LARD—The market is fairly steady with quotations firm and unchanged.

LARD—

1-lb. prints	....	0 18
Tierces, 400 lbs.	0 15	0 16

Tubs are ½c higher than tierces and pails one cent higher than tierces.

NO CHANGE IN SHORTENING

Toronto.

SHORTENING—Quotations are unchanged with the market ruling fairly steady.

SHORTENING—

1-lb. prints	0 17	0 17½
Tierces, 400 lbs.	0 14½	....

Tubs are ½c. higher than tierces and pails one cent. higher than tierces.

MARGARINE UNCHANGED

Toronto.

MARGARINE—There is little of interest in the market for margarine. Quotations are unchanged under a moderate demand.

MARGARINE—

Margarine, No. 1	0 20	0 21
Do., No. 2	....	0 18

COOKED MEATS STRONG

Toronto.

COOKED MEATS—A fairly heavy demand is commencing for cooked meats and in consequence cooked hams are in a strong position under another advance. Last year it will be remembered cooked hams reached a high price due to the heavy demand and scarcity of supplies. There are indications at present that this condition will again exist this summer. Ordinary round boiled hams are quoted at 48c. and square pressed at 51c. per lb.

COOKED MEATS—

Boiled ham, lb.	....	0 48
Do., square pressed	....	0 51
Boiled shoulders	....	0 41
Head cheese, 6s, lb.	....	0 10
Choice jellied ox tongue lb.	....	0 60
Jellied pork tongue	....	0 30
Bologna	0 15	0 17

Above prices subject to daily fluctuations of the market.

SMOKED MEATS ACTIVE

Toronto

PROVISIONS—The demand for bacon and hams shows an increase, which coupled with the firm hog market has resulted in a stronger tone in all lines of cured meats. In some quarters, quotations on smoked hams and bacon are advanced one cent per pound.

Hams—		
Small 6 to 12 lbs.	0 34	0 35
Medium, 12 to 20 lbs.	0 34	0 35
Large, 20 to 35 lbs., lb.	0 26	0 30
Heavy, 35 lbs., and upwards	....	0 25
Backs—		
Boneless, per lb.	0 40	0 42
Rolled, per lb.	....	0 48
Peameal	0 86	0 37
Bacon—		
Breakfast, ordinary, per lb.	0 29	0 32
Do., special trim	0 37	....
Cottage rolls	....	0 32
Rol. per lb.	....	0 27
Wiltshire (smoked boneless) lb.	....	0 29
Do., three-quarter cut	....	0 31
Do., middle	....	0 33
Dry Salt Meats—		
Long clear bacon, av. 50 to 70 lbs.		0 19½
Do., av. 80-90 lbs.	....	0 17
Clear Bellies, 15-30 lb.	0 21	0 23
Fat backs, 10-12 lbs.	....	0 18

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—	
Mess pork	33 00
Short cut backs, 200 lbs.	37 00
PICKLED ROLLS—	
Lightweight	46 00
Heavy	40 00

Above prices subject to daily fluctuations of the market.

Halibut, Med., lb.	0 21	0 22
Do., Chick, lb.	0 16	0 17
White fish, lb.	....	0 18
Trout, lb.	0 12	0 13
Pike, lb.	0 09	0 10
Perch, lb.	0 08	0 10
FROZEN FISH		
Halibut, medium	0 17	0 18
Do., chicken	0 14	0 15
Salmon, Cohoe	0 15	0 16
Do., Red Spring	0 20	0 21
Do., Alaska Qualla	0 11	0 12
Do., Qualla	0 07	0 08
Sea Herring	0 07½	0 08
White Fish	0 10	0 11
SMOKED AND SALT FISH		
Haddies, lb.	0 12	0 13
Fillets, lb.	0 14	0 16
Kippers, box	2 25	2 75
Bloaters	2 00	3 00
Ciscoes, lb.	....	0 17
Shred cod, box 24 cart.	....	2 20
Cod, 1 lb. tablet, box 24s	....	3 20
Quail on toast, Ea.	....	0 14
Holland Herrings, mixed, 10-lb. keg		0 85
Do., milkers, 10 lb. keg		0 95
Shrimps, No. 1 can	....	2 00
Do., No. 6 can	....	11 50

POULTRY UNCHANGED

Toronto.

POULTRY—The market remains quiet and unchanged. An increase in receipts is looked for and it is likely that prices will be easier.

POULTRY—

Prices paid by dealers—

	Live	Dressed.
Turkeys	25-30	35-40
Chickens, spring	00-50	00-60
Chickens	23-25	27-32
Roosters	00-18	00-23
Fowl, 4 to 5 lbs.	00-28	00-28
Fowl, over 5 lbs.	00-30	00-30
Fowl, under 4 lbs.	00-14	00-22
Guinea hens, pair	1 25	1 50
Geese	....	19-20
Ducks, 4 lb. and over	00-32	00 32
Prices quoted to retail trade:	Live	Dressed
Ducklings	0 32	0 38
Hens, heavy	0 28	0 32
Do., light	0 20	0 28
Geese	.....	00 20

NIAGARA FRUIT CROP IS BUT LITTLE INJURED

St. Catharines, May 22.—The fruit crop of the Niagara district has suffered very little damage from the wind and rain storms which have visited this section of late, and the prospects for a bumper crop are very bright. Some slight damage was done to the cherries a few weeks ago by a sudden change in the temperature, but this damage, it is expected, will be overbalanced by a bountiful crop of peaches, pears, grapes and other varieties.

DUKE OF YORK LIKES CANADIAN APPLES

At the Canadian Club dinner held recently in London, England, in honor of High Commissioner the Hon. P. C. Larkin, His Royal Highness the Duke of York in the course of his address upon his impressions of Canada said that, "He had the good fortune also of spending three nights with Sir Arthur Currie at the Canadian Headquarters in France, and his most vivid recollection of that visit was the quantity and quality of the Canadian apples."

WINNIPEG MARKETS

WINNIPEG, May 23.—The feature of the produce market is the decline in the price of butter. The cheese market continues weak with little interest shown. Eggs are arriving in good quantities and the demand is improving. Lard has shown an advance but shortening remains steady. Cooked hams are slightly higher and an improvement in the demand is noted. Fresh pickerel and whitefish are arriving in good quantities. Live hogs continue strong and prices are well maintained.

BUTTER MARKET EASIER

Winnipeg.

BUTTER—The butter market has weaker tendencies. Fresh made creamery is arriving in good quantities. Dealers however are only buying sufficient quantities to meet their present requirements. Best grades of creamery prints are quoted at 40c to 42c per lb.

BUTTER—		
Creamery, best table grade		0 42
Creamery, solids		0 40
Margarine	0 22	0 25

EGGS IN DEMAND

Winnipeg.

EGGS—Heavy shipments of eggs are arriving from the country. Prices are steady under a continued active demand. Candled eggs are quoted at 24c per doz. and 32c in carton.

CHEESE DULL AND LOWER

Winnipeg

CHEESE—The market is quiet with no business moving outside of actual consumer demand. Quotations are lower at 17c per lb. for new make and 18½c for old.

CHEESE—	
Stilton cheese, large, lb.	0 23
Ont., large, lb.	0 18½
Ont., twins, lb.	0 19
Ont., triplets, lb.	0 19½

LARD ADVANCES

Winnipeg.

LARD—The lard market is stronger and prices are slightly higher with an advance of ½c per lb. Shortening remains steady with no change in price.

LARD—	
Pure Lards, No. 1 Quality, per lb.	
(in tierces, 400 lbs.)	0 17
Do., wooden pails, 20-lb. pails	3 80
Shortening, tierces of 400 lbs.	0 15½
Do., per pail, 20 lbs.	3 50

COOKED HAMS HIGHER

Winnipeg

COOKED MEATS—The market for cooked hams has shown an advance of 2c per lb. The demand for cooked meats is gradually increasing and the tendency of the market for all lines is steady.

COOKED MEATS—	
Hams, best quality, skinned 8-14 lbs.	0 46
Do., 13-1 lbs.	0 44
Roast ham, lb	0 46
Roast shoulders, lb.	0 32

Winnipeg.

HOG MARKET STEADY

Winnipeg

FRESH MEATS—Live hogs continue with a firm tone. Selected live hogs are quoted at $12 per cwt. The cattle market is showing a weaker undertone. Steers of good quality are sold at $7.25 to $7.50. Heifers of choice quality are priced from $6 to $7.25. The sheep and lambs are ruling steady and lambs of good quality are quoted at $12 to $14 and mutton sheep from $9 to $10.

HOGS—		
Selected, live, cwt.	12 00	....
Heavier	8 00	10 00
Light	12 00	....
Sows	7 00	8 00
Fresh Pork—		
Legs of pork, lb.	0 22	0 26
Spare ribs	....	0 15
Loins of pork, lb.	0 26	0 28
Fresh hams, lb.	0 23	0 27
Shoulders	0 17	0 19
Fresh beef—from steers and heifers—		
Hind quarters	0 19	0 22
Front quarters	0 06	0 10
Whole carcass, good grade, lb.	0 11	0 15
Mutton—		
Choice, lb.		0 20
Choice, 30-45 lbs.		0 32
Lambs—		
Choice Stews		0 12
Veal—		
Good veal, 40 to 80 lbs. hind quarters		0 25

HAM AND BACON STEADY

Winnipeg.

PROVISIONS—A stronger tone prevails for smoked ham and bacon reflecting the conditions of the live hog market. Although no advances have been reported the tendencies are upward.

HAMS—	
8 to 16 lbs., per lb.	0 35
16 to 20 lbs., per lb.	0 35
Boneless, 8-14 lbs., per lb.	0 39
Skinned, 18 to 22 lbs., per lb.	0 39
Do., 14 to 18 lbs., per lb.	0 39
Bacon, to 10 lbs. per lb.	0 43
Cottage rolls, boneless	0 26
Bellies 6 to 10 lbs., per lb.	0 43

POULTRY UNCHANGED

Winnipeg

POULTRY—The poultry market continues quiet with little interest shown. The demand is light and quotations are well maintained.

POULTRY—	
Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
Do., 3½ lbs., and up, per lb.	0 30
Fowl, per lb.	0 22 — 0 29
Roosters, per lb.	0 20
Turkeys, young, per lb.	0 42
Ducks, per lb.	0 33
Geese, per lb.	0 33

FRESH PICKEREL OFFERED

Winnipeg.

FISH—Fresh pickerel is offered to the trade at 14 to 16c per lb. Whitefish is in good demand at 22c per lb. The demand for halibut and salmon is fair and prices remain steady.

FISH—	
Black cod, lb.	0 12
Brills	0 08
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15½
Salmon, Cohoe, in full boxes, 300 lbs.	0 15½
Salmon, Cohoe, in broken cases	0 16
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08
Whitefish, dressed, case lots	0 11
Whitefish, dressed, broken cases	0 11½

ARGUMENTS FOR MARGARINE EFFECTIVE

(Continued from page 38)

the misfortune of being obliged to eat it for some considerable time and I know something about it. As I understand the question before the House, however, it is not a matter of taste but a question whether or not we should permit the manufacture and sale of oleomargarine in this country. I take the ground that a person who can afford to buy butter will buy butter, while those who are unable to buy it will buy oleomargarine. So that I fail to see the force of the argument that the manufacture of oleomargarine in Canada is going to injure in any way the dairy interests of the country.

Must Take Cheaper Article

The hon. member who so very ably presented the question to the House said that there was a great deal of sham and fraud about the manufacture and sale of this article. Well, we are all more or less in the hands of those who sell us anything we eat or anything we wear. For example, how many people out of the 8,000,000 or so who inhabit this country are able in the fall to clothe themselves in the very best woollens? A very small percentage. Indeed, very many people in Canada are obliged to wear underclothing which is not made of wool at all. No doubt they would like very much to be able to get the real article, but they cannot afford to pay for it, and because they are bound to get inferior clothing we might as well say that they are the victims of fraud and sham perpetrated by those who sell them the cheaper goods. Now if the people of the country do not wish to eat oleomargarine there is no duty whatever imposed upon them to eat it. If they can pay for butter they will certainly not buy oleomargarine; but if they are unable to buy butter and are perfectly satisfied with a substitute, why should they be hindered from procuring it? I do not see how they can possibly injure the dairy interests by buying oleomargarine when they could not buy butter in any case.

L. J. LADNER (Vancouver, South): "I suggest that the only proper way to determine a question of this nature is to consider, in the first place, what the functions of government are in relation to it. In my opinion there are two functions the government should bear in mind. First, they should make sure that oleomargarine is a pure food; that it is not a food which contains chemicals or ingredients that are injurious to health. The second, is that the government should make sure that the people will not be deceived, that when they buy this particular article they will know exactly what they are buying. To venture beyond this, Mr. Speaker, is to undertake an exaggerated form of paternal legislation."

To Carry Small Stocks

Grocery stores find it pays to carry small stocks of the new things being advertised that people will ask for.

They attract the wide-awake progressive people—the cream of the trade.

Try it—**and re-order by Long Distance.** "Use the Bell to Sell" —and to Buy.

Every Bell Telephone is a Long Distance Station

THE BELL TELEPHONE COMPANY OF CANADA — LONG DISTANCE TELEPHONE

FRUITS

Full supplies of:

Strawberries Tomatoes
Cucumbers
Green Peppers Egg Plant
Pineapples Texas Onions
Oranges Lemons Bananas

Prompt, Efficient Service

White & Co., Ltd.
Toronto

"GEORGIAN"
BRAND
BUTTER AND EGGS.

Foreign and Domestic Fruit and Vegetables

LEMON BROS.
OWEN SOUND ONT.

57

Profits from Ketchup

Heinz Tomato Ketchup can mean only one thing — fresh red ripe tomatoes blended with pure spices, granulated sugar and onions. Years of experience and the finest materials insure the same high quality in every bottle. Such a product backed by the volume of newspaper advertising which it is receiving will, with proper attention, yield for you the most gratifying returns. Display Heinz Ketchup and watch your sales increase.

H. J. Heinz Company

Factory :
Montreal Toronto
Leamington

CHICKEN HADDIES

are big Sellers during the Warm Weather

Sells at a Popular Price with good Profits

CHICKEN HADDIES REGISTERED

CHICKEN HADDIES

are Popular with Campers AND Picnic Parties

Already cooked, can be eaten Hot or Cold

THE MARITIME FISH CORPORATION, St. Nicholas Street MONTREAL

HAIL PROHIBITION!

Prohibition should be thanked for a real reform. A reform which has resulted in a vast increase in the amount of really good beer produced.

Beer, such as people are now making for themselves, is so good, and so much purer and better than the old commercial stuff, that millions who never cared for it before are now drinking it—greatly to their own benefit.

Formerly you had to walk a mile to get a really good glass of beer or ale.

Now you can have the very best in your own home. Home-brewed beer or ale is purer and more wholesome than anything that could be bought formerly. The dealer who gives his customers what they want and the best products obtainable is rewarded with a firmly established business and good profits.

If your customer asks for a pure, unadulterated, high-power malt, and fresh imported hops, sell him "Cream of Malt."

CANADA'S SUPREME MALT

CANADIAN MALT EXTRACT CO.
16 Pearl Street, Toronto, Ont.
Tel. Adelaide 3304.

ACME PELLETS

In 5 lb. decorated glass-front tins.

Also put up in 5 lb. paper boxes.

In 5 lb. decorated glass-front tins.

Also put up in 5 lb. paper boxes

Everything in Licorice for the Grocer's requirements, including Lozenges in 5 lb. paper boxes, Powdered Licorice Extract and Paste.

Y & S Stick Licorice
in individual 10c. cartons; 30 cartons to box.

Price List on Request.

NATIONAL LICORICE COMPANY
MONTREAL
—WE SELL THE WHOLESALE TRADE ONLY—

Pride of Canada

Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Summer Trade.

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. Mackenzie & Co., 95 King Street East, Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION, LIMITED

QUICK

HAND CLEANER

Keeps the hands soft, smooth and clean. . . .

You can't give your customers a better hand cleaner than "Quick." This superior product is made with a base of **real Italian Pumice stone** and it cleans grease, grime, etc. from the hands perfectly and quickly without the slightest injury to the skin. Quick costs only $1.25 per dozen. Order a trial supply today.

QUICK MANUFACTURING CO.

Hamilton Ontario

Mr. Merchant :

Here is the Leader of hair tonics and renewers

Glover's Mange Medicine

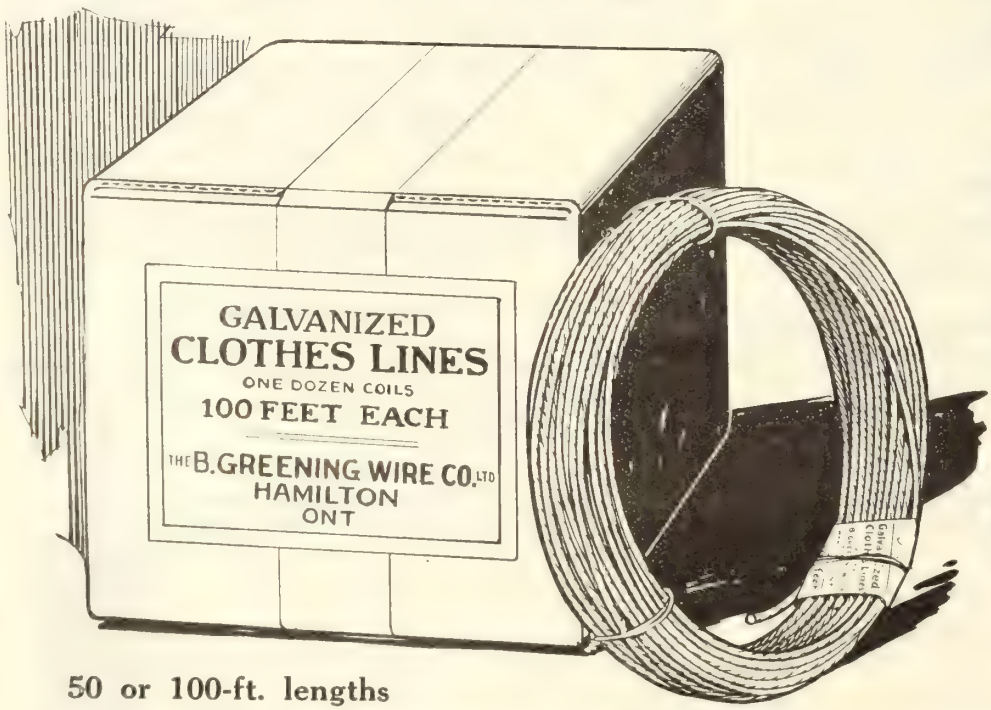
A business success of over 35 years is behind this medicine.

Advertising matter bearing imprint and display cards supplied gratis.

H. Clay Glover Company, Inc.

129 West 24th Street New York City

Greening's Galvanized Wire Clothes Lines



Your customers like them the best because they outlast any other kind of line made.

Ask your jobber or write us.

Will not rust — won't get rotten. Worth a dozen made of cotton.

50 or 100-ft. lengths

The B. Greening Wire Company Limited

HAMILTON - - CANADA

MAKE FIVE ROSES

Your

"Private Brand"

Of course you want to build up a permanent flour business. Of course you want every customer to buy again. Naturally you want to eliminate every possible cause for complaint.

So, as recognized purchasing agent for your clientele, you choose a flour that at a fair price will perform its duties most acceptably in the kitchen.

But what guarantee have you that the standard will be maintained—except the integrity of the miller? Why not adopt as your own a flour branded with its own reputation, which has been making good since 1887, whose name is solidly established throughout the nation?

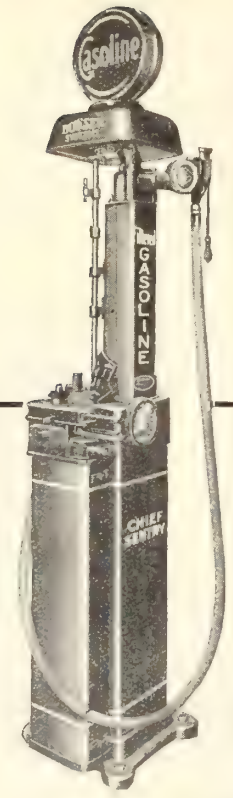
Why not make FIVE ROSES your "private brand?"

LAKE OF THE WOODS MILLING COMPANY, LIMITED
"The House of Character"
Offices in 16 Canadian Cities

Head Office
Montreal

Western Office
Winnipeg

FIVE ROSES FLOUR



Announcing The New BOWSER Piston Type Measuring Pump---Hand or Air-driven

The new Bowser Chief Sentry—the last word in good gasoline service—incorporates accuracy, speed, power drive, economy, separation of moisture from gasoline, safety, and, in addition, affords visibility of the flow of gasoline during service.

It has many new features in gasoline pump construction such as—dial indicators for both customer and operator, a tally bell which announces the completion of each gallon measurement—and a sight glass through which the customer sees the gasoline flowing into the hose and therefore knows that he is getting what he sees.

It is either hand or air driven. Hand crank can be attached instantly without removing air-driving mechanism. Pump is furnished with or without air-driving attachment as desired.

Write for booklet C-11 to-day. It tells how to speed up your gasoline service and build your profits bigger.

Bowser Equipment is
MADE IN CANADA
by
S. F. BOWSER & CO. LTD.
TORONTO CANADA

BOWSER
ESTABLISHED 1885
ACCURATE MEASURING PUMPS

BOWSER PRODUCTS
For Handling Gasoline and Oils Wherever Sold or Used

Filling Station Pumps and Tanks for Gasoline
Portable Tanks for Oil and Gasoline.
Storage and Measuring Outfits for Paint Oils, Kerosene and Lubricating Oils.
Carload Oil Storage Tanks.
Power Pumps.
Dry Cleaners' Underground Naptha Clarifying Systems.
Richardson-Phenix Oil Circulating and Filtering Systems and Force Feed Lubricators.

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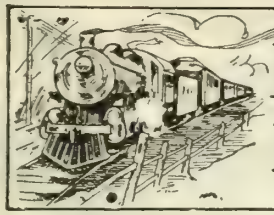

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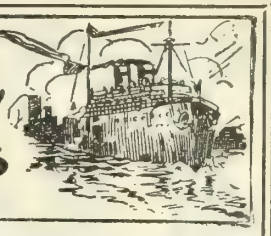
Latest Editorial Market News



TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
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Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

PASS IT ON

Do you pass your copy of Canadian Grocer on to your clerks and to your new friends in the trade?

Canadian Grocer will take them through the stores of dozens of successful merchants every week.

Markets, sales, advertising windows, the successful methods of hundreds of merchants reported for them.

Can you think of a more broadening influence and a more educative medium in which to get them interested.

The more your clerks know about the grocery business the more value they will be to you.

Pass Canadian Grocer on and if they want to subscribe, the price is $4.00 a year—(less than eight cents a week). Address

Canadian Grocer
153 University Avenue
TORONTO, CAN.

J. & J. Taylor's Safes for Sale

One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.
One J. & J. Taylor Safe, 18 inches deep, two feet 9 inches wide, four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 108, Canadian Grocer.
153 University Ave., Toronto

LARGE WALNUT CROP LIKELY

The walnut crop in California will be considerably larger than last year, as 62,000,000 pounds are expected, against 42,000,000 pounds in 1921. Both almonds and walnuts of the old crop are closely cleaned up. The nut market is quiet, as there is only limited trading in small lots to meet current consumption.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

TEA
Individual Tea Bags
Are Manufactured By
NOCK and COMPANY
110 CHURCH ST., TORONTO
We offer a complete service, including Tea Bags, Filling and Labelling Bags, and packing cartons.
Let us quote you.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers **TORONTO, Ont.**
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank Street

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

Sherer Sanitary Grocery Counters
70,000 merchants use and praise them.
Exclusive patented features and extra amount of brains built into these counters put them in a class by themselves.
They actually work for the owner 24 hours a day, 7 days a week.
Prompt and cheerful information from Dept. 57
SHERER-GILLETT COMPANY, LIMITED
Guelph - Ontario

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

FOR SALE—420 ACCOUNT McCASKEY ACcount register with pay in desk in centre, oak finish. Apply W. C. Green, Preston, Ont.

Good Sellers make business easy

BAKER'S
Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.

Registered Trade Mark

Made in Canada by

Walter Baker & Co. Limited
Dorchester, Mass. Montreal, Can.
Established 1780

The Canadian Grocer is Canada's Representative Grocery Publication

WANTED

WANTED—TO DISTRIBUTE YOUR GOODS for British Columbia. Line requiring warehouse preferred. Can devote whole time to right proposition. Ten years' experience, warehouse, office and road. Best references given. What offers? W. R. Palmer, 8310 Selkirk St., Vancouver, B. C.

TRAVELLERS TO SELL WELL-KNOWN Brand of Malt Extract in Nova Scotia, Prince Edward Island, Newfoundland and several good parts in Ontario. Good commission. Apply to Canadian Grocer, Southam Bldg., Montreal.

CLERK, MARRIED, 12 YEARS' EXPERIENCE in General Store. Have been manager for 10 years in the same store for groceries and hardware. Thoroughly understand buying. Am good stock keeper, not afraid of work. Available July 1st. Please state wages. Best of references. Am at present in New Brunswick. Box 204, Canadian Grocer, 153 University Ave., Toronto.

WANTED BY MARRIED MAN POSITION AS manager in general store or Grocery store. Can speak or write French and English, have 4 years' experience as clerk in one store and 8 years as manager. Reason for change—wishing to leave Northern Ontario. Salary required $1,800 per year. Apply Box 206, Canadian Grocer, 153 University Ave., Toronto, Ont.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

An Out-of-Town Grocer

who happened in between trains was surprised to see the volume of our sales.

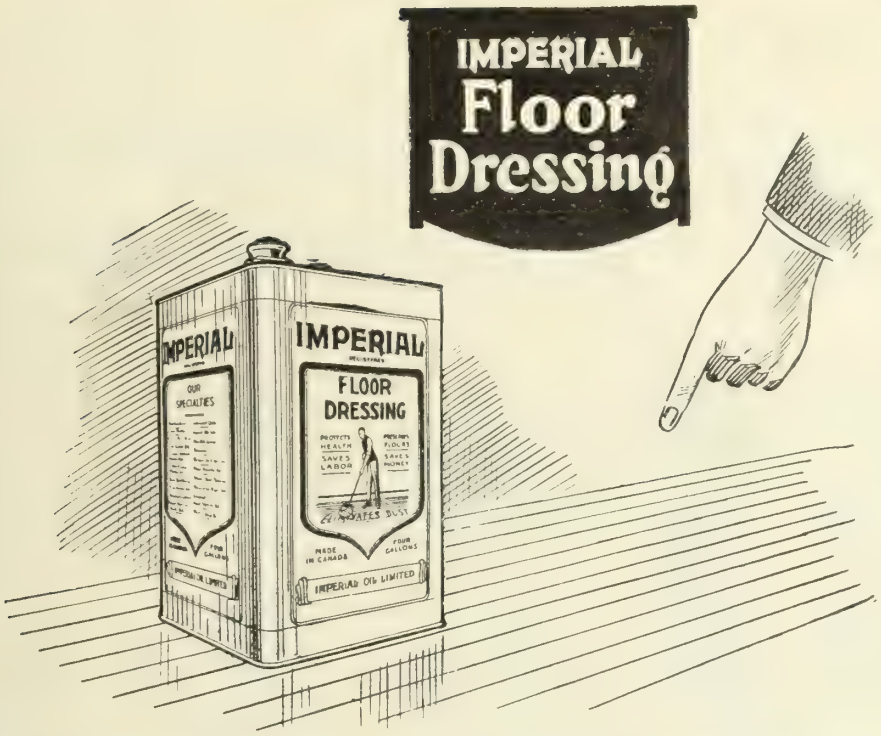
"What's your system?" he inquired. "I can't understand why biscuits aren't moving quicker at home."

The system of ours, he referred to, can be defined in one single word **—quality.**

We recommend with confidence every line we make and we are continually bringing out new and original lines, that we know will increase your sales.

If you are a stranger to TELFER BISCUITS look us up.

Telfer Biscuit Company, Ltd.
TORONTO, ONT.



Clean Floors - Clean Goods

You can't have one without the other. Imperial Floor Dressing keeps both clean at all times. It holds the dust to the floor, where it is easily swept up and removed without any of it rising and settling on your goods, your counters or your display shelves.

Imperial Floor Dressing will not gum or evaporate. It prevents cracking and checking, and is a sanitary, efficient preservative of wood, linoleum or oil cloth. One gallon will treat about 700 square feet of floor surface and one application will last for weeks.

Stores, where the floors are treated with Imperial Floor Dressing, always present the spick and span appearance that attracts discriminating customers. Use it and display it. There is a large, profitable market in your territory. Our salesman will be glad to tell you about it.

IMPERIAL OIL LIMITED

Canadian Company Canadian Capital
Canadian Workmen

To insure even distribution of Imperial Floor Dressing, use the Imperial Floor Oiler. It does the work quickly, easily and most economically.

We publish this announcement again in case you did not see it before!

NEW DAYTON SCALES CONTEST

$1000 in cash prizes to merchants and clerks

Come in and Win!

No entry fee! Nothing to pay! Turn your Ideas into Dollars!

Win a Nice Fat Cheque by a little Brain-work

THE record of the Dayton Automatic Scale has been a story of improvement after improvement. We've seen the Dayton grow, and we've told the story chapter by chapter as added features brought new time and money saving advantages to Canadian merchants.

Some of the most helpful opinions we have had on Dayton Service have come from merchants who use and know and live with the Dayton. Continually, our salesmen are hearing from satisfied Dayton users of new advantages attaching to the use of the Dayton, which had never come to our attention. We're always glad to hear and study the opinions of the merchant—in city, town or country. We regard these opinions highly. They're valuable to use—so valuable that we're willing and glad to PAY FOR THEM.

The present $1,000 Prize Contest will be in the nature of a Clearing House for the ideas of merchants and clerks. To make it worth your while to put down on paper a short statement of these ideas we are offering to distribute $1,000 in prizes.

You know the Dayton. You've seen it in action day after day. Just apply your experience and observations to this question which we give you to answer.

Here is the Question

If you were a Dayton Salesman what reasons would you advance to sell a Dayton Scale?

Here are the Prizes

2 Prizes for the best answers	$100 Each
4 Prizes for the next best answers	50 Each
10 Prizes for the next best answers	25 Each
10 Prizes for the next best answers	20 Each
15 Prizes for the next best answers	10 Each

This contest offers you a fine opportunity to try your hand on the writing of an advertisement—as we will be glad to have your reply in that form if you prefer it to a written article. The only restriction we impose is that statements shall contain no inaccuracies or exaggerations, expressed or implied.

SHARPEN YOUR PENCIL—YOUR WITS, TOO—BEGIN TO-DAY!

Here's the QUESTION Study it—we pay $1,000 for the best answers.

If you were a Dayton salesman what reasons would you advance to sell a Dayton Scale?

Rules of $1,000 Dayton Prize Contest

1. **Contest will be closed June 30, 1922.** No letter postmarked after that date will be accepted.
2. Write your replies on one side of paper only.
3. Contest is open to all merchants and clerks in Canada in stores wherein scales are used.
4. Each reply MUST bear the sender's name and address, and name of firm of which he or she is proprietor or employee. Should you be a prize winner this information is to be verified by someone representing that company.
5. You may send in as many replies as you wish.
6. A committee whose impartiality will be guaranteed by this Company will judge the replies and make the awards, such awards to be considered as final.
7. No employee of International Business Machines Co., Limited, will be eligible for the contest.
8. Address your Contest letters to Head Office (not to any branch) as follows:

International Business Machines Company, Limited

Contest Dept., 300 Campbell Avenue, Toronto

INTERNATIONAL BUSINESS MACHINES CO., Ltd.

Frank E. Mutton, Vice-President and General Manager. **Head Office and Factory**—300 Campbell Ave., Toronto.

THE DAYTON IS MADE IN CANADA

The Largest Circulation of any Trade Paper in Canada

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI. PUBLICATION OFFICE : TORONTO, ONT., JUNE 2, 1922 No. 22

"Anything else Madam?—
Would you like some O'Keefe's?"

It is easy to do a profitable business in Summer beverages when you feature O'Keefe's. The following are universal favorites and are always in demand in warm weather

IMPERIAL BREWS— Ale - Lager - Stout

CARBONATED BEVERAGES—Special Pale Dry Ginger Ale - Cola Ginger Beer - Sarsaparilla - Orangeade - Lemon Sour - Cream Soda Ginger Ale - Special Soda - Lemonade.

O'KEEFE'S TORONTO

PHONE MAIN 4202

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to anyone interested

FREE!

Each Package Surprises— All Contain Prizes

A FREE
5c Package of MINTEES with every 10c Package of this whirlwind Summer Seller

1922
KRACKLEY NUT

Three New Features

—PRIZE IN EVERY PACKAGE
—FREE 5c PACKAGE of MINTEES WITH EVERY 10c PACKAGE
—AIR-TIGHT CONTAINER

This popular package of 1922 **Krackley Nut** represents the best 10 cent value in Canada. Each absolutely air-tight package contains **a worth while prize, a most generous quantity of delicious popcorn and nuts and with every package your customers get a free 5c package of well known Mintees.** These three new features will mean unusually big profits this summer for merchants who sell this big favorite. For variety of prizes and value there is nothing in a ten cent line that can touch it. Don't delay order to-day from your jobber.

"JUST DANDY—BEATS CANDY"

O-PEE-CHEE COMPANY, LIMITED
London, Canada

"EAGLE BRAND" CONDENSED MILK
"ST. CHARLES" EVAPORATED MILK
MALTED MILK—SQUARE PACKAGES

Borden's

"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
"REINDEER" CONDENSED MILK

Bring the Campers and Picnickers to your store with a good display of

Vacation season always brings a brisk demand for Borden's St. Charles—the milk with the cream left in, Eagle Brand Condensed Milk, Reindeer Coffee and Reindeer Cocoa. Through their great convenience, economy and deliciousness these popular sellers have long been established as standard necessities in most every camper's kit and picnic hamper. Frequent window displays featuring their convenience for campers, picknickers, summer resorters, etc., will reward you handsomely for any extra efforts.

Borden's
MILK PRODUCTS

Ask your wholesaler for free Borden window displays, etc.

The Borden Co. Limited
The Leaders Since 1857
Montreal and Vancouver

A SIZE FOR EVERY NEED

MONTREAL *The Borden Co. Limited* VANCOUVER

A Brisk Selling Line

McCormick's Biscuits have established a reputation for bringing repeat business.

Their incomparable flavor has made friends everywhere and coupled with the fact that our Jersey Cream Sodas are made in our great, snow-white, sunshine factory, where cleanliness reigns supreme, they have a strong appeal to the public.

Always Fresh—
Always Crisp

Recommend McCormick's to Your Customers

McCormick Mfg. Co., Limited, London, Canada

Branches at: **Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, Port Arthur, St. John, N.B., Vancouver, Edmonton.**

ARE YOU READY?

THE weather, and the demand are right here for these two popular lines.

Don't allow your customers to go to the other fellow because you did not stock up in time.

"KKOVAH"

MANUFACTURED BY

SUTCLIFFE & BINGHAM, LIMITED

TORONTO, ONT. and MANCHESTER, ENG.

• • • • •

Canadian Distributors:

LANGLEY, HARRIS & COMPANY, LIMITED

WINNIPEG MONTREAL TORONTO

As First Urged By EDDY Over A Year Ago–

The Government Reduces Tax On Small Boxes of Matches!

The new Government Budget reduces the tax on all boxes containing less than 100 matches.

For example, on a box similar to the Eddy Safety and the Eddy Sesqui, each containing approximately 50 matches, the tax is reduced from one cent to half-a-cent, or $7.20 per ten-gross case.

The many smokers and other consumers who find the small boxes of Eddy's so convenient will, therefore, benefit by this reduction in tax on these boxes.

Always everywhere in Canada ask for Eddy's Matches.

Look for the name on the box.

EDDY'S MATCHES

The E. B. Eddy Co. Limited, Hull, Canada

BRANCHES AT MONTREAL, TORONTO, HALIFAX & LONDON, ONT.

Agents :

Schofield Paper Co., Limited, St. John, N.B.
Jos. Emond, 2 and 4 St. Joseph St., Quebec.
J. Lumley, Ottawa.
J. E. McEathron, Brockville.
T. H. Stewart, Kingston.
Alfred Powis & Son, Hamilton.
Tees & Persse, Limited, Port Arthur, Fort William, Winnipeg, Regina, Moose Jaw, Saskatoon.
Tees & Persse of Alberta, Limited, Calgary and Edmonton.
Mitchell Bros., Victoria and Vancouver.

And the West singeth to the East its praises

OLDS, ALTA.

Mr. John Coates, manager of the U.F.A. store in Olds, Alta., is recognized by the wholesale grocers as being one of the smartest retail grocery managers in the business. He caters to the needs of his customers, sells only quality lines, keeps his stocks up-to-date and incidentally has placed his store among those of the Association showing the lowest operating cost.

He knows the flavor and quality of KILTIE Pink Salmon and one of his recent purchases included ten cases of it. Apart from its exceptionally nice flavor he recommends it to his customers because he knows they are getting the fullest value for their money.

OUTLOOK, SASK.

The town of Outlook, Sask., is a C.P.R. divisional point on the Moose Jaw-Macklin line.

Mr. C. P. Pring, manager of the Outlook fish store, sold a lot of KILTIE Pink Salmon last fall. He had never tried our KILTIE Pink Salmon until he saw a comparison made between it and a popular sockeye salmon. He liked the flavor of the KILTIE Pink Salmon much better. One of his customers, a C.P.R. man, came in and after trying both fish and being informed the price of KILTIE Pink Salmon was about one-third that he usually paid for other good quality salmon, immediately placed an order for half a case of KILTIE Salmon. He remarked he had not been buying much canned salmon nowadays as he had been under the impression all of the best flavored salmon was always the most expensive.

KELOWNA, B.C.

The McKenzie Co., Ltd., Kelowna, B.C., in the heart of the fruit-growing district in the Okanagan, cater to customers that demand the very best in everything and Mr. McKenzie certainly supplies their every need by handling quality lines that stand the test of discriminating people.

He opened a tin of KILTIE Pink Salmon and was so pleased with the flavor, color and firmness of the contents, he asked all of his clerks to see it and taste it. They found it one of the nicest they had ever tried and remarked they would certainly be able to recommend it to all of their customers.

CUT-KNIFE, SASK.

Mr. Paul Margot, of Cut-knife, Sask., one of the best bakers in that country, carries a very complete line of groceries and confectionery. He is a very busy man but always finds a few minutes for travellers, which makes him a very popular fellow with them. He saw a comparison made between KILTIE Salmon and a good quality red spring salmon. He much preferred the flavor of the KILTIE Pink Salmon. He is in a district where there is a lot of salmon sold every year and is now making new friends by being able to sell one of the nicest flavored salmon in larger quantities and at a cheaper price than he formerly did.

SASKATOON, SASK.

Mr. Hall, the manager of the grocery department in the new Hudson's Bay store, which was recently purchased from Messrs. J. F. Cairns, Ltd., of Saskatoon, is another enterprising merchant that is exceptionally well pleased with his sale of KILTIE Salmon.

When a man with the acknowledged experience of Mr. Hall makes the remark that if all of his staple lines sold as well and gave as much satisfaction as KILTIE Salmon, he would be very much pleased, it once again bears out our assertion that you will also be adding a quality paying line when you stock KILTIE Salmon.

The arrangements of the attractive displays of fresh fruits, meats and quality groceries handled and sold by Mr. Hall's competent staff of salesmen places this large store among the best in the province.

BROADVIEW, SASK.

If you are ever in the town of Broadview, Sask., and have a few minutes to spare, your time would be well spent if you would go into the store of Messrs. A. R. Colquhoun & Son. It is a large general store and the first thing that would impress you is the absolute absence of partitions. You can stand at the grocery counter or at any of the other departments and see every line of merchandise that is handled. The center section has bevelled plate glass show cases placed in the most efficient positions, set fairly low, which enables you to see at a glance every department in the store. You will certainly be impressed and obtain some new ideas as to interior arrangements and original ways of displaying merchandise.

Mr. Roy Jay, the manager of the grocery department, has built up a wonderful grocery business by handling quality goods that move quickly. He is very proud of his record sales of KILTIE Pink Salmon. During a sale he put on last fall he sold it by the dozen and by the case and finds it has given such satisfaction he has a good winter trade on it. Incidentally he finds all goods the packers are proud enough to advertise are his best sellers. The town of Broadview is proud of its curling accomplishments and Mr. Jay is one of the best and most enthusiastic "skips" there.

ESTERHAZY, SASK.

F. A. Clements, Esterhazy, Sask., has the largest general store on the Kirkella branch. It is a comparatively new store built of brick and cement, has large show windows, polished hardwood floors, counters and shelves throughout and kept immaculately clean.

This firm is also one of the biggest fruit distributors, buying as much as a carload of fresh fruit at a time.

They are situated in a district where there is a lot of good quality canned salmon consumed. KILTIE Salmon was soon added to their stocks and they now have a bigger demand for it than any other salmon.

HIGH RIVER, ALTA.

The High River Co-operative Lumber Association added a quality line of groceries to their already large stock of other merchandise. The manager is working up an exceptionally good trade with the town people and farmers of that district.

He is a very enterprising fellow and handles quality lines only. Lines that give the most value for the money expended. He tried KILTIE Salmon before he made his salmon purchases and found it such excellent flavor he has bought no other pink salmon but KILTIE and is finding the sale of it very profitable and satisfactory.

The above cut requires only modest space, and we will be pleased to mail one to any merchant whose policy it is to brighten up his newspaper copy and handbills with illustrations of the lines he is featuring.

CALIFORNIA PRUNE AND APRICOT GROWERS INC.
699 MARKET STREET, SAN JOSE, CALIFORNIA

If "Profits in Prunes" by Paul Findlay is everything you say it is, I certainly want [how many?] copies for myself and clerks. I want to get straight, once and for all, this troublesome question of margins—not only for prunes but for everything else in my store. So send the books along—we'll be more than glad to study the principles and price-tables and profit by them.

NAME _____

STREET _____

CITY _____

Profits in prunes

depend on right buying right margins right selling SUNSWEET

California's Nature-Flavored

prunes

Sainsbury Brothers

Canadian Representatives

Do you know how to figure margins correctly? Why margins must be based on the *selling price* and not the cost? When it pays to buy quantities? How to avoid the pitfalls of speculation? Would you like to have at your elbow a system that tells you *instantly* how to price merchandise on any margin from 20% to 30%? Then send for "Profits in Prunes." Mail the coupon now—it's free!

Eureka Refrigerators vs. Hot Weather

Eureka Refrigerators and hot weather always work together, for the hotter the weather, the more you need a Eureka; and the hotter the weather, the better the Eureka will work and save your perishable foods.

Don't let this summer pass with your old ice box. If you do you will pay money out for perishable foods which need perfect refrigeration and you will also pay out money for ice, which when put into a faulty refrigerator will not give you value for your money. So therefore you are spending it for nothing.

It is real economy to purchase a Eureka Refrigerator—they are patented and fully guaranteed.

Write for free literature and prices

Eureka Refrigerator Co., Limited

Head Office and Factories:
OWEN SOUND, ONTARIO

Order

STICKNEY & POOR'S CREAM TARTAR

Today

Uniform Reliable

Pure Wholesome

For Good Old Fashioned Cream of Tartar Biscuits

Stickney & Poor's Cream of Tartar Is the Best

Keep a good stock on hand so that when your customers call for it you will not disappoint them.

Your co-operating servant,
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century old Century honored 1922
HALIFAX
Mustard Spices Seasonings

Sun-Maid's Fame

Marks *Quality* Leadership in Raisins

The widely advertised quality of Sun-Maid Raisins is responsible for their world leadership.

Millions of women—homekeepers—and hundreds of thousands of merchants the world over know the Sun-Maid package, and the excellent raisins it contains.

Sun-Maid quality is recognized everywhere. Its standard, merchants say, enables them to sell more raisins than they have ever sold before.

Advertising in Canadian magazines, newspapers and on billboards creates the demand you enjoy from Sun-Maids. Window displays, and other helps which are a part of our service to you, turn this profitable trade into your store.

Communicate with the branch office nearest you. Learn the facilities we have for serving you.

Sell Sun-Maids—see raisin sales and raisin profits increase.

SUN-MAID RAISINS

Seeded Seedless Clusters

Made from finest California table grapes

SUN-MAID RAISIN GROWERS OF CANADA, LTD.

400 McKinnon Bldg., Toronto, Ont.
137 McGill Street, Montreal, Que.
409 Standard Bank Bldg., Vancouver, B.C.
702 Confederation Life Bldg., Winnipeg, Man.
25 Tramway Bldg., Halifax, N.S.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers' Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

The J. T. COX Commission Agency
Winnipeg
Tea and Coffee Our Specialty
Also representatives for
FIELD & CO.
Fruit Merchants London, England
"Turban" Brand specialties

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

Tell the Advertiser
where you saw
his Ad.

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

Offer Their Principals

A Successful Sales Organization

Exceptional Warehouse Accommodation
For Storage and Unloading

The Service of a Strong, Successful Organization

THE NATIONAL BROKERS

HEAD OFFICE:
WINNIPEG, MAN.

Branches; Regina, Saskatoon, Edmonton, Calgary, Vancouver, Fort William, Montreal
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

Walter Woods Limited

WILLOW CLOTHES BASKETS

Hamilton - and - Winnipeg

½ million buyers see an advertisement similar to this every week. Display the Tea.
The Codville Company Ltd.

5

WHEN A WISE SHIPPER CHARTERS A SHIP

HE LOOKS UP LLOYDS' REGISTER

MANUFACTURERS:

Our business is built on a foundation of

RELIABILITY - EXPERIENCE AND FINANCIAL STABILITY

Enquire about our **Storage and Distribution Service**

INSURANCE RATE 30c

We operate a large fleet of motor trucks, as well as team service

The City Dray Co., Limited

Frost and Wood Building
Cor. Pacific and Princess Streets

Track P. 18 **WINNIPEG**

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Personal Marketing Service

The **"House of Scott-Bathgate"** offers manufacturers who are desirous of successfully placing their products in the rich Western field a personal selling organization with an 18-year-old reputation for producing big results.

We have successfully placed such products as Christie's Biscuits, Robertson's Confectionery and Hungerford & Smith's Fountain Supplies and we can do the same for yours. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

Cane's Pencils, extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.

Newmarket, Ontario

HAIL PROHIBITION!

Prohibition should be thanked for a real reform. A reform which has resulted in a vast increase in the amount of really good beer produced.

Beer, such as people are now making for themselves, is so good, and so much purer and better than the old commercial stuff, that millions who never cared for it before are now drinking it—greatly to their own benefit.

Formerly you had to walk a mile to get a really good glass of beer or ale.

Now you can have the very best in your own home. Home-brewed beer or ale is purer and more wholesome than anything that could be bought formerly. The dealer who gives his customers what they want and the best products obtainable is rewarded with a firmly established business and good profits.

If your customer asks for a pure, unadulterated, high-power malt, and fresh imported hops, sell him **"Cream of Malt."**

CANADA'S SUPREME MALT

CANADIAN MALT EXTRACT CO.

16 Pearl Street, Toronto, Ont.

Tel. Adelaide 3304.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West, TORONTO.

Merchandise Brokers — Manufacturers' Agents
WE COVER LOGGIE, SONS & CO. CANADA
32 Front TORONTO — St. West CANADA

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

J. R. Wilson & Company
BROKERS
EXPORTERS IMPORTERS
Dried Fruits--Food Products
27 Wellington Street, East
TORONTO, CANADA

F. S. JARVIS & CO.
18 Toronto St. Toronto
MANUFACTURERS' AGENTS
Specializing in all Lines of Food Products

E. N. & W. E. SOPER
Manufacturers' Agents and Commission Brokers
63 SPARKS ST., OTTAWA.
Warehouse and Distributing.
Efficient Sales Staff.
Detail Work.
Service our Specialty.

R. C. Blackburn & Co.
MANUFACTURERS' AGENTS AND MERCHANDISE BROKERS
60 Front St. West
TORONTO

CLASSIFIED ADVERTISING

MR. MOORBY, of Newmarket, who ran a small Advertisement on price tickets, writes:
"The last advertisement you inserted for me more than paid for itself."

Do you need a clerk?
Do you need a salesman?
Do you need a bookkeeper?
Do you want a position?
Do you want to buy a business?
Do you want to sell a business?
Do you want to change your present position?

Any of these needs can be supplied if you go about it the right way. The cost is so small—only 3 cents per word for the first insertion—2 cents per word for each subsequent insertion—5 cents extra per insertion for replies to be placed under box number.

PAYABLE IN ADVANCE.

CANADIAN GROCER - 143 University Ave., TORONTO.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
17 ST. PAUL EAST — MONTREAL

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL.

J Russell-Murray Co., Limited
IMPORTERS
RICE: American, Patna, Siam, Rangoon,
MOLASSES, SPICE, JAMAICA GINGER, Granada Nutmegs, Pepper, Cassia, and all Tropical Products.
20 St Nicholas Street — Montreal

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL
Established 1876
Telephone Main 1581

LANGLOIS LIMITEE LIMITED
Wholesale Grocers & Manufacturers' Agents
Importers Teas & Coffees
SPECIALTY: FLOUR & GRAIN
113 Rue St-Paul, Quebec
We Solicit Your Representation

This Space is Yours for $2.20 on Yearly Order

Make a good article, Advertise it, keep your promises, keep on Advertising, deliver the goods, keep on Advertising—and you will get the business.

Made in Canada
FLY TERROR

After years of experimenting, we have succeeded in manufacturing a product that will positively keep **Flies, Mosquitoes, etc.,** away.

This preparation is in great demand by Hunters, Campers, Tourists, Fishermen, Surveyors' etc.

Order your supply NOW for the Spring and Summer Trade. A Big Seller—Showing a nice Profit.

Representatives Wanted

THE FLY TERROR MFG., "Regd."
7 NOTRE DAME SQUARE — QUEBEC

CHICKEN HADDIES
are big Sellers during the Warm Weather
Sells at a Popular Price with good Profits

CHICKEN HADDIES REGISTERED

CHICKEN HADDIES
are Popular with Campers
AND
Picnic Parties
Already cooked, can be eaten Hot or Cold

THE MARITIME FISH CORPORATION, St. Nicholas Street, **MONTREAL**

CHRISTIE'S

[New "A" Size]

Display Cartons for Summer Trade

¶ These handy "moisture-proof" cartons will especially appeal to campers, picnickers, and summer resorters.

Each attractive carton contains a popular variety of well-known "Christie" quality biscuits packed in a way that prevents breakages and keeps them always fresh, crisp and delicious.

A good supply of these handy Summer Sellers well displayed during vacation season will bring you exceptionally good profits. Order your supply today — then put in a display.

¶ ***For 72 years Christie's have been originators of high-grade biscuit specialties. Any line that bears the Christie stamp has complied with the most severe test and is genuine.***

"BISCUIT QUALITY"

The following popular lines packed in this new "A" size display carton.

"Virginia"
"Arrowroot"
"Arrowroot
"Wafers"
"Lemon"
"High Tea"
"Wedding"
"Fruit Drops"
"Fig Bar"
"Vanilla Wafers"

CHRISTIE, BROWN & CO.

Limited

TORONTO, CANADA

THE significant slogan "Toledo Scales — No Springs — Honest Weight" is not a happy phrase coined for mere advertising purposes. It is the identifying mark of a superior weighing machine and belongs on Toledo Scales as rightly as "Sterling" belongs on silver.

Your customers know that just as they depend on your buying judgment for the quality of your goods so do they trust the unfailing accuracy of your Toledo Scales which guarantee a square deal on both sides of the counter.

This is why merchants everywhere are displaying the sign of Honest Weight telling their customers of the advantage of trading with these particular stores.

This sign gives these merchants the full benefit of the favourable public opinion which Toledo Scales and their reputation for unfailing accuracy have built up. It lets everyone who enters your store know that their interests were considered when you installed Toledo Scales.

The sign itself is a distinctive addition to the equipment of the finest store. Ask us to tell you what it has done for others—and will do for you.

Canadian Toledo Scale Company, Ltd.

Factory: Windsor, Ontario

Halifax, St. John, Quebec, Montreal, Ottawa, Toronto, Winnipeg, Calgary, Vancouver

TOLEDO SCALES

NO SPRINGS—HONEST WEIGHT

Kolacafé

REGD.

The Coffee with Character

If your Wholesale grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.

THE BEST IN 1750 STILL LEADING

PURNELL'S

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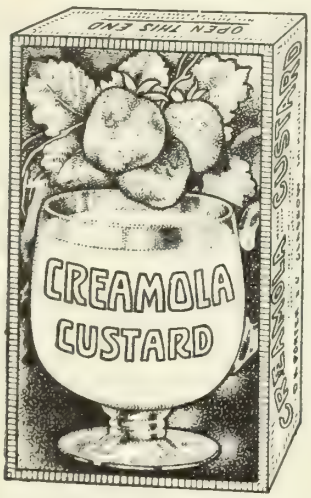

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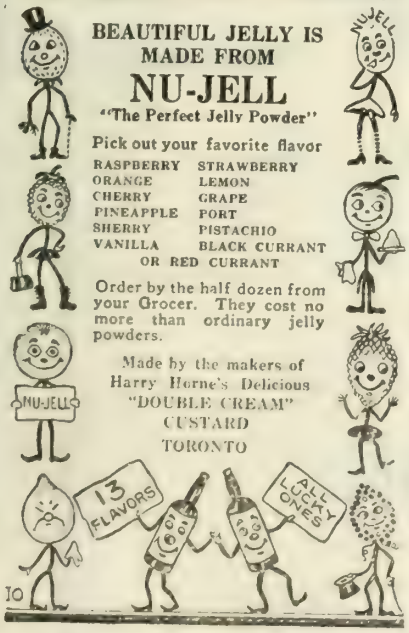

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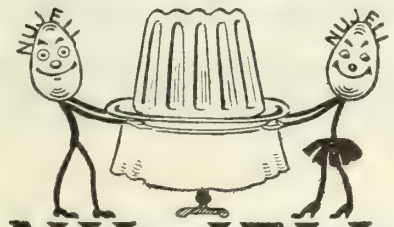

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NU-JELL (The Perfect Jelly) is made in Green Shade with the delicate flavor of Almond. This variety is called PISTACHIO.

It is very pretty and appropriate for table decoration. There are 12 other varieties in all different fruit shades and flavors.

Order NU-JELL by the half dozen from best Grocers. It costs no more than ordinary jelly powders.

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NU-JELL
"THE PERFECT JELLY POWDER"

Port and Sherry

were familiar names, and are now again becoming popular in
NU-JELL "The Perfect Jelly Powder"

This delicious Jelly is made in Port and Sherry Flavors, as well as 11 other flavors.

NU-JELL IS THE GREATEST DESSERT DELIGHT THAT EVER GLORIFIED A PLAIN MEAL.

Order it by the dozen in assorted flavors from your Grocer. It costs no more than ordinary jelly powders.

NU-JELL — IS — A — WONDER

Every Package Sold in Your Store, Makes the Phone Ring for 6 More

Somebody is Reaping Profits

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Judging from repeat orders that we receive from dealers all over Canada, there is profitable business for dealers who handle

ROBINSON'S "PATENT" BARLEY

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CAREFUL ATTENTION TO RELIABLE AGENCIES

Representing
ARNOLD DORR & CO.,
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To Manufacturers of reliable lines:

We can give you the same satisfactory results others have received from us for over twenty years.

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Get in touch with us.

Representing
GEO. PAYNE & CO., Ltd.,
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Peanuts.

CANADIAN GROCER

Vol. XXXVI TORONTO, JUNE 2, 1922 No. 22

How New Taxation Affects Groceries

Little Objection is Heard to the Increase of 50 Per Cent. in the Sales Tax, Some Opinions Asserting That it Will be More Easily Collected Now—Look Upon Tax on Cheques as Being Rather Heavy—Many Phases of Budget Are Discussed

AN increase of fifty per cent. in the sales tax, as announced by the Hon. W. S. Fielding, Minister of Finance, last week, is not meeting with any pronounced opposition on the part of the trade. Opinion generally expressed appears to be that the sales tax is as easy a method of securing money as any, and as long as the retailer is not made the collector, in the majority of instances, at any rate, there is no objection to it.

J. A. Banfield, Dominion president of the Retail Merchants' Association of Canada commenting on the sales tax stated that it was all right provided the government guarded against it being made too burdensome. "We believe in the sales tax as long as they don't ask the retailers to collect it," he remarked. "We don't want to be tax collectors.

We do not mind assuming our portion of the burden and doing our share of the work but we do not want to be placed in the position of having to sell a tax in addition to our merchandise. So long as the tax is raised through the manufacturer or the importer and passed along to the wholesaler, the retailer and the public, it will be all right."

Better Chance of Collecting It

E. M. Trowern, Dominion secretary of the Retail Merchants' Association expressed the opinion that retail merchants generally approved of the budget as far as the sales tax is concerned. "It is in line with their advocacy. It will give more revenue to the country, and if confined to the manufacturer and the wholesaler, there is no objection to the tax. Under the new increase the retail price to the customer would have to be advanced. The retailer I believe will have a better chance of collecting the sales tax now with the increase."

W. C. Miller, secretary of the Retail Merchants' Association for Ontario, did not think that retailers as a whole had any particular objection to the sales tax nor the increase in it. "As the tax is collected at the source and passed on through the various distributing channels, the taxes must be absorbed in the costs, and reckoned in the selling prices to the consumer. However, the tax is undoubtedly in many cases difficult to collect by adding to the retail price, and dealers have to bear it out of their own profits."

This Grocer Disapproves

"A grocer in Eastern Ontario just this week," wrote me, remarked Mr. Miller, "protesting against the sales tax." Commenting on the Government's action he said:—

"The Government has seen fit to not only continue the sales tax adopted by the last Government but to increase it 50%. Now I do not see why the retail merchants as a class should be singled out for extra taxes and the farmer for instance, get reduced taxes. This is very unfair. Why should we be discriminated against? It is hard enough to make ends meet in the grocery business without these extra taxes. Why should the Government not have the manufacturer pay the entire tax of five per cent. or whatever they require for revenue? It then could be included in the cost of their goods. In this way we could adjust our profits. While as it is now, it simply comes out of the retailer's pocket as it cannot be passed along to the consumer. I hope the Retail Merchants' Association will protest very vigorously and have it changed if possible.

"I am very much surprised that they continued such a tax and increased it, as well as continuing the Income Tax Law, both of which made the last government so unpopular, and had a great deal to do towards defeating it.

WHAT THE BUDGET DID

Increased the sales tax 50 per cent. On all sales and deliveries by Canadian manufacturers or producers, and wholesalers and jobbers, the tax is now 2¼ per cent., and the tax on the duty paid value of goods imported is 3¾ per cent. In the case of sales by manufacturers or producers direct to retailers and consumers, the tax now payable is 4½ per cent. and on goods imported by retailers or consumers the excise tax payable is 6 per cent. on the duty paid value.

Lowered the British preferential tariff on raw and refined sugars produced in the British colonies. Imposed a tax of 25c per 100 lbs. on all sugar produced from beets in Canada, testing over 46 degrees and not exceeding 75 degrees of polarization, and for each additional degree over 75 degrees, per 100 lbs. 1c. This tax is not payable on exports.

Reduced preferential rates of duty on cocoa. Sweetened cocoa is lowered ½c per lb., cocoa in powdered form is reduced 5 per cent. and cocoa preparations are reduced 2½ per cent.

Increased the excise tax on cigars and cigarettes.

Levied a tax of 10c per gallon on beverages, unfermented fruit juices and imitations thereof, carbonated beverages or aerated waters, and all other compounded or mixed soft drinks.

Confectionery which may be classed as candy or a substitute for candy is taxed 5 per cent.

Increased the tax on cheques in amounts exceeding $50. For every additional $50 or fraction thereof, a tax of 2c is now levied.

Reduced tax on boxes of matches containing less than 100 matches. The new tax is ½c per box. The former tax was 1c. The tax on boxes containing less than 30 matches is ¼c per box.

The exemption for income tax should be at least $2,500 for a married man. It is alright to tax the man with a large income, but a man who is struggling as the retail grocer, should have about $2,500 exempted. I don't think very many retailers in the past few years could clear any more than $2,000, and would do well to clear that amount under the conditions that existed."

Cheque Tax a Heavy One

"I don't think the wholesale grocers have any serious complaint against the budget," A. C. Pyke, secretary of the Canadian Wholesale Grocers' Association told a representative of Canadian Grocer. "We would have liked to have seen the tax collected at the source, but this I believe is not practical in a great many instances. If it cannot be collected at the source, for the reason that is stated, namely that the source in a good many articles is hard to determine, we prefer to have it collected as it has been from its inception.

"The tax on cheques, I think is a fairly stiff imposition. The payment of an additional two cents for every fifty dollars or fraction thereof, over fifty dollars, will amount to a very considerable item in the conduct of most businesses."

Discussing the new tax on cheques, Hugh Blain, of Eby-Blain Co., wholesale grocers, declared that four cents on a cheque for one hundred dollars is a heavy tax. "It is too heavy for business to bear," he added. "I remember some years ago we had a tax on cheques on a sliding scale, but it was not nearly so heavy as this one." Mr. Blain expressed the view that the increase of 50 per cent. on the sales tax would overcome the benefit to the consumer of the reduction of 2½ per cent. in duties on certain commodities.

Thinks Taxes Very Reasonable

A. Bogart, manager of the grocery department of the Robt. Simpson Co., Toronto, looked upon the new taxes as very reasonable. He did not think the increase in the sales tax would affect prices to the extent of hampering trade. "It will mean a little more here and there to the retail prices," he remarked. "In the matter of imports the retailer now must pay six per cent. sales tax, and of course it must mean a little higher quotation to the consumer. The tax of 5 per cent. on candy with the sales tax really means a tax of 9½ per cent. on this commodity, but in the collection of this tax the small manufacturer making candy should also be made to pay it."

Mr. Bogart thought that the tax of one per cent. on bank circulation was a move in the right direction. The increased taxation on cheques might result in more payments being made in cash.

Duty on Original Price of Tea

C. T. Wolfe, manager of the grocery department in the T. Eaton Co., Toronto, commented upon the amendment to the customs act in regard to tea. This amendment provides that in computing the duty paid value of tea purchased in bond in the United Kingdom, the amount of the customs duty payable on tea for consumption in the United Kingdom, shall not be included in the value of such tea for purposes of affixing the Canadian sales tax. As was pointed out, a Canadian tea importer buying tea from Colombo for example, has it shipped through London. Supposing by way of illustration that the price of tea in Colombo is 22 cents per pound, the duty in England is 6d making the cost of tea 34c per lb. Under the new amendment the Canadian sales tax which to the retailer importing direct is now 6 per cent. is levied on the value of the tea less the duty paid in England, or as in this example on 22 cents instead of 38 cents.

In regard to the reduction of the British Preferential Tariff on sugar, Mr. Wolfe could not see that it would make any difference as far as the price of sugar is concerned. As to beet sugar the consumption of the same is comparatively light, and he did not look for any material effect on prices as a result of the tax of 49 cents per hundred pounds. As to the increase in the sales tax, it will now be harder for some firms to overlook it. The tendency on the part of some concerns has been to pass it up forgetting to include it in the price of the article. This will not be so easy now with the increase.

Must Add to Cost of Doing Business

"That cheque tax is a pretty heavy one," commented George Barron, of R. Barron, Ltd., retail grocers, Yonge Street, Toronto, in discussing the budget. "That undoubtedly will add considerable expense, and it will have to be included in the cost of doing business. The grocer who is sending out a number of cheques each month will certainly feel it, and it will have to be included in his list of expenses."

Discussing the repeal of the amendment made to the Customs Act last year, particularly in regard to the valuation for customs purposes of foreign currencies, Mr. Barron stated that as far as his firm was concerned, most imports came from England and France. The removal of this clause would not make much difference at the present time, since the value of the pound is practically par, and the franc too is worth more than it was a year ago. The tax on soft drinks coming at the beginning of the busy season would certainly be felt, and would amount to more than 10 cents on a case of one dozen pints.

Further Exemptions

Articles of food that are exempt from the sales tax are extended this year to include rolled wheat, buckwheat meal, pea meal, and salt.

Fewer Cheques and More Cash Will Be Used in the Payment of Accounts

Additional Tax on Cheques Appears to be Unpopular—Wholesaler Declares the Extra Tax is a Real Burden—New Regulation Comes Into Effect July 1

TORONTO, May 31.—The provision in the Budget which calls for an additional tax on bank cheques, is an unpopular change and has been the outstanding topic for discussion among business men since the Budget came down.

All cheques under $50 will continue to bear the 2c. tax but every additional $50 or fraction thereof will bear an additional 2c. Manufacturers, wholesalers and retailers claim that this is a burden which they should not be called upon to shoulder, and in the opinion of some it will not work out to the extent that the Hon. Mr. Fielding, Minister of Finance, anticipates.

"The additional tax on cheques," stated one manufacturer to Canadian Grocer representative, "will mean that there will be fewer cheques and more cash used in the payment of accounts. The smaller merchant will be inclined to pay his bills in cash, instead of through the banks. Accounts that run between $50 and $100 will probably be paid with a cheque for $50 and the balance in cash. It will simply mean that business will be conducted more with actual cash and will result in less money in the banks."

"The extra tax on cheques is a real burden to the already over-burdened business man," said one wholesaler. "It means that in many instances the same money transaction will carry the tax two or three times. Business men will also bank less money and pay more accounts in cash."

Unworkable says Bank Official

"It looks to me to be very unworkable at present," said Sir John Aird, vice-president and general manager of the Canadian Bank of Commerce and second vice-president of the Canadian Bankers' Association. "Here's a man who issues a cheque for $1,000. He has to put on forty cents worth of stamps. There would not be much of the cheque left before he got through. It will be necessary for the government to issue new denominations of stamps, say twenety, forty cents, etc."

Sir John intimated the effect of the law might be to split payments and added: "People instead of depositing cash in the bank will keep it in the till and pay their accounts in cash."

Will Have no Effect on Prices of Sugar

Change in the Tariff as to Raw Sugar Above Number 16 Dutch Standard in Colour and All Refined Sugar is Unimportant for the Reason That There is Very Little Imported Into Canada—Beet Sugar Made in Canada is Taxed 49 Cents Per Cwt.

WHEN THE new 1922 Budget was first announced, some of the daily papers predicted that the reduction in the British preference on sugar should tend to lower sugar prices.

A careful study of the sugar item that the Finance Minister has changed will show that it will have no effect upon prices of sugar to the general public and very little effect if any at all on the quantity imported. The only item on which the change in tariff was made, was on sugar above No. 16 Dutch Standard in color and all refined sugar when not exceeding 88 degrees of polarization. The former preferential tariff was $1.50 per cwt. and this has been reduced to $1.33.

Will Not Lower Prices

There has been very little raw sugar above No. 16 Dutch Standard imported into Canada and during the past year we imported only about 5,000 pounds of refined sugar altogether. The change in the tariff does not affect the raw sugar imported by Canadian refiners of cane in any way.

The tariff on sugar changes with the polarization. Our refiners bring in raw sugar on which is paid a duty of about .85c. under the British preferential tariff and $1.69 under the general tariff. Most of our sugar comes in under the general tariff. For instance the total imports of raw sugar for the 11 months ending February 1922, were 18,773,497 lbs., of which nearly 13,000,000 lbs. came through United States ports, particularly from Cuba and the Phillipines, leaving a balance of less than 6,000,000 lbs. from British sources.

It will be seen from the above that the change in the tariff will not affect prices of sugar refined in Canada to the trade and the general public and that there will be little effect on sugar of any kind as only one item has been changed.

The placing of an Excise Tax of 49 cents per cwt. on beet sugar made in Canada is creating a great deal of interest among the trade. Just what effect it will have on prices in the future remains to be seen. Naturally however it will have a tendency to lessen the difference in price between sugar made from beets and that made by the exclusive cane refiners. The company that is responsible for practically the entire production of beet sugar in Canada, also refines cane sugar. In fact their plant only works from three to four months on the beets and the balance of the time on the cane. The Finance Minister has evidently taken it for granted that the beet sugar refiners have been making too much profit and so he added the excise tax. If such is the case and if he is correct these refiners would either have to take less profit or increase their price. The vice-president of the Dominion Sugar Company is quoted as saying that this tax will put their company out of business. He states he was hoping that the situation which was already difficult with his firm would be adjusted and that his company was not consulted about the matter at all.

Farmers who grow sugar beets for sugar making purposes are paid in accordance with the sugar content of their beets and the ruling price of sugar. Just what effect the tax will have upon the quantity of beets grown and the price to the farmer remains to be seen.

Let All Income Taxes Be Collected By Municipalities

In the resolutions that were passed by the Ontario grocers in convention recently the income tax and the prevalent freight rates occupied the attention of the delegates for some time, it being stated in connection with the former that if, as rumored, the province adopted a system of taxation upon incomes, the retail merchant would be compelled to pay three separate income taxes. It was the recommendation of the convention that all income taxes be collected by municipalities, and that the required amounts be paid by them to the Dominion and provincial treasuries. General indignation with the rates on the transportation of merchandise was expressed, and a motion was passed requesting representation on the Railway Board.

Among other resolutions passed by the convention were: that licenses to hawkers and peddlers be restricted; that retail prices should not be fixed by the manufacturers without consultation with the Retailers' Association; that application of the eight-hour day to the retail business should be made by the Dominion Committee; that in view of the increase in theft and burglary, representations should be made to the proper authorities; that prosecution of all cases of fraudulent advertising should be made by the Dominion Committee; that the holding of lotteries and guessing contests in an effort to sell merchandise should be discouraged by all reputable merchants.

New Tariff Rates in These Commodities

CHANGES in the tariff affect cocoa, sugar and cigars and cigarettes, lines in which the grocery trade is especially interested. The new rates of duty under the respective tariffs are as follows:

	British Pref. Tariff	Intermed. Tariff	General Tariff
20—Cocoa paste or liquor and chocolate paste or liquor not sweetened, in blocks or cakes, per lb.	3 cents	4 cents	5 cents
21—Cocoa paste or liquor and chocolate paste or liquor, sweetened, in blocks or cakes not less than two lbs in weight, per pound	4 cents	4½ cents	5½ cents
22—Preparations of cocoa or chocolate in powder form	22½p.c.	27½p.c.	35p.c.
23—Preparations of cocoa or chocolate n.o.p. and confectionery coated with or containing chocolate the weight of the wrappings and cartons to be included in the weight for duty, per pound	1½ cents	1½ cents	1½ cents
and	20 p.c.	27½ p.c.	35 p.c.
134—All sugar above number 16 Dutch Standard in color, and all refined sugars of whatever kinds, grades or standards, not covered by tariff item No. 135, when not exceeding 88 degrees of polarization, per 100 lbs.	$1.33	$2.00	$2.00
When exceeding 95 degrees but not exceeding 96 degrees, per 100 lbs.	$1.49	$2.24	$2.24
When exceeding 99 degrees, per 100 lbs.	$1.59	$2.39	$2.39
142—Cigars, the weight, bands and ribbons to be included in the weight for duty, per lb.	$3.90	$3.90	$3.90
and	25 p.c.	25 p.c.	25 p.c
143a—Cigarettes, the weight of the paper covering to be included in the weight for duty, per lb.	$5.25	$5.25	$5.25
and	25 p.c.	25 p.c.	

Protesting the New Tax on Soft Drinks

Dominion Wide Objection is Voiced Against the Tax of 10 Cents Per Gallon on Mineral Waters and Soft Drinks, as Announced in the Budget—Retail Grocers Think Tax May Affect Sales of Soft Drinks

MONTREAL (Special). — The Bottlers' Association of Montreal have signified their intention to fight the proposal of the government to tax mineral waters and soft drinks at the rate of 10 cents per gallon. A number of the local manufacturers have expressed their surprise at the government's budget in this regard. It came as a bombshell to the trade since with all the hints and suppositions with regard to the changes and additions which might be made by the new government in Federal taxation few, if any, imagined that aerated waters, in bottles, would be singled out for special taxation.

A Dominion-wide Protest

On Thursday of last week some of the Montreal manufacturers sent to other manufacturers of soft drinks throughout the Dominion of Canada, the following letter:

"We would suggest that, after testing the terms of the new government tax by application to figures of the year 1921, you telegraph your protest to Prime Minister King, Finance Minister Fielding and your local member.

"We estimate that the government is asking the trade to put aside from 15 per cent. upward of our total turnover before making 1 cent profit. We estimate the advance over prevailing selling prices to be 13 to 50 per cent.

"If you figure out each of your lines on a basis of 160 oz. to the gallon, we feel sure you will find the advance as stated.

"We see discrimination, though not necessarily intended, in ever so many directions. We cannot see the possibility of equitable application of the tariff tax. Ramification of what are termed soft drinks as between syrup distributors; retail of gas machines; soda water producers; and all sorts of compound distributors, are practically endless and are beyond the reach of the tax gatherer.

"When we pay full proportion of all other taxes why should legitimate bottlers be singled out for exceptional taxation? It looks serious to us. If it does to you, we suggest you stir up your confreres and telegraph facts as you see them in a full protest.

"We also suggest that you ask for the rescinding of the tax upon the basis of discrimination and the impossibility of just application."

This communication was signed by one of the leaders in the industry, as representing the Bottlers' Association.

The tax of 10 cents per gal. on mineral waters and soft drinks is a considerable amount, when it is understood that there is 160 oz. to a gal. and the popular bottle in the province of Quebec is 10 oz. or 16 oz. Which means that the tax will amount to 10c per doz. bottles. In all there are twelve or thirteen different sizes of bottles used by firms throughout Canada.

The mere fact that there are so many different sizes will make it exceedingly difficult for the government to equitably enforce the tax.

Doom of Five Cent Drinks

In a statement made by one of the local manufacturers to a Canadian Grocer representative, it was stated that the tax will sound the doom of the five cent drink. When the factors of equipment, refrigeration, washing, sales staff, waste and other incidentals of retailing beverages, are kept in mind and with the new tax applied it will be easy to see that as far as bottle drinks are concerned the five cent line must go.

Nor, in the opinion of many of the manufacturers, is there any hope that there will be a bottle on the market below the price of 10 cents, since a price between 5 and 10c would not be popular. It is also suggested that a new bottle might be put on the market which would hold the regular price but allow for the taxation. This, the manufacturer stated, would not be profitable since it would mean the discarding of large supplies of bottles which is a big item in the overhead cost.

Difficulty in Collection

There are in Montreal between 600 and 700 places where soft drinks are sold and of that number approximately 200 are owners of so-called "gas machines," devices used for carbonization. These places dispose of a considerable amount of flavored drinks and are classed as manufacturers to that extent. Such places as purchase cylinders from the manufacturer pay $2.50 for each 10 gal. container. The new tax will impose $1.00 on each such container plus the increased sales tax an addition of over 40 per cent. to the present cost. To collect a tax from each one of these small manufacturers of aerated water would be an exceedingly difficult matter and for that reason the larger manufacturers claim that the new taxation will show discrimination and be a hardship upon the legitimate bottler.

What Retailers Think

A number of retail grocers in the city have expressed their surprise and regret in the new tax placed upon soft drinks. Many of them have built up a good trade in soft drinks sold in case and dozen lots. The business was just picking up for the summer when the tax is imposed and, to many of the retailers, it looks as though the trade had received "a knock-out." One retail grocer said to Canadian Grocer representative, "The price of soft drinks is already too high but we have just built up a good steady trade in the line for the summer. Many of our best customers place their orders regularly for a case of ginger ale but I know very well that an advance of ten cents a dozen in the price will cut off the demand. The result will be that they will buy concentrated flavorings which as far as I can see, are not taxed. Why the discrimination, I cannot see."

The same attitude was expressed by a number of retail grocers who were approached. There was not one but felt that the trade in this line will be affected this summer.

SALES TAX ON TEA NOW LEVIED ON ORIGINAL VALUE

Toronto, (Special).—The new Budget provides that "the duty paid value of tea purchased in bond in the United Kingdom the amount of customs duty payable on tea for consumption in the United Kingdom shall not be included in the value of such tea." Previously the sales tax was collected on the value of the tea plus the British tariff, but under the amendment the sales tax is now based on the value only.

"The change in the method of computing the amount of the Sales Tax will make practically no difference in the cost of tea," stated one tea importer to a representative of Canadian Grocer. "If anything it will slightly increase the cost because any difference in computation is offset by the increase in the Sales Tax from 2½ per cent. to 3¾ per cent."

"To make this clearer we will say that tea costs 30 cents per pound in Colombo," continued this tea importer. "The old method of clearing the customs was to add the British tariff, which is 6d, on British-grown tea. This makes 42 cents upon which 2½ per cent. Sales Tax was figured, equalling 1 05 cents. Tax was figured, equalling 1.05 cents. ured on the value of the tea, say 30 cents per pound, which is 1.12 cents, or a trifle greater than previously."

Death Knell of the 5-Cent Bottle

TORONTO, May 31.—Manufacturers of soft drinks here are up in arms over the tax of 10c. per gallon on soft drinks and mineral waters. They claim that with the additional sales tax, it will mean the death knell of the five cent bottle. They point out that at present a case of two dozen bottles of ginger ale or other flavor, costs the retailer 80 cents or 40 cents per dozen. With a sales tax of 4½ per cent and the 10c. per gallon, the retailer will have to pay 94 cents per case or 47 cents per gallon. The family or quart bottle costs the retailer $1.20 per case of one dozen bottles. Each bottle contains 30 ounces or 360 ounces to the case, approximately two gallons. The increase in cost is therefore 20 cents plus 4½ per cent. Sales Tax, making a total cost of $1.47 per case an increase of 27 cents.

"The tax means that the five cent bottle will go off the market," stated one manufacturer to Canadian Grocer. "Retailers cannot sell an article for five cents that cost them 47 cents per dozen and especially such an article as soft drinks. The merchant pays extra for the bottles and of course charges them up to customers, but there is always some breakage around the store which the merchant pays for and that comes out of his profits. The price will therefore have to be six or seven cents, a price that is not popular. And on the other hand if the merchant is to charge ten cents, he will not be justified in making that profit."

Only on Bottled Drinks

Another manufacturer claims that there are loop holes in the ruling. He points out that the tax of ten cents per gallon is only on bottled drinks and does not touch the drink that is dispensed over the soda fountain, so that while the retail grocer would have to sell a bottle of ginger ale for six or seven cents, the customer could get the same drink at a soda fountain for five cents. This manufacturer also pointed out that certain kinds of drinks are coming in quite freely from the United States. These drinks come in in syrup form, the carbonated water is then added and sold out of a tank at summer resorts and soda fountains. In this instance the tax of 10 cents per gallon is not applicable. These drinks can therefore be sold at five cents discriminating against the merchant who sells bottled goods and because of the extra cost on account of the tax, must get a higher price.

Fielding Hears Manufacturers' Protest

OTTAWA (Special).—A deputation of manufacturers of various branches of mineral waters and soft drinks, throughout the country had a conference on Friday of last week with Hon. W. S. Fielding, minister of finance at Ottawa, and asked for a modification of the proposed tax of ten cents per gallon on carbonated beverages, aerated waters and other mild drinks.

It was argued that the tax would be detrimental to business. It would wipe out the narrow margin of profit now claimed. In place of the ten cent tax as proposed, the deputation asked that it be levied on syrups entering into the manufacture of soft drinks. It was pointed out that a tax on syrups instead of on the finished product would be more equitably distributed between the trade.

A Hardship on the Public

The point was also stressed that the enforcement of the tax would cause an increase in the price of the beverages and therefore work a hardship on the public. Persons accustomed to paying five cents a bottle straight would probably forego the purchase and as a result considerable harm would be worked all round.

A prominent Ottawa manufacturer stated that the maintenance of the ten cents a gallon tax would work out at twenty cents on a two-dozen case of soft drinks, which would make it imperative for the retailers to raise the price.

Mr. Fielding, while not making any promises was very sympathetic and stated that the matter would be given serious consideration. Much pressure will be brought to bear on the government in this matter. The association has already sought the offices of the Retail Merchants' Association and is sending out a call to all interested parties in every part of the country to join hands in the fight.

The deputation included A. J. Kealey, Ottawa; William Koch, Toronto, secretary of the association; Samuel Wilson, Toronto, representing the firm of that name; M. Porter, Toronto and T. F. Alder, Ottawa, representing the Coca-Cola Company; Mr. Brown, Montreal, the Caledonia Springs Mineral Waters; Martin Walsh, Ottawa, the Tally-Ho Water Company, G. J. Mitchell, representing J. J. McLaughlin Co., Toronto; W. B. Murphy of Gurds Ltd., Montreal and J. McNamara, Arnprior, Ont.

LOWERS THE PRICES OF MATCHES

Under the new Tariff Budget it is provided that the excise tax on matches packed in boxes containing less than 100 matches is reduced from one cent to one half cent on each box. This means that on a case containing five gross boxes, the reduction amounts to $3.60 and on the ten gross case the reduction is $7.50.

Wholesalers Urge Care in Calculating Resale Prices

Montreal. (Staff Correspondent).—Loal wholesale grocers seem to view the additional sales tax with a meek stoical silence. They are not pleased with it for of the wholesalers interviewed by a Canadian Grocer representative, there was not one but felt that the increased tax was a hardship on the grocery business in more ways than one. As one wholesaler said: "It is just another opportunity for more failures in the retail grocery business. Some retailers have in the past overlooked the sales tax in making their re-sale prices and 'got away with it' but the increase of the tax makes that almost impossible. It must be recognized now and carefully taken into consideration."

A Warning to Retailers

Constant Gendreau, sales manager of the wholesale grocery firm of Lacaille Gendreau of Montreal, said, "I would like to warn the retail grocers that the new increase in sales tax is a serious matter and that it has already become effective. It is just as much a part of the invoice on goods as the item itself and in figuring the sales price he must include it if he wishes to avoid failure, let alone make money. Many of the retailers, in their eagerness to meet competition have disregarded the sales tax but with it now mounting up to 4½ per cent. on Canadian goods and 6 per cent. on imported goods, it cannot with safety be disregarded. As far as the wholesale trade is concerned we are anxious that the tax to us from the manufacturer be shown in the list price, otherwise it will be exceedingly difficult for us to do our accounting. Soaps, for instance, will be listed that way and we in turn will list them to our customers with the manufacturer's tax included in the list but our own as a separate item. It is a hard blow for the grocery trade. The increased cost lessens the buying power of the retail trade at a time when it is bad already. Then it will also cut down the consumption in some lines and hurt the movement of goods. It is evident that the country needs the money. We cannot shirk it and it only remains that we must see that it is paid with as little risk to the safety of the trade as possible.'"

New List Prices Issued

"New list prices will have to be issued at once by all the wholesale grocery firms," said Zeph. Hebert, president of Hudon Hebert Limited, wholesale grocers of Montreal. "It is an immense piece of work but it has to be done immediately. The tax is imposed. There is little use to grumble about it so we might just as well get to work quickly

(Continued on page 24)

Candy Sales Hurt by 5 Per Cent. Tax

Manufacturers Go To Ottawa to Protest the Imposition Of An Excise Tax in Addition to the Increased Sales Tax—If It Stands, They Declare it Will Wipe Out the Sale of the Small Lines

TORONTO, May 30.—Candy manufacturers are protesting the five per cent. excise tax on candy or substitute for candy. With the increase of 50 per cent. in the sales tax, too tax on candy is now 9½ per cent., or as one manufacturer stated, it is pretty nearly the old luxury tax. Representatives of the candy manufacturing industry went before the Minister of Finance to-day, in an effort to have this taxation re-considered. They want some relief from what they claim is unduly burdensome, asserting that these taxes will affect the industry adversely, at a time when it is already none too good.

"We do not object to the increased sales tax," stated C. J. Bodley, of C. J. Bodley, Ltd., Toronto, secretary of the Confectionery, Biscuit and Chocolate Industries of Canada, "but the five per cent. excise tax is a return to the luxury tax. This five per cent. tax has completely upset the candy industry. Why this industry should be picked out along with beverages, cigars and cigarettes as especially deserving of taxation, I do not know, particularly when such articles as cosmetics are not included."

Will Have Bad Effect

H. N. Cowan, of The Cowan Co., Ltd., Toronto, and president of the Confectionery Association, when spoken to in regard to the tax on candy, declared that its effect on the industry at this time would be very bad, resulting in serious losses to the industry. The small lines would be very badly affected. Every effort, he said, would be put forth to have the tax removed.

George Robertson, of Robertson Bros., candy manufacturers, Queen Street E., Toronto, told a representative of Canadian Grocer that should this tax of 5 per cent. stand, in addition to the increased sales tax, the sale of bars and the cheaper lines of candies for children would be practically wiped out. "At the present time," he said, "the retailer pays 90 cents for a box of two dozen bars. With a tax of 9½ per cent. added, the price to the retailer must now be 98½ cents, thus reducing the merchant's profit if he continues to sell them at 5 cents each, to 22½ cents on two dozen. A six-cent bar does not sell well as has been previously proved. The odd price even in the case of boxes makes a difference in sales."

Will Small Dealers Escape?

"Then there is the case of the small dealer who manufactures his own candy. He escapes without having to pay the tax, or he can, if he has to pay it, reduce the price of his candy from himself as manufacturer to himself as retailer, as low as he wishes. Consequently the amount of the tax that he would have to pay would be very small. This feature makes it very unfair for the larger manufacturer. A straight sales tax of five per cent. would have been preferable."

Cheap Lines Hurt Most

E. Littler, general manager of Walter M. Lowney Co., of Montreal, speaking to a Canadian Grocer representative stated that the 5 and 10 cent bars in particular were hurt by the new tax. The addition of 5 per cent. to the cost of chocolate bars would make it practically impossible for the retail trade to sell the bar at 5 cents. At the same time it is quite impractical to list it at 6 cents. Experience in past years has shown that the bars will not sell at 6c. If the delegation is not successful in getting the tax removed on bars, the manufacturers, so Mr. Littler intimated, will have to make the bars a little smaller.

Claim Discrimination

The confectionery manufacturers contend that there are competitive lines that have a splendid loop-hole to avoid the tax, fruit in packages and gum for instance.

"Little can be said until we return from Ottawa," said Mr. Littler. "We contend that the five cent bars in particular are a food for the children and a popular confection in reach of all the people and therefore an additional tax that will make it impossible will not only be a hardship on the people, a blow to the industry, but cut down the revenue of the government."

Colin Currie, of the D. S. Perrin Company, Ltd., manufacturers of biscuits and candy, London, stated that unless what is known as the five-cent or children's goods are exempted, he believed that the new tariff will be a serious matter for the manufacturers.

URGE CARE IN CALCULATING

(Continued from page 23)

and set prices to accommodate the increased taxation. To the retail trade I would say, 'the cost of all lines has been increased by the increased sales tax and new list prices are now in effect, just as though the cost of all lines themselves had advanced, so it behooves the trade to increase their retail prices to cover this advance for there is nothing mythical about the increase."

Mr. Hebert went on to say that it will hurt the trade in many ways but that it has to be shouldered and it might be done cheerfully as otherwise. Like Mr. Gendreau he emphasized the fact that the retailers must realize that the sales tax is a very real part of the cost of the different items and that it should be systematically added to the net cost of the different lines purchased in order to figure out the re-sale price.

Venezuela Wants Can. Foods Says Trade Commissioner

Montreal. (Special).—Venezuela is energetically looking for a bigger market for her produce in Canada and at the same time is endeavoring to make connections with Canadian manufacturers in order to import food-stuffs for her people.

This week Guillermo Todd the Venezuelan Trade Commissioner was in Montreal and called on Canadian Grocer. He said that the low prices on sugar had been hard on the people of Venezuela but that cocoa and coffee production has been good. The biggest shipments have been sent to England, but Canada offered a good market, although most of the buying was done through New York. Mr. Todd hopes that a direct and permanent shipping service may be established between Canada and Venezuela. The first vessel in this direct service leaves Montreal on June 28, one of the fleet of the Canadian Government Merchant Marine.

Mr. Todd wishes to say to the Canadian manufacturers of food-stuffs, through Canadian Grocer, that if any one desires to establish connections in Venezuela the government of that country will be pleased to publish free of cost in all the papers the names of those merchants or manufacturers and their products. Mr. Todd may be reached any time this month by addressing him care Canadian Grocer, MacLean Publishing Co. Montreal.

The food products Venezuela is particularly anxious to get from Canada are fish salted and canned, canned fruits and vegetables, flour, cheese, butter, bacon and lard. In speaking of the opportunity Mr. Todd said that, "In the past much of their flour had been obtained from the United States but they all know that Canadian flour is the best in the world. We are anxious to get the best. The great trouble in the past has been freight service and we now want your government to give us a regular service so that we can trade direct with Canada."

Cigars and Cigarettes Will be Higher

Some Merchants Already Are Quoting Increased Prices on These Lines—Some Lines of Cigars Will be 5 Cents Higher As a Result of New Taxation

MONTREAL. (Special).—The advance in the price of cigarettes as a result of the Hon. W. S. Fielding's new tax, is now a reality. A temporary scale of cigarette prices has been set by the manufacturers, but whether there is to be a further increase, depends upon the attitude the government takes towards the tax. The tobacco manufacturers are strenuously objecting to the tax on the ground that it will defeat its own purpose, which is revenue getting.

Advance in Force

In some cases the new prices went into effect on Sunday last in this city and in other cases did not advance until the middle of the week. In virtue of the temporary increase decided on, brands of cigarettes which have been selling at 18 cents will now be sold at 20 cents, temporarily. It was decided by the manufacturers that to impose the full additional tax of 3 cents and make the price thereby 21 cents would cause too much inconvenience and objection on the part of the buying public. In addition to the 3 cents additional excise per package of ten cigarettes, there is also a fifty per cent. increase in the sales tax to be met. Brands of cigarettes which have been selling at 15 cents will be retailed at 18 cents per package or two for 35. The manufacturers in sending their lists of new prices to the trade on Saturday last made it clear that such new prices are only temporary and depend upon the attitude taken by Mr. Fielding, that it would mean a new list if the minister did not cut down in some measure his new taxes.

Delegation to Ottawa

A delegation representing the manufacturers of tobacco products are going to Ottawa this week to meet the Minister of Finance and protest the heavy tax on tobacco products. When a representative of the Imperial Tobacco Company, Ltd., Montreal was asked by Canadian Grocer for some statement of the company's policy with regard to the advanced tax, he said: "We have nothing to say at present. We have adopted no definite plan but expect that in a day or two we will be able to make a statement."

A Big Undertaking

An official of another tobacco company pointed out what a big task lay before the cigarette people in quoting a new price that would cover the increased cost and yet not advance the cost of any more than was actually necessary. In the first place in the manufacturing and sale of cigarettes one item is of paramount importance, volume and speed of turnover. For that reason, the very fact that there is an increased tax will make it more difficult to show the same percentage of profit on the turnover since most manufacturers agree that an increase in cost will cause a decrease in consumption. Not only does the increased excise and sale tax on cigarettes have to be taken into consideration in making both a wholesale and retail price but the increased sale tax on all the raw products that go to make up the package.

Bigger Increase Than Apparent

There is a bigger increase in the initial cost than is at first apparent. The increase on sale tax on the cardboard cartoons and containers has to be added as well as that on the tin foil, the labels, the cigarette papers, etc. One man said that it was a three day job to make these calculations. The general opinion is that by the end of this week at least the temporary new scale of prices on cigarettes will be in force in almost all retail stores. In the meantime, the consumer is storing up a good supply of smokes in anticipation of an advance of three or four cents a package.

Excise taxes are levied on cigars and cigarettes as follows:—Cigars made from raw leaf tobacco:

(a) Valued at not more than forty dollars per thousand, per thousand 50 cents.

(b) Valued at more than forty dollars per thousand and not more than eighty dollars per thousand, per thousand three dollars.

(c) Valued at more than eighty dollars per thousand and not more than one hundred and forty dollars per thousand, per thousand seven dollars.

(d) Valued at more than one hundred and forty dollars per thousand and not more than two hundred dollars per thousand, per thousand, ten dollars.

(e) Valued at more than two hundred dollars per thousand, per thousand, sixteen dollars.

* * * *

The Inland Revenue Act is amended by chapter six of the statutes of 1914, and chapter twenty-eight of the statutes of 1918 by repealing sub-sections (e), (f), (g) and (h) of section two hundred and seventy-nine thereof and sub-section three of section three hundred and twenty-eight A., and substituting therefor the following:

279. (e) On cigars of all descriptions, made from raw leaf tobacco, three dollars per thousand;

(f) on all cigars when put up in packages containing less than ten cigars each, four dollars per thousand.

(g) On cigarettes made from raw leaf tobacco or any substitute therefor, weighing not more than three pounds per thousand, nine dollars per thousand;

(h) On cigarettes made from raw leaf tobacco or any substitute therefor, weighing more than three pounds per thousand, fourteen dollars per thousand.

328 A. (3) There shall be levied, collected and paid an excise duty of five cents per pound on all tobacco grown in Canada for consumption therein, except when such tobacco is taken into a licensed tobacco or cigar manufactory.

Relay System for Clerks Works Well With This Grocer

Montreal.—Charles P. Macklaier, proprietor of Macklaier's Provision Store, 211 St. James St., Montreal, has a system which has done much to ease the long hours for his clerks. It is imperative that the store be open at seven in the morning and remain open until half past six, which means that the clerks cannot get away until very nearly seven o'clock in the evening. This makes a long day and is the cause of much of the trouble in the grocery business.

Relay System Adopted

Mr. Macklaier has adopted a relay system. There are eighteen on the staff which is divided into shifts. There are eight clerks on the floor of the store. One group comes in on Monday morning at seven and leaves sharp at six in the evening. The other group comes in at eight in the morning and stays on duty until the store closes. These groups alternate through the week and so three nights each week each clerk is able to get away sharp at six. The clerks in this store are very much pleased with the system and think that many other grocery stores might adopt the same plan and make things more easy for their clerks.

Making a Window Display of Beverages

Dressing the Window With Ginger Ale, Soda Water and Bottled Spring Water, Charles P. Macklaier, St. James Street, Montreal, Increases the Turnover of These Lines—Sells in Case Lots

MONTREAL, (Special)—One point on which Charles P. Macklaier is insistent, is that the window displays in his store, at 211 St. James Street, Montreal, shall always be of seasonable and profitable lines, preferably with one particular line of merchandise predominating, with a view to stimulating its sale. Most often Mr. Macklaier dresses his own window but when he does so he takes the opportunity to give one of his clerks a lesson in the essential features of display.

Featuring Soft Drinks

Recently a window was dressed by Frank Weston of Macklaier's staff, featuring soft drinks. The arrangement was particularly good and ginger ale, soda water and bottled spring water were outstanding features. Allied lines, however, were mingled in the display which added sales value and emphasized the need for these cooling drinks in the summer time, incidentally suggesting an opportunity for making bigger sales by the combination. In the centre of the window on a pedestal stood a large glass bowl full of lemons, around the stand were syphons of soda, suggestive of cold lemonade perhaps, by a stretch of imagination, "John Collins." Tins of biscuits formed a background to the window and added to the selling value, while small cartons of fancy biscuits and bottles of lime juice and other concentrated food extracts lent color to the white base of the window. The whole display was artistically arranged and so well balanced as to be pleasing to the eye.

Mr. Macklaier pointed out to Canadian Grocer representative that something must take the place of tea and other hot drinks at afternoon teas, tennis parties and other mid-day functions. There is no limit to the assortment of tasty cold drinks which may be substituted and by displaying these the grocer may increase his sales during the summer time. "The more of these drinks that are in the home," said Mr. Macklaier, "the more will be used and therefore we push the sale in case and dozen lots. We have been very successful in developing these sales and a good proportion of our customers have got in the habit of ordering assorted soft drinks by the case lot. When a good supply is in the home and three or four bottles of these drinks are on ice continually the consumption is noticeably increased and we get a big turnover in this line. It is certainly one feature of the summertime trade which the grocer should keep in mind and keep to the fore if he would make the best of his opportunity."

Mr. Macklaier also pointed out that the grocer is well protected in this line. There is little chance for loss since the firms manufacturing the lines maintain a good service and even should the stock on hand be heavy most of the varieties have good keeping qualities.

THISTLE CANNING PLANTS TAKEN OVER

Montreal, (Special)—The Thistle Canning and Curing Co., of New Edinburgh, N. S., has changed hands. It has been taken over by the Frank E. Davis Fish Co. of Gloucester, Mass. The vice-president and general manager of the company is Royal C. Wells, who will have the general direction of the operations of the company in Nova Scotia and C. H. Thurber, the company superintendent of the plant at Freeport, N. S., will take direct charge of the newly-acquired Thistle plant.

A number of changes are being made in the factories which are located on St. Mary's Bay in Digby County. It is the intention of the new company to pack lobsters, herring and clams as well as haddies. Mr. Wells was in Montreal recently and appointed Tippet & Co. their sales agents for Canada.

Small Fruits Short in Lower Fraser Valley

Hatzie, B. C., May 31.—Raspberries, loganberries and strawberries have suffered severely by the length and severity of the past winter months and it is estimated that this year's crop of these small fruits in the Lower Fraser Valley will be only about half that of last season.

On the other hand experts state that gooseberries, black and white currants, plums, apples and cherries should be exceptionally heavy in yield.

At the present time the small fruit season is at least one month behind normal growth and maturity, but should warm weather and bright sunshine now continue, growth will move fast in the next two weeks and even the raspberries and strawberries may give greater results than anticipated.

Illustrating how Macklaiers, Montreal, made a display of summer beverages recently.—The window started the sale of these lines resulting in an increased turnover.

The arrangement of the window included an array of ginger ale, soda water and bottled spring water, with allied lines mixed in the display, the whole effect being one of strong selling value.

No Fear of Cash and Carry Stores

This Merchant Has Cash and Carry Store in the Same Block With Him But Finds No Difference in His Trade—Gives Service of Credit and Delivery and Believes it is the Best

LESS than one thousand dollars in bad debts during a period of 41 years, is a splendid record for any merchant. W. A. Munn, grocer at 235 Talbot Street, St. Thomas, Ont., does business on a credit basis largely, but his losses as a result have been exceedingly small. In fact in the last eleven years he has only lost $196. His trade is 75 per cent. credit, and orders are largely given over the telephone. Families in St. Thomas have dealt at this store for a long period of years. Their standing in the community is well known, and their trade, Mr. Munn considers, is as good as if they paid cash at every purchase. Some of these accounts are paid weekly, some fortnightly, and others monthly.

$50,000 Last Year

"Last year our business totalled fifty thousand dollars," Mr. Munn recently told a representative of Canadian Grocer. "We turned our stock a little better than eight and a half times during the twelve months. We have a cash and carry store in the same block in which we are situated, but I have not noticed any difference in my turnover. The cash and carry stores get the people who want to take advantage of lower prices and carry their goods home, but with my customers, it is different. Many of them never come into the store, they telephone their orders, which are delivered. The cash and carry idea has no attractions for them. We have been in the one stand here for the past thirty years.

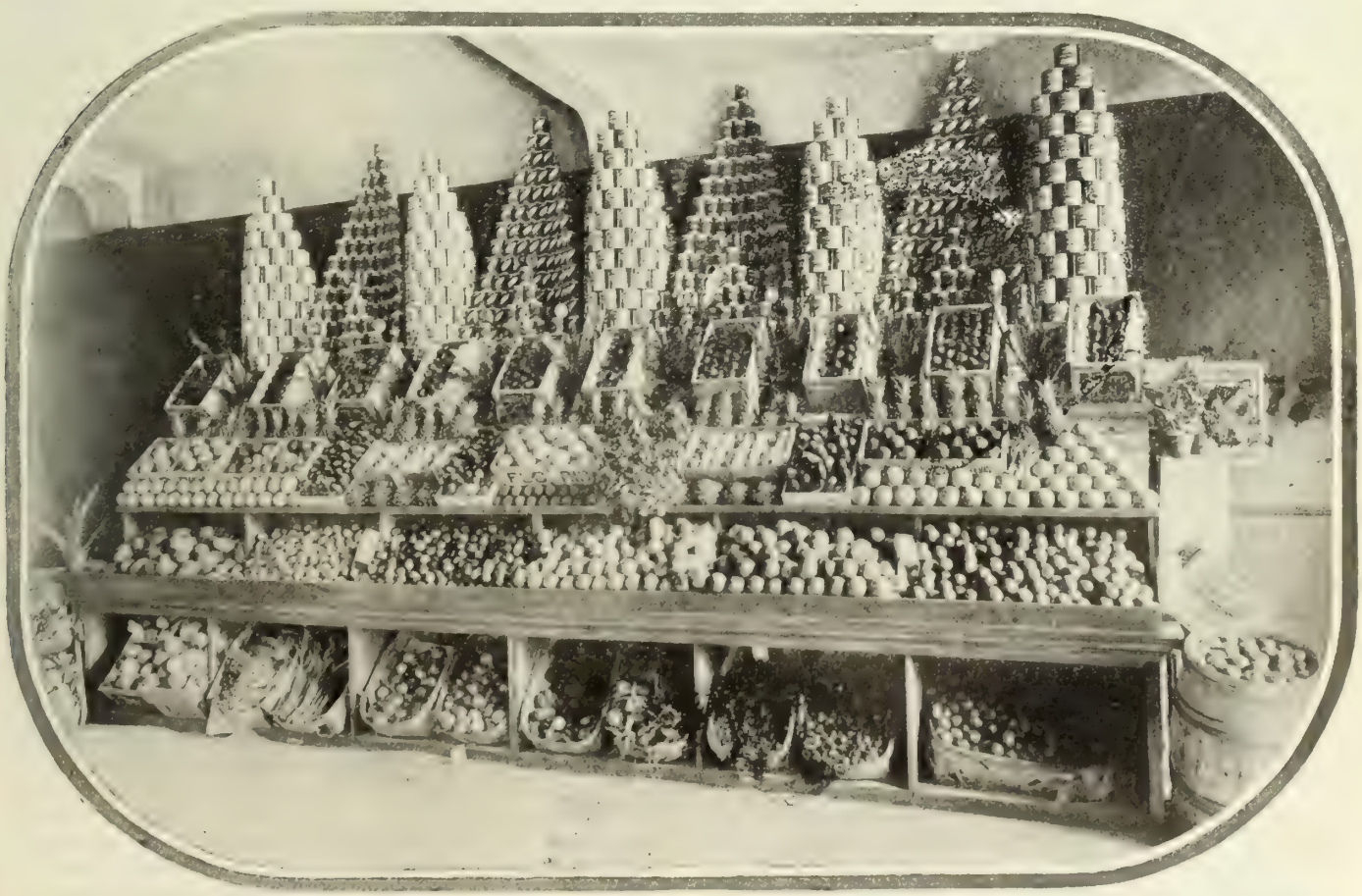
Get Some Catch Trade

"While our cash trade is only a quarter of our total turnover, we do attract a certain amount of business that might be termed 'catch trade.' We dress our window once and sometimes twice a week, and it is largely because of this medium that our cash sales are made. Display sells a lot of goods for us, but because of our well established family trade, we do not depend upon it to the same extent as other merchants. However, we do believe in making our store and our window as attractive as possible at all times. We check our credit accounts very closely, which no doubt is responsible for the fact that our losses are of such small volume. We have estimated that we could do another fifteen thousand dollars in business in a year, if we were prepared to take the chances that others do. We prefer to build more cautiously and to know to whom we give credit."

Carry Only The Best

In this store a reputation has been built for quality and service. Through a long period of time special attention has been directed towards maintaining a standard of quality that in Mr. Munn's opinion cannot be surpassed. "It pays to handle only the best," he remarked to the Canadian Grocer representative in the course of the conversation. "My customers feel that when they buy in my store they are getting first-class goods, and it is that confidence in a store that holds the trade. I think that reputation is worth a great deal and has meant much in maintaining business in our store at satisfactory levels at a time when there has been general complaint of slow business."

This store is situated a quarter of a mile from the business section of the town, but apparently this is not an adverse factor in its success.



An attractive display of fruits and vegetables—In this store special sales effort is always directed towards increasing turnover in these lines.

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Sale of Temperance Beers

A BILL HAS just been introduced into the Ontario Legislature, known as the Ontario Temperance Amendment 1922. It seeks to give to standard hotels the exclusive right to sell malt products commonly called temperance beers. Any person who sells any malt products, contrary to the provisions of this subjection, should this Act come into force, shall be guilty of an offence and liable to a penalty not exceeding fifty dollars.

The Retail Merchants' Association is already taking steps to oppose the passing of this bill, feeling that the same would be an injustice to the hundreds of grocers and others who are now selling these temperance beers. Merchants throughout the Province of Ontario are selling these beverages and in the past few years, that is, since the advent of prohibition, have been finding them a legitimate source of profit. The retailer claims a right to sell them and does not look with favor upon any measure that will take them away, and confine the sale of them alone to standard hotels.

It is the intention of the Retail Merchants' Association to oppose the amendment when it comes before the committee and every effort will be put forward to prevent its passing. These is no apparent reason why grocers should not have the privilege of selling these temperance beers, and retailers who are selling them, will heartily approve of any endeavor to retain the sale of them in the trade.

Affects Canadian Exports

THE UNITED States Emergency Tariff Act has concluded its first year of operation. The Act was passed by Congress May 23, 1921, signed by the president May 27, and became effective May 28. Its effect on Canadian exports has been quite marked. This fact is gleaned from a study of the quantities and values of the articles exported in April 1921, as compared with those in April 1922—the eleventh full month of the operation of the act, and the quantities and values for the eleven months, June 1920 to April 1921, as compared with the corresponding period in 1921-22.

The total value of all exports to the United States affected by the Emergency Tariff, for the eleven months ended April, 1922 was $36,945,028, as compared with $164,857,423 in the corresponding period ended April, 1921.

Butter and its substitutes offer an excellent example of the manner in which exports have fallen off in some of the commodities since the Act went into operation. In April, 1921 we sent 41,951 pounds across the line, but in April this year exports amounted to only 485 pounds. For the eleven months ended April, 1921, our sales of butter and butter substitutes to the Americans totalled 5,170,386 pounds as compared with 2,969,074 pounds in the corresponding period ended April, 1922.

For the eleven months finishing April 1922, there was a falling off of ten million pounds in the quantity of fresh or frozen beef, veal, mutton, lamb and pork exported to the United States. For the eleven month period preceding the Emergency Tariff the exports amounted to 36,013,000 pounds compared with 26,225,000 pounds during the period which the act has been in force.

The imposition of a tax of thirty cents per bushel on potatoes also caused a considerable decline in exports of that commodity to the United States. We sent 273,419 bushels across the line in April in April, 1921, but only 158,642 bushels in April, 1922. Trading in this commodity fell from 2,540,625 bushels in the eleven months preceding the tariff to 1,555,-154 bushels in the tariff period.

Do Not Overlook Sales Tax

BY THE NEW schedule under the 1922 Budget, the sales tax is increased fifty per cent. Under the old schedule the tax to the retailer on Canadian manufactured goods, when purchased through the wholesaler was 1½ per cent. and when purchased direct from the manufacturer, the tax was 3 per cent. The new tax is therefore 2¼ and 4½ per cent. On imported lines the new tax is 4 per cent. when purchased through the wholesaler and 6 per cent. when imported direct.

The sales tax now amounts to a considerable sum when figured on the total turnover during the year and represents a nice profit in itself. It has been the custom with some merchants in the past to ignore the sales tax as being too small to figure, especially on articles, like soap for instance, where the resale price is a small amount. These merchants have been absorbing this tax, paying it out of their own pocket as it were. Another point is that certain wholesalers and manufacturers have been absorbing part, and sometimes all of the tax, instead of passing it on to the retailer. Now that the tax is increased there is little chance of this being done and the retailer who was only getting a portion of the tax will undoubtedly have the full amount tacked on to their invoices.

A retailer told the writer the other day that on cooked hams he was previously paying a sales tax of only 1½ per cent. This merchant purchased direct from the packer and according to the schedule should have paid 3 per cent. But in this instance the packer was absorbing part of the tax. Since the new schedule came into effect, the same packer charged the full tax of 4½ per cent., which increased the cost of the ham nearly three cents per pound.

Merchants who have not been considering the sales tax as part of the cost of the article are well advised to pay particular attention to that part of the invoice and figure it in the cost to the last fraction of a cent, or else some day they are likely to be asking themselves "Where have my profits gone?"

Editorials in Brief

The grocer who takes no interest in his own community life is no better than a mail-order house and deserves the treatment such a house is handed by discriminating patrons.

* * * *

Capital, labor and management are parts of every store worth mentioning, and management is the part that keeps the other two parts a-going.

* * * *

A close study of the first seven pages of this issue will give the grocer an intimacy with new taxation as affecting his trade, and as brought down in last week's budget, that will be decidedly valuable to him, in adjusting his business to the new regulations.

These "Chains" Operate on 12½ p. c.

Statement as Here Submitted From Grocer Operating Six Stores on Cash and Carry Plan Shows Some Interesting Percentages—"If You Give Service it Must be Estimated at Its Real Cost and Charged for Accordingly"

By Henry Johnson, Jr.

I FORGET exactly how long this man has been in business though I wrote his story only a few months ago. But I know it is not long since he had only one store, that he ran it a while on the full service plan, that then he took up cash-and-carry of which he now has six. So he had no special advantages not open to everyone. He promises to send his full statement in detail soon. Meantime, here are his expenses tabulated for last year:

Expenses

Nov. 1, 1920 to Oct. 31, 1921. Sales:	$351,249.32
Attorney's fees-organization ..	.0008
Advertising	.0050
Auditing	.0005
Auto expense	.0012
Bad checks	.0002
Bags, paper and twine	.0083
Depreciation	.0031
Heat, light and power	.0025
Insurance	.0016
Ice	.0024
Miscellaneous	.0076
Office supplies	.0016
Preliminary expense, stores, ...	.0005
Rent	.0166
Telephone and telegraph	.0006
Taxes	.0013
Wages	.0719
Total per cent.	.1257

That statement will repay study. It will show that there is no magic about chain store management, but that there is a lot of watchfulness, system and common sense.

Advertising is shown at ½ per cent. which is modes, of course, on such sales that provides a fund of over $1,750. Such a fund is large for the grocery business and can be very effective. But 1 per cent. to 1½ per cent. is permissible for any grocer, and it is not a large percentage nor a heavy charge when we remember that advertising is not an expense, properly so called at all. It is "an investment in the future stability of the business." This man did not have $350,000 sales assured when he began this period, but he made them by having the enterprise to go after business persistently, consistently, by intelligent advertising. This is a job that must be regarded just as seriously and done as systematically as opening the store on time every morning if it is to count for anything.

Perhaps it would be as well for us all to notice that the pressure of intelligent competition is around us and that we must meet with intelligent management and work, or we shall not be able to stand against it. This back-fire of good advertising, which embraces all trade promotion, is the most vital work we can do. Shall we wake up and get busy? Or shall we content ourselves with saying such competition as promises to stir us into action is "unfair?" Shall we help ourselves, or shall we look to legislation to help us? I feel sure that self-help will be the only effective kind.

Rent in this business is normal at 1.66 per cent. but it is not lower than grocers generally can make theirs. No special advantage accrues, therefore, to this chain from rent. Wages you will notice run to 7.19—nearly seven and one-fifth—per cent. on sales. Not only is this usual and normal, but within the past few weeks I have reviewed statements from single-store grocers which show wage expenses less than this.

To sum up: The statement shows that chain stores are operating on around 12½ per cent.—referring, now, to stores that do not give service outside the stores and probably only a moderate amount of service inside. I have recently published many statements that show that single grocers in many localities are operating on little if any higher extreme ratios. Thus, on this expense question, chains and single grocers seem able to run on about the same basis for similar service.

Service Costs and Must be Paid for

Now two things more: If you give service, it must be estimated at its real cost and charged for accordingly. No man can do work for nothing. Nobody can give service and not be paid for it. No reasonable customer expects to get service free. Certain unreasonable ones refuse to see the logic of prices fixed at a level high enough to absorb charges. If you have experience with such unreasonable customers, explain things at sufficient length in detail enough to cover the ground. Take time and patience to do this. Then if the listener is not able to see the point, smile, turn away with a bow—and devote yourself to those who can see the justice of your position.

But the second condition is as important and as unavoidable as the first. It is that then you deliver service at the right cost. It is admitted that the service store is entitled to about 5 per cent. more than the non-service. That admits of 17½ per cent. as against the expense of the man under review, and 17½ per cent. is a big percentage for expenses almost anywhere.

Remember, in your estimates and in fixing prices for service, that an article advanced from 15c to 16c is advanced over 6 per cent. In your case, therefore, the article that is sold for 15c by the chain or non-service merchant may properly be priced at 16c, but it cannot be priced at 20c, nor 25c. If such figures seem exaggerated to you, I can say that precisely such differences are insisted on in many service stores—and neither economics nor good business will sanction such differences.

You can get enough. You can get too much. The old divisional markings of 10, 15, 20, 25c have got to be discontinued in these days of closer figuring. The divisions must come at 9, 10, 11, 12, 13; 16, 17, 19, 27, 29c and so on. Look over your stocks and prices with this thought in your mind, and you will probably find that both you and your customers can understand each other and both prosper—speaking generally and covering the bulk of conditions.

Quebec Merchant Figures Conservatively

April 4, 1922.

Dear Mr. Johnson:—Here is a copy of our balance sheet as of December 31, which we would like you to pick to pieces and say whether it is healthy or otherwise. This is for a period of sixteen months as we changed date for annual accounting to make a more convenient time, when trade is slack. Our sales for the sixteen months were $93,109.89. Purchases were $75,273.27. Expenses were $15,-197.13, made up as follows:

Labor, including partners' salaries of $125 per month each five help besides two partners	$9,731.49
Delivery, including drivers' Wages	1,356.96
Insurance	198.31
Interest, exchange & discount	148.44
Depreciation on Delivery car	340.96
Depreciation on rigs	45.30
Depreciation on Furniture & Fixtures	334.67
Charity	22.00
Sundry expenses, including Rent	3,019.00
Total	$15,197.13

At inventory time, 1920, values were taken at market, which was rising constantly—not at cost—and a month later, prices began to drop. At this last inventory prices were put at lowest possible point; where the market was lower than our cost, we took

(Continued on page 40)

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Quebec

Napoleon Gendreau, president of Lacaille Gendreau, wholesale grocers of Montreal, celebrated his 59th birthday on May 10th.

Guillermo Todd, Venezuelan trade commissioner is in Montreal and expects to visit other Canadian cities this month, studying trade conditions and seeking to make connections for Venezuelan merchants.

In the recent name contest conducted by the Match Company Limited of Montreal and Berthierville, Que., more than 875 sent in answers and a total of 8700 names were submitted from all provinces of Canada.

The first store of the Piggly-Wiggly self serve grocery system will be opened on Friday of this week at the corner of Bishop and St. Catherine Sts., Montreal. Two or three others are expected to open in the course of a few days and fifty are expected to be in operation inside of the next twelve months.

Ontario

A. A. Gerrow has commenced business in South Oshawa.

L. Agg is managing the new Burn's cash and carry grocery at Whitby.

Jos. A. Marshall is managing the Dominion store on Simcoe Street, Oshawa.

A buttermaker in Western Ontario was fined twenty dollars and costs for selling butter containing one per cent. more water than is allowed by law.

W. G. Patrick of the W. G. Patrick Co., Ltd., Toronto, sailed recently for the Old Country. He will be absent until about the 25th of June.

Mrs. S. Ross, who has been in the grocery business at the corner of Dundas St. W., and Humberside Ave., Toronto, for several years is selling out. She has leased her store to the United Cigar Stores, Ltd.

Fred E. Robson, Carlton Publicity of Canada, returned recently to Toronto, from a trip to the Old Country to head office of the firm. Mr. Robson left again Monday for a trip to California in the interests of some Old Country firms and will return by way of Vancouver to Toronto about July 1. He expects to go again to the Old Country during July.

J. A. NADEAU
Manager of the Quebec division of Piggly Wiggly Stores

The Diffee Soap Company has purchased three acres of land from C. E. Darker, adjoining Streetsville Junction, and will erect a two-storey brick factory soon.

The death occurred last week at his late residence, 51 Harbord Street, Toronto, of William Leith, in his 64th year. The late Mr. Leith had conducted a grocery store on Spadina Avenue, Toronto.

The store of H. A. Suddard, who recently commenced business at 546 Simcoe Street, South Oshawa, was burglarized the other night, when the cash register was destroyed and sixty dollars in cash were stolen.

Fire which visited the village of Waterdown on Tuesday of last week, destroyed more than half the place. The estimated loss is over $100,000. In the list of sufferers, O. B. Griffin, general store merchant, lost to the extent of $20,000, damage to property and stock. Wm. Carroll, grocer, lost $7,000 in damage to his store. The branch of the Sterling Meat Co., A. Dale's meat and grocery store as well as his house were all destroyed, the loss amounting to $35,000.

BELAY

Captain—Ahoy there, let go the anchor.

Sailor (near the anchor)—I ain't touched it yet.—Harvard Lampoon.

Where and When Stores are Closing

PETERBOROUGH.—Stores close Thursday afternoon.

FENELON FALLS.—Stores close Wednesdays at 12 o'clock during the months of May to September.

BURFORD.—Stores close Wednesday afternoons during the months of June July, August and September.

WYOMING.—Stores close Wednesday afternoon, beginning May 17 and ending September 20.

FORT FRANCES.—In last week's issue it was stated that stores close on Wednesday afternoon. This was an error and should be Thursday beginning May 18 and ending September 14.

Ottawa is Ahead of Toronto in Matter of Early Closing

Ottawa, May 29, (Special)—That Ottawa is considerably ahead of Toronto in its observance of the early closing by-laws was the statement made by T. W. Collins at a regular meeting of the Retail Merchants' Association, at which various phases of the Ontario convention were discussed. Mr. Collins stated that he, with other members of the association, while in Toronto, found the stores to be wide open at ten o'clock. He then discussed the necessity and feasibility of the local association having some merchants, such as fruiterers and restaurant keepers, properly defined, as they were not closing at the hours provided by law for grocers.

The report of the convention was read by Duncan Bell, and A. G. Moreland reported that the pure food committee, while in Toronto had visited over thirty manufacturers, and that fifty booths for this year's Pure Food Show at the Central Canada Exhibition had already been taken.

Satisfaction was expressed at the election of T. W. Collins, as vice-president of the Ontario provincial organization, and of B. G. Crabtree as delegate to the Dominion Board. In the absence of President A. E. Kelly, T. A. C. Kennedy was in the chair.

First Crop Report on Conditions in the West is Filled With Optimism

Heavy Rains That Have Fallen in the Past Fortnight Have Proved Very Beneficial—It is Stated That Initial Prospects Were Never Better

WINNIPEG.—According to the first crop report issued for 1922, by the Manitoba Free Press, covering thoroughly the grain-growing sections of the prairie provinces of Western Canada, optimism is generally expressed as to the prospects, the heavy rains which have fallen in the past fortnight proving very beneficial. It is stated that initial prospects were never better. With the advent of warm weather, growth should be very rapid.

Decrease in Wheat Acreage

On the other hand, a decrease in wheat acreage of five per cent. in Manitoba and fifteen per cent. in Saskatchewan is recorded, while Alberta is promised an increased acreage of five per cent. In Manitoba the decrease is due partly to the wet season, but more largely to the fact that coarse grains, fall and spring rye, have been sown instead of wheat in districts where wheat has been giving low yields. Little definite information as to the damage to seeded acres from the overflowing of the Assiniboine river has been ascertained. While, undoubtedly, hundreds of acres have been flooded in the Assiniboine valley and adjacent low lands, it is not generally thought to be as extensive as reported, as much of this land is marsh and grazing lands. In northwestern Manitoba, where the first floods took place, the water is now receding, and it is anticipated that much re-seeding to coarse grains will take place.

In Saskatchewan the decreased acreage is mainly due to the late season and the wet condition of the soil. It will be remembered that this province received two weeks of steady rain last fall, which seriously delayed threshing. Much of the Saskatchewan land was very wet with the opening of spring, which prevented, to a large extent, getting to work in the fields, and now the general rains of the past ten days have again delayed seeding operations. A corresponding increase in coarse grain acreage is anticipated. In Alberta the indicated increased acreage of five per cent, is credited to the splendid condition of the soil, due to very heavy snowfalls through the winter and early spring, which prompted many farmers to sow wheat who otherwise would have sown coarse grains.

Acreage in 1921

According to the Dominion Bureau of Statistics, the wheat acreage in the three western provinces in 1921 was as follows: Manitoba, 3,501,217; Saskatchewan, 11,523,202; Alberta, 5,379,574.

In the percentage of wheat seeded, Manitoba takes the lead with 95 per cent. finished. As this was nearly all in the ground before the wet period commenced, the greater proportion is up and reported as looking fine. In Saskatchewan the wheat acreage seeded is reported from 55 to 60 per cent., and the soil generally too wet to work, and a few warm days will be needed before seeding can be re-commenced over large areas. In Alberta, wheat seeding is 90 per cent. finished in the northern half, and fifty per cent. in the south.

Wholesale Grocers' Convention Has A Big Programme

Toronto, May. 31—The anuual convention of the Canadian Wholesale Grocers' will open at the Hotel Clifton, Niagara Falls, on Monday, June 12, at two o'clock. The president, Armand Chaput of Montreal will preside. While the programme has not been definitely arranged, the first afternoon will be taken up with the reception of the president's, secretary's and treasurer's reports, and it is expected that I. F. Hellmuth, K. C., Toronto, counsel for the association will be present and give an address. On the evening of the first day, the Queen Victoria Park Commission is entertaining the delegates and their ladies to a garden party and dance.

The second day is to be given up entirely to a conference wtih manufacturers. Present problems in the trade will be discussed, and it is felt that this will constitute quite the most important feature of the convention. Subjects for discussion on the third day include drop shipment by manufacturers, the canned goods situation in 1922, different methods of paying salesmen. A committee from the Retail Merchants' Association will also confer with the wholesalers. An address will be given on the third day by H. E. Sloan, on efficiency methods in the wholesale trade. Other entertainment features will include a banquet on Tuesday evening at the Clifton.

Letters To The Editor

ALREADY OVERTAXED

Editor, Canadian Grocer:

No doubt a good many acts are framed up by those that do not know the conditions, and the class affected have to suffer. Look what the sales tax means to the retailers, and no chance of getting it back. In my little business it meant $500 last year; now it is suggested that 2% be collected on gross sales. Well Mr. Editor, that would spell ruin to the retail grocer. Any one of them will tell you the same, and we know what we are talking about. In my humble opinion there is only one fair and just way of collecting a tax of this kind, that is at the place of manufacture, then we all pay our share, which we have a right to do, but in the manner suggested it is a direct tax on the retailer. I would say we are already overloaded. Another order has gone into force, viz., the minimum wage act for female help in stores. This looks like class legislation. I am not saying it is. Here is the definition as given on the card sent out as follows:—

This order governs the selling force and includes cashiers, parcellers, messengers and other employees working with the sales force but not milliners, dressmakers, office workers or factory workers.

Now Mr. Editor, I think a merchant should have the right to decide what an employee should be paid, as he only knows what they are worth to him in his business and I do not think this is an opportune time to raise wages.

Would like to have expression from other retail grocers in the province of Ontario.

Yours truly,
A RETAIL GROCER.

* * * *

SALES TAX IN EFFECT

Burkes Falls, May 30th, 1922.

Editor, Canadian Grocer:

Am receiving invoices from wholesalers with 4½ per cent. tax added. Are they justified in doing so before Fielding's proposed tariff passes a vote in the House? I never understood that any Finance Minister could make a law himself, without the law receiving the approval of a majority.

D. S. Litster.

Editor's Note:—Changes in sales tax mentioned in the new Budget are now effective. They came into effect on May 24. The wholesalers' sales tax as shown on their invoices to you will be 2¼ per cent., an increase of 50 per cent. over the former sales tax of 1½ per cent. If you as a retailer buy direct from a Canadian manufacturer the sales tax then is 4½ per cent. If you buy imported goods direct you pay 6%.

* * * *

TIMES HAVE CHANGED

Editor, Canadian Grocer:

Dear Sir:

I have been a reader of your valuable paper for a number of years and enjoy every issue as there is always a lot of information for the retailer, and just now we need all the help we can get.

I have been in the retail grocery business for many years and let me say in

(Continued on page 39)

WESTERN CANADA NEWS

Western

Merchants of Vernon, B. C., are closing their stores at 5 o'clock again this summer.

Stroyan, Dunwoody Company, grocery brokers, Winnipeg, have appointed W. R. Williams as their representative in British Columbia.

C. E. Craddock, Wood Mountain, Sask., has sold to H. Cross. Mr. Craddock has given up the general merchandising business to devote his time to his ranching interests.

R. L. Innes, general manager of the Dominion Canners, Ltd., Hamilton, was on a business trip to Winnipeg recently and called on their Western representatives, Tees and Persse.

F. G. Evans, general manager of Dominion Canners, Ltd., British Columbia, while on a business trip to Winnipeg called on their western representatives, Tees and Persse.

Thinks Canada is Making Remarkably Quick Recovery

Winnipeg, May 31.—R. J. Campbell, president of Campbell Bros. and Wilson, wholesale grocers in Western Canada, was on a visit to the West recently. Mr. Campbell at present resides at Finchley, in North London, England, and his visit to Canada at the present time comes at the fortieth anniversary of the founding of the company of which he is head. The business was started by Mr. Campbell in Winnipeg in 1882.

Although in Canada but a short time, Mr. Campbell expressed the opinion in the course of an interview, that Canada is making a remarkably quick recovery from the post-war depression—a quicker recovery than was the case of other countries.

Trade in the Old Land, he said, is very good, although people are not buying the luxuries to the same extent as before the war. The competition of German goods is manifesting itself to a very considerable extent. Conditions are gradually getting back to normal.

As It Is Now—"Old man Jimson left home drunk again last night."

"George, how many, many times have I told you to stop and count to a hundred before fighting?"

George—"That's what I did, ma, but that kid's mother told him to count only ten."—E. R.

These Figures Are Not Representative of Grocery Stores in General

Percentages of Turnover in Grocery Department of a Large Departmental Store in the U.S.A. as Given Out a Few Years Ago Should Not be Taken as Standard To-Day

ABOUT three years ago Henry Johnson, Jr. (Paul Findlay) wrote an article for Canadian Grocer on the principal lines in the grocery department of a department store so far as percentage of turnover was concerned. This article showed for instance the percentages of about 65 food lines based on total turnover—sugar 13.6 per cent.; butter 12.9 per cent.; etc.

It has been published and re-published in various papers all over the world. Recently it got back to a publication in Western Canada which printed it as the standard existing in the United States among grocery stores. To correct this wrong impression Mr. Findlay writes to this western paper in part as follows:

"I was very much interested in your article, published in your issue of April 15, on "The Grocer's Principal Lines." The reason for my interest is as follows:

"Early in the spring of 1919 I went into the store of Duffy-Powers Company of Rochester, New York, and got a very nice story from them about their food department. Either at that time or a few months later, I got from them a list of the principal goods sold either in June of 1918 or 1919, segregated in percentages of the total turnover. I got permission to reproduce and use that tabulation and I wrote a story on it for my syndicated list of grocery papers, using Duffy-Powers name and carefully describing exactly what the entire schedule represented.

"A little later on a scissors-and-paste editor evidently thought it was pretty good stuff and, to avoid giving credit to its source of origin, he generalized it and indicated that it was a representative of the average grocer's proportionate sales. In that form it has been published and re-published all over this country and evidently is now finding its way around the world.

"This is a good illustration of how misleading misinformation can become, because this happens to be an analysis of the sales in the cash-and-carry food department of one department store for one summer month, and therefore, despite the similarity of some of the figures which you have noted, is not representative of grocery stores in general. Take for example the fact that tea stood alone in the original schedule, not combined with breakfast food, at 2.1 per cent. as against coffee at 1.9 per cent. In the ordinary grocery store in the U. S. the sales of tea do not bear any such proportion to total sales and the sales of coffee are very much greater than those of tea. These figures were as quoted in this instance because during that month a special drive had been made on tea of a special kind suitable for serving iced.

"I thought you might be interested in having these facts. Naturally, the principal thing is that grocers be started thinking about the facts and figures of their own business."

WHY PEOPLE CHANGE STORE PATRONAGE

Honor Buckley, speaking in Chicago recently, reported the analysis of the reasons influencing an average hundred persons to change store patronage:

Sixty-eight changed because of store indifference.

Nine because of better service elsewhere.

Three because other stores are more convenient.

Fourteen because of unadjusted grievances.

Five were influenced by friends to go elsewhere; and one died.

Vancouver Retailers in Important Offices

Vancouver.—In order to emphasize the position of honor and responsibility held in the community by the retailer, the retailers invited to their weekly luncheon the heads of several community bodies and the heads of the civic affairs. The line-up showed conclusively that as a class, the retailer was measuring up to the standard of good citizenship.

Mayor Tisdale is a retailer of sporting goods, the chairman of the finance committee is Alderman Owen, a retail hardware man, the chairman of the Parks Board, Alderman Shelley, a baker. The president of the Rotary Club is "Bob" Millar, a retail toy and crockery merchant, the president of the Kiwanis Club, G. Cunningham, retail druggist.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

MARKETS AT A GLANCE

CONSIDERABLE strength developed in the raw sugar market during the past week. Cubas advanced to 2⅝c c. & f. New York for second half of June shipment which figures to 4.23c duty paid. Heavy sales transpired, clearing the market of all sugars available at this price for late June shipment.

New York refiners in consequence of the strength in the raw market have advanced their quotations, which now stand at $5.50 to $5.60 per cwt. for standard granulated.

The Cuban campaign is closing rapidly. Thirty factories finished grinding during the week, leaving a total of 81 still operating as against 172 for the same period last year. Rainy weather continues in the Island which has interfered with grinding operations but is favorable to the growing of the cane for next year's harvest.

Canadian refined sugar situation has a stronger tone. Eastern refiners point out that prices are lower than they are obtaining for export and also lower than the New York market when freight and duty is taken into consideration. Considerable export business has transpired and with the prospect for a good fruit crop and consequently a heavier consumer demand, coupled with a stronger raw market, there is reason to believe that the situation will strengthen.

Teas continue to indicate strength. Advices from Colombo state that prices are again advanced. The Japan market opened several cents higher than last year and cables from there, state that natives are holding out for the higher figure.

Canned vegetables, fruits and jams continue to show a good movement at firm prices. There are indications that these lines will be fairly well cleaned up by the time the packing season opens, so that canners and jam manufacturers will not be faced with a large carryover such as last year.

Rolled oats hold firm while other bulk package cereals show little change.

Butter, cheese and eggs are easier. Live hogs are in a strong position while lard, shortening and cured meats have a stronger tone.

QUEBEC MARKETS

MONTREAL, June 1.—Although the new taxation bears heavily upon the grocery trade, increasing the cost of all lines, markets, as yet, show little effect apart from the 50 per cent. increase in the sales tax. Wholesalers emphasize the fact, however, that in the near future the increase in the sales tax will show in another way, an increase in the invoice price of food products, through the taxation on the sale from the manufacturer to the wholesaler. Little is said about molasses. The market is steady both in price and demand. Canned goods are still unsettled with cut prices endeavoring to unload spot stocks, particularly of fruit. Japan new crop teas have been bought at a lower price which will permit of sale here at the basis of 1919. On the other hand black teas are strong in price with the likelihood of a sharp advance in package tea prices. Whole nutmegs are advanced in price. Tapioca and sago are higher but there is no change in rices. Cereals are steady with only a limited demand. Reports on the new prune crop, although early, are not bright. Prices on spot prunes are strong and the coast reports stocks cleaned up. The nut market is quiet with little demand except some buying for fall delivery. Local vegetables on the market have broken prices and radishes, spinach and parsley are lower. New potatoes have advanced. There is no change in the coffee market. In package goods the only change is an advance in self-raising flour.

CEREALS ARE QUIET

Montreal.

CEREALS.—There is nothing of note n the cereal market. Prices are steady with a fair demand considering the summer season. Buying is only for small lots to meet immediate requirements.

CEREALS—		
Rolled oats, bag	3 35	3 50
Oatmeal		3 75
Pearl Hominy		1 40
Corn meal	2 50	2 80
Graham Flour, 98 lbs.		7 65
Buckwheat Flour		4 25
Pot Barley		3 26
Pearl Barley		3 85
Beans, Ont.		3 50
Do., Can.		3 30
Lima Beans		0 06
White beans		0 07½
Green peas, dried	0 03	0 05¾
Split Peas		0 07¼

CANNED VEGETABLES		
Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Cabbage, Simcoe, 2½s	180	
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob,) gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)		1 45
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 30	1 40
Do., 2s	1 40	1 50
Do., 2½s	1 60	1 65
Do., gallons		6 25
Parsnips, Simcoe, 2's	1 80	
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		4 50
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s		3 25
Do., Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80

CANNED FRUITS		
Apricots, 2½-lb. tins		4 25
Apples, 2½s, doz.	1 40	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.		18 50
Cherries, red, pitted, heavy syrup, doz. 1		3 20
Do., 2½		3 50
Do., 2	3 20	3 30
Gooseberries, 2s, heavy syrup, doz.		2 75
Raspberries 2's		3 75
California Peaches—		
1s		2 90
2s		3 25
2½s		4 40
Strawberries, 2's		3 30
Peaches, heavy syrup—		
2's	2 60	2 75
2½s		4 20
Pears, 1s, Keiffer		4 30
Do., 2-lb.	2 45	3 10
Yellow cling, halves		2 60
Yellow cling, sliced		2 60
2's		2 80
2½s		4 20
Bartlet Pears		3 40
Greengage Plums, heavy syrup.	2 20	2 00
Lombard plums, heavy syrup, 2-lb.		2 40

CANNED GOODS VARY

Montreal.

CANNED GOODS.—The canned goods market is uninteresting. Prices are still unsettled and vary considerably. No change has been made by local wholesalers to cover the increased

sales tax since they are all anxious to unload present stocks. Canned fruits in particular are cut and list prices are only nominal. Much depends now upon the fruit crop for this year and as reports so far are good there is a feeling in the trade that prices on canned fruits for next year will be lower. The same applies to canned vegetables.

SELF-RAISING FLOUR HIGHER

Montreal.

PACKAGE GOODS.—An advance is quoted on Brodie & Harvie's Self-Raising Flour in packages, making the price $4.50 per ½ doz. for the 6 lb. packages and $2.30 per doz. for the 3 lb. packages. The Ontario Self-Raising Flour is also advanced and is quoted at the same price. Other lines are steady in price with a fair movement.

PACKAGE GOODS—		
Breakfast, food, case 18		3 50
Cocoanut, pound packages, per lb.		0 34
Do., ¼ lb. packages		0 37
Corn Flakes, 3 doz. case	3 40	2 40
Cornmeal, yellow, 24s		2 85
Rolled oats, 18's		2 00
Rolled oats, 20's		5 00
Aluminum package, 20s		5 25
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		2 55
Hominy, pearl or gran., 2 doz.		3 00
Scotch Health Bran (20 pkgs.)	case	3 50
Pancake Flour, case		7 1.
Pancake flour, self-raising, do.		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat, 36s, case		6 40
Do., 20s case		3 50
Self-raising flour, (3-lb. bags, doz.		2 30
Do., (6-lb. pkg.) doz.		4 50
Corn starch (prepared)		0 09
Corn starch, 1 lb. pkgs.		0 07½
Potato flour		0 14½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 35
Shredded wheat		4 45
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		0 09¼
Celluloid starch, 45 pkgs., case		3 30
Malt Breakfast Food, (36 pkgs.)		9 60
Macaroni		3 15
Spaghetti		3 15
Egg noodles, Quaker		2 25
Canadian cheese loaf, lb.		0 30
Swiss cheese loaf		0 42

EARLY REPORT ON PRUNES

Montreal.

DRIED FRUITS.—The dried fruit market is fairly quiet with some new prices on candied and glace peels quoted in England and in the United States but Canadian manufacturers have not yet quoted prices for this year. Reports from California on the prune crop are pessimistic. One statement says that in the Santa Clara Valley the production will only be 70 per cent. of last year. This, however, is only a prediction from the present condition of the buds. Present stocks are light and the coast reports all holdings cleaned up and New York has little to offer. Local prices are strong.

COFFEE PRICES STEADY

Montreal

COFFEE.—The coffee market is steady without any attractive feature. Prices are holding with a strong tone but importers do not favor an advance at the present time.

COFFEE—	
Mocha	0 50
Java	0 45
Maracaibo	0 40
No. 1 Blind compound	0 35

DRIED FRUITS—		
Apricots, fancy		0 35
Do., choice		0 31
Do., slabs		0 29
Apples (evaporated) 25 lbs.	0 23½	0 24½
Do., 50 lbs.,	0 23	0 24
Peaches (fancy)		0 28
Do., (choice)		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Cut mixed		0 31
Lemon		0 25
Orange		0 25
Citron		0 40
Raisins		
Valencias		0 19
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown	0 25	0 27
Fancy seeded (Bulk)	0 18	0 19
Do., 16-oz.	0 20	0 21
Cal. Seedless, cartons 12 doz.		0 21
Do., 16 oz.		0 24½
California Seedless, in bulk	0 19	0 20
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, excelsior, (36 10s), pkg.		4 50
Dromedary, (36-10 oz.)		7 20
Loose	0 10	0 12
Figs, 4 crown		0 21
5 crown		0 22
6 crown		0 23
7 crown		0 25
Mats, Portuguese		0 08
Smyrna cooking, bags		0 13
Prunes (25-lb. boxes)—20-30s		0 32
40-50s		0 10½
50-60s		0 15
60-70s		0 14½
70-80s		0 14
80-90s		0 12½
90-100s		0 12

NUT MARKET DULL

Montreal

NUTS.—There is no feature to the nut market. All lines are steady in price with a firm tone in walnuts and some buying for September deliveries in.

NUTS—		
Almonds, Tarragona, per lb.		0 19
Valencia shelled almonds 3 crown		0 44
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily,) per lb.		0 16
Brazils, shelled		0 50
Peanuts, Jumbo		0 15½
Do. shelled No. 1 Spanish		0 10½
Do., salted red		0 17
Do., shelled, No. 1 Virginia		0 12½
Peanuts (salted)—		
Fancy wholes, per lb.		0 34
Fancy splits, per lb.		0 29
Pecans, shelled	0 90	1 00
Walnuts, Grenoble in shell		0 30
Walnuts, Marbot	0 26	0 28
Do., new Naples		0 28
Do., Bordeaux, shelled	0 65	0 67

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

SUGAR MARKET STRONG

Montreal.

SUGAR.—Although there has been no change in the sugar market, there seems to be more confidence in its stability and many retailers are buying for the future. There is an improved export market for Canadian refined sugar and fairly heavy shipments are now being made to England

SUGAR—	
Granulated sugar, per cwt.	5 90
Do., barrels	5 95
Granulated, gunnies, 5-20	6 10
Do., cases, 20 5-lb. cartons	6 30
Do., gunnies, 10-10	6 20
Do., cases, 50 2-lb. cartons	6 40

MOLASSES UNCHANGED

Montreal

MOLASSES.—There is no change in the price of molasses. The market has a firm and steady tone with fair buying. Corn syrups are unchanged in price with a steady movement.

MOLASSES—		
Puncheons, Island of Montreal	0 59	0 60
Barrels		0 63
Half barrels		0 64
Puncheons, outside of Montreal		0 58
Fancy molasses in tins (ginger bread)		
No. 2, 2-doz. per case		4 20
No. 3, 2-doz. per case		4 60
5-lb. tins		3 95
10-lb. tins, per case		3 60
These prices are temporarily nominal.		
CORN SYRUPS—		
Barrels, about 700 lbs.		0 05½
Half barrels, about 350 lbs.		0 05¾
Quarter barrels, about 175 lbs.		0 06¼
2 gals., 25-lb. pails, each		2 00
3 gals., 38½-lb. pails, each		2 35
5-lb. tins, per case		4 20
10-lb. tins, per case		4 00
24 2-lb. tins		3 75
WHITE CORN SYRUP—		
24 2-lb. tins		4 25
12 5-lb. tins		4 70
6 10-lb. tins		4 50

NUTMEGS ADVANCED

Montreal

SPICES.—The feature of the spice market is an advance of 5 cents per pound in whole nutmegs, one hundreds. In primary markets there is a somewhat feverish and irregular feeling but noticeably more active than it was. The continued strength of Sterling stiffens prices on China produce. There is a seasonal side to the spice and seed market which does much to stimulate the market and as this is not far off buying is a little more active for the autumn pickling and preserving. On the whole spices are quiet with no feature of note in any particular line in primary markets.

SPICES—		
Allspice	0 18	020
Cassia, pure	0 25	0 26
Cassia compound		0 18
Cocoanut, 20 lb. pails, per lb.		0 22½
Do. sweetened. lb., packages		0 34
Chicory, (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 32
Pure, ground		0 35
Cream of Tartar, French pure	0 44	0 60
Do., American high test	0 65	0 80
Whole Cloves		0 55
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs, whole—		
Do., 64, lb.		0 30
Do., 80 lb.		0 28
Do., 100 lb.		0 30
Do., ground, 1 lb. tins		0 35
Pepper, black		0 24
Do., white		0 32
Do., white, compound		0 18
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Do., black, compound		0 15
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Turmeric	0 25	0 30
Pickling spice	0 25	0 28

NEW JAPAN TEAS LOWER

Montreal

TEAS.—There is more and more talk about an advance and some of the branded package lines are likely to advance in the near future. On the other hand reports are that new Japan tea will be laid down in this market at a price equal to that of 1919 which is below 1921 price and much below 1920. This has a weakening feeling on the market for Japan tea and local dealers state that they expect the first shipment of the new crop in Montreal about June 15.

TEAS—		
Pekoes	0 38	0 45
Broken Pekoes	0 45	0 60

Orange Pekoes	0 50	0 70
Broken orange Pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
Above retail prices range of quotations to the		
Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

TAPIOCA AND SAGO HIGHER

Montreal.

RICE.—The rice market is quiet with prices holding and little buying. Tapioca however has been advanced in price by a half a cent, quoted at 8 cents for pearl in bag lots. White sago has also been advanced one half cent to 8 cents per pound.

RICE—		
Carolina, extra fancy	0 07½	0 08
Do., fancy	....	0 06
Honduras, fancy	....	0 06
Rangoon CC, per cwt.	....	5 75
Rangoon, B, per cwt.	....	5 75
Texas rice	....	0 05½
Tapioca, per lb. (seed)	0 08	0 08½
Do., (pearl)	0 08	0 08½
Do., (flake)	0 08	0 08½
Sago	0 08	0 08½

LEMONS IN DEMAND

Montreal.

FRUIT.—One effect of the new tax, so the fruit dealers say is to increase the demand for lemons, since the price of soft drinks is to advance. The price on lemons so far is firm but shows strong tendencies. Messina lemons are up to $5 a crate. Pineapples are a litt'e lower. Oranges are higher in price. Late Valencias are quoted at $10 and $10.50. Strawberries are firm in price with a good demand.

FRUIT—		
Apples, Greenings	10 00	10 50
Spys	12 00	14 00
Baldwins	9 50	10 00
Boxes, 175s, 210s,	3 75	4 50
Bananas (as to grade) bunch	6 00	7 00
Lemons, California	7 00	8 00
Lemons, 300s-360s, Messina	5 00	....
Florida, grape fruit	8 00	9 00
Spys	10 00	12 00
Domestic	....	6 00
Russets	8 00	9 00
California navels	8 00	9 00
Oranges, late Valencias	10 00	11 00
Porto Rico Oranges	....	5 00
Seville bitter oranges, 200s	....	4 50
Do., Blood Oranges, half boxes	....	3 75
Malaga grapes, kegs	13 00	15 00
Tokay grapes, per crate	....	4 50
Blue and green grapes, per bas.	0 40	0 50
California Pears, per case	....	7 00
Strawberries, per box, Louisiana	0 22	0 25
Strwberries, per box, Louisiana	0 22	0 25
Pineapples, per crate, 24s	5 75	6 25
Do., 36s,	5 25	5 50
California Cherries, crate	6 00	7 00

LOCAL VEGETABLES OFFERED

Montreal

VEGETABLES.—The advent of domestic vegetables on the market brings lower prices on many lines. Radishes are down to 28 and 30c. a doz. Local spinach is quoted at $1.50 a gin box and $2.50 a barrel. Green peas however have advanced to $8 and $9 a hamper. New potatoes are also higher. Tomatoes are in good supply and steady in price.

VEGETABLES—		
Asparagus, Canadian 11 qt. basket	3 00	4 00
Beets, new doz. doz.	1 50	1 75
Green beans	3 00	3 50
Wax beans	3 00	4 00
Cauliflower, doz.	8 00	9 00
Cabbage, new crate	3 50	4 00
Carrots, new, per doz.	1 25	1 50
Celery, imported, crate	9 00	9 50
Mushrooms, 3 lb. basket	....	3 25
Florida, lettuce, hamper baskets	4 50	5 00
Parsnips, bag	2 00	2 50
Peppers, green, per crate	5 50	6 00
Montreal Potatoes	1 15	1 25
New Potatoes (Bermudas) per barrel	8 00	9 00
Do., per lb.	....	0 15
Texas, crates	3 50	4 00
Tomatoes, fancy	6 50	7 00
Do., choice	5 50	6 00
Spinach, barrel	2 50	3 00
Cucumbers, basket	3 50	4 00
Green Peas, per hamper	8 00	9 00
New turnips, per doz.	....	1 50
Parsley, per doz.	....	2 00
Radishes, per doz.	0 28	0 30

ONTARIO MARKETS

TORONTO, May 31.—Markets for general grocery commodities show little change as compared with a week ago. Rolled oats are firm with some wholesalers quoting a higher figure. Canned vegetables and fruits are moving well under steady quotations. Jams are also becoming cleaned up and manufacturers are not expected to be faced with such a large carryover as they were last year. Coffees are firm but local quotations show no change. One brand of macaroni is reduced while package cereals of a cooked character are showing an improvement in the demand. Prunes continue with a primary markets in an easy position. Tea markets continue strong good consumer demand while raisins show little movement with with Colombo market higher and new Japans offered at a higher price than the opening market of last season. Spices and rices are quiet. The sugar market has a stronger tone. Vegetables and fruits are arriving in steadily increasing volume, with quotations generally tending easier.

ROLLED OATS HOLD FIRM

Toronto

CEREALS.—Rolled oats continue the feature in the bulk cereal market. The oat market has been in a strong position for some weeks past and although manufacturers had advanced prices there was some cutting among the wholesale trade. The majority of wholesalers, now however, are quoting the higher figure of $3.25 per 90 lb. bag. Lentils are quoted at a lower price of 12½c. per lb. in bag lots.

CEREALS—		
Barley, pearl, 98s	....	5 00
Barley, pot, 98s	....	3 75
Cornmeal, golden, 98s	....	2 80
Oatmeal, 98s	....	3 85
Corn flour, 98s	....	2 80
Rye flour	....	4 40
Rolled oats, 90s	3 25	....
Rolled wheat, barrel	....	6 25
Cracked wheat, bag	....	5 00
Breakfast food, 98s	....	4 75
Rice flour, 100 lbs.	....	10 00
Flaxseed, 98s	....	7 00
Peas, split, per bag	....	7 50
Marrowfat Green peas, Ont.	7 75	8 50
Graham flour, 98s	....	3 75
Whole Wheat Flour	....	4 10
Wheat Kernels	....	5 25

CANNED GOODS STEADY

Toronto.

CANNED GOODS.—Quotations on canned vegetables and fruits show practically no change. Stocks show indications for being fairly well cleaned up by the time new packs are available. Jams are also becoming well cleaned up and although prices on the new pack strawberry are not yet announced it is expected that the better known brands will open at around 80c. for fours.

CANNED GOODS—		
Shrimps	2 40	2 90
Salmon—		
Sockeye 1s, doz.	....	5 60
Do., ½s, doz.	....	3 25
Alaska red, 1s.	....	4 25
Cohoe 1s, doz.	....	2 90
Do., ½s, doz.	....	1 45
Pinks, 1s, doz.	....	1 50
Lobster ½-lb., doz.	4 15	4 25
D., ¼-lb. tins	2 75	3 00
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	1 80
Herrings in Tomato Sauce—		
Ovals 1s per doz.	1 75	2 15
Ovals ½s, per doz.	....	1 30
Kippered Herrings—		
Ovals 1s, per doz.	1 75	2 00
Ovals, ½s, per doz.	....	1 30
Canned Vegetables		
Peas, standard, doz.	1 80	1 85
Do., Early June	2 15	2 25
Do., Sweet Wrinkle	....	2 40
Do., Extra Sifted	....	3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.	....	2 15
Do., Golden Wax, fancy, doz.	....	2 35
Asparagus tips, doz.	4 85	5 00
Do., butts, doz.	....	6 60
Canadian corn	1 20	1 50
Tomatoes, 2½s doz.	1 70	1 80
Do., Gal. No. 10 tins, doz.	6 95	6 25
Pumpkins, 2½s	....	1 80
Do., gal., No. 10 tins, doz.	1 50	1 60
Spinach, 2½s doz.	....	2 95
Pineapples, sliced, 2½s doz.	....	3 75
Do., sliced, 2½s, doz.	....	4 25
Apples, gal. water pack, doz.	....	5 60
Do., gal. steam pack. doz.	....	6 80
Do., 2½s, doz.	....	1 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.	....	3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Blueberies, 2s	2 35	2 45
Strawberries, 2s, H. S.	4 50	5 00
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	3 00	3 25
Do., 16 oz. doz.	3 50	3 90
Do., 4s, each	0 85	1 07
Strawberry, 12 oz. doz.	....	3 05
Do., 16 oz. doz.	3 25	3 60
Do., 4s, tins	0 92	0 98
Raspberry, 12 oz., doz.	2 40	3 05
Do., 16 oz., doz.	3 25	3 60
Do., 4s tins	0 35	0 90
Marmalade—		
12 oz., glass, doz.	2 25	2 45
16 oz., glass, doz.	2 75	2 90
No. 4 tins, each	0 58	0 65

FIRM COFFEE MARKET

Toronto.

COFFEE.—Spot conditions remain steady and although primary markets are fairly strong and prices higher, no immediate change is looked for in prices to the retail trade.

COFFEE—		
Java, Private Estate	0 51	0 53
Begotas, lb.	....	0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Rio, lb.	0 23	0 25
Santos	....	0 35
Mocha, lb.	0 52	0 55

PACKAGE CEREALS UNCHANGED

Toronto

PACKAGE GOODS.—There are no quotations on package cereals. Package oats are in a firm position but no

immediate change in quotations is looked for. Prepared breakfast foods are moving freely with quotations steady and unchanged. L'Etoil macaroni and spaghetti, cases of 30-16 oz. packages are quoted at a lower price of $3.40.

PACKAGE GOODS—		
Rolled Oats, 20s, round case		5 00
Do., 18s, case		2 00
Do., 20s. square case		5 00
Do., Aluminum Prem., 20s		6 15
Corn Flakes 36s, case	2 70	3 50
Porridge Wheat, 36s, reg., case		6 00
Do., 20s, family, case		6 80
Package Peas, per doz.		0 90
Cornstarch, No. 1, lb. carton		0 09
Do., No. 2, lb. cartons		0 07½
Laundry Starch		0 07
Do., in 1-lb. cartons		0 07¾
Do., in 6-lb. wood boxes		0 11¼
Do., in 6-lb. tin cannisters		0 14½
Celluloid starch, case		4 00
Potato flour, 1-lb.		0 14½
Fine Oatmeal, 20s		5 75
Cornmeal, 24s		2 30
Farina, 24s		3 25
Barley, 24s		2 75
Self-rising Pancake Flour, 24s	2 70	4 75
Buckwheat Flour, 24s		2 70
Self-rising Pancake Flour, 18s		3 85
F. S. Hominy, gran. case		3 00
Do., pearl, case		3 00
Scotch pearl barley case		2 70
Puffed rice pancake flour, 24s		2 90
Macaroni 30-16 oz. per case	3 15	3 40
Do., 30-8 oz. per case	2 00	2 20

RAISINS EASIER

Toronto

DRIED FRUITS.—There is little change in the local dried fruit situation. Prunes continue to move freely at steady to firm prices. In the primary markets raisins continue to be the weak spot; prices are easier on the New York market with little inclination on the part of buyers to make purchases. With the approach of the end of the season and a prospect for a big carryover, the tendency is towards lower levels in order to move supplies before the new crop raisins are offered.

DRIED FRUITS—		
Citron caps, 12-lb. boxes, lb.		0 46
Lemon caps, 12-lb. boxes, lb.		31
Orange caps, 12-lb. boxes, lb.		0 32
Mixed containing 4½ lb. lemon per lb.		0 35½
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½ lb. orange 3 lb. citron caps, 3 dozen per case, per doz.		4 35
Currants—		
Greek Filliatras, cases	0 14½	0 15
Do., Patras	0 15	3 15½
Dates—		
Excelsior, pkgs., 3 doz., in case		2 85
Dromedary, 3 doz. to case		7 50
Do., 4 doz. to case		3 90
Fard, per lb.		0 26
Hallowee dates, per lb.		0 12½
Do., Sair		0 06¾
Prunes—		
30-40s, 25s		0 22
40-50s, 25s		0 18
50-60s, 25s		0 17
60-70s, 25s		0 16
70-80s, 25s		0 14
80-90s		0 12½
100-120s, 50s, per lb.		0 09¾
Raisins—		
California, Sultanas, lb.		0 22
Do., 11-oz. pkts.		0 19½
Seeded, 15-oz. pkts	0 18	0 19
Do., 11-oz. pkts.	0 17½	0 19½
Seedless, 15-oz. pkts.		0 25
Thompsons, seedless, bulk		0 19½
Valencia, Spanish	0 19½	0 20½
Clusters, boxes, 20 1-lb. pkg.		6 65
Smyrna Sultanas		0 23½
Muscat, 25 lb. box		0 19
Evaporated apples	0 19	0 19½
Figs—		
Natural bags, 30 lb.		0 10½
Layer, 4 Crown		0 30
Layer, 7 Crown	0 28	0 35
Pulled, 10-lb. box, per lb.		0 34
Pulled, 1-lb. box, each		0 20
Do., 2-lb. box, each		0 36
Mats	0 09	0 09½
Peaches—		
Choice		0 20
Choice, extra		0 22½
Standard		0 18½
Apricots—		
Choice		0 32
Standard		0 28

NUT MARKET QUIET

Toronto

NUTS.—The market has the usual summer quietness with sales generally of a consumer character. Quotations to the retail trade are unchanged.

NUTS—		
Almonds, Taragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian		0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, strip, lb.		0 22
Do., sweetened, lb.		0 22
Do., shred		20
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 18	0 20
Do., medium		0 12½
Mixed nuts, bags 50 lbs	0 20	0 25
Pecans		0 27
Shelled —		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 2[illegible]	0 37
Walnuts, Bordeaux, lb.	070	0 75
Do., Manchurian, lb.	0 45	0 50
Do., broken		0 41
Jordan Almonds	0 70	0 75
Peanuts, Spanish, lb.	0 10½	0 11
Pecans, lb.	0 78	0 80
Brazils, lb.		0 55

FIRM TEA MARKET

Toronto.

TEAS.—The market continues to indicate a strong position. Advices from Colombo state that the market there has again shown an advance. Reports from the Japan market continue to show a higher price than the opening last year and that the natives are holding out for full figures. Some local tea importers are offering new crop early pickings Japans, to arrive at 65 cents, an advance of two cents per pound.

TEAS—		
Pekoe Souchongs	0 38	0 45
Pekoes	0 40	0 58
Broken Pekoes	0 45	0 68
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans		0 65
Do., seconds	0 50	0 55
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

Above prices give range of quotations to the retail trade.

RICES QUIET

Toronto

RICES.—The local demand at present is very light. Quotations are unchanged.

RICE—		
Honduras, broken, per lb.	0 05	0 08
Do., fancy	0 09¾	0 10½
Blue Rose, fancy	0 07¼	0 08
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 05
Chinese, XX		
Do., Simiu	0 10	0 11
Do., Mujin, No. 1	0 09	0 10
Do., Pakling	0 07½	0 09
Rangoon	07	0 07½
White Sago	0 08	0 08½
Tapioca, per lb.	0 06⅞	0 07½
Do., fancy	0 09½	0 10

NO CHANGE IN SPICES

Toronto

SPICES.—Local quotations to the retail trade show no change. The market however, continues firm and prices are strongly maintained.

SPICES—		
Cassia	0 22	0 24
Cinnamon	0 35	0 40
Cloves	0 60	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 55
Mustard, pure		0 45
Pastry		0 25
Pickling spices		0 20
Mace		0 55
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.		0 45
Chillies, lb.		0 50
Nutmegs,, selects, whole	0 30	0 40
Do., ground		0 35
Mustard seed, whole		0 25
Celery seed, whole		0 40
Coriander seed		0 18
Caraway seed, whole		0 20
Curry Powder		0 35
Cream of Tartar—		
French, pure	0 35	0 40
4-oz. packages, doz.		1 75
2-oz. pkgs., doz.		0 90

SUGAR LOOKS STRONGER

Toronto.

SUGAR.—The Acadia Sugar Refinery announce an advance of 10c. per cwt., making the Montreal basis $6. Other refiners, however, remain unchanged on the basis of $5.90 Montreal. Refiners claim that present prices are about 25c. below export prices and lower than the U. S. refiners when duty and freight are taken into consideration. Considerable export business is transpiring at the present time and with a good fruit crop in prospect and a heavy consumer demand, there is a strong tendency for prices strengthening during the summer months. Dominion Sugar Refinery has advanced quotations from $5.90 to $6.18 less one per cent.

SUGAR—	
St. Lawrence, extra gran., cwt.	6 24
Atlantic, extra gran.,	6 24
Acadia Sugar Refinery, ex. gran.	6 34
Dom. Sugar Refinery, extra gran.	6 18
Canada Refinery, gran.	6 24

Differentials: Granulated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20., 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.

SYRUPS UNCHANGED

Toronto

SYRUPS.—The market is steady under a moderate consumer demand. Quotations are unchanged.

SYRUPS—	
Corn Syrup—	
Barrels, about 700 lbs., yellow	0 05½
Half barrels, ¼c over bbls; ⅛ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 50
Cases, 2-lb. tins, yellow 2 doz. in case	3 75
Cases, 5-lb. tins, yello[illegible], 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz.	4 00
Sugar Syrup—	
Cases, No. 2 tins 24 to case	4 50
Maple Syrup—	
8 lb. tins, 10 to case, per case	14 50
2½ lb. tins 24 to case, per case	13 25
10 lb. tins, 6 to case, per case	11 50
5 gal. cans	11 00
1½ lb. tins, 24 to case, per case	7 50
5 lb tins, 12 to case, per case	12 25
1 gal. tins, 6 to case, per case	13 20
Maple sugar, 1 lb. blocks, per lb.	0 18
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 00
No. 3 tins, 2-doz. case	5 20
No. 5 tins, 1-doz. case	4 40
No. 10 tins, ½-doz. case	4 05
Pails—No. 1	1 15
Pails, No. 2	1 70
West India, gal.	0 30
Molasses, table grade—	
No. 2 tins, 2-doz. case	6 25
Pails No. 5	3 35

VEGETABLES EASY

Toronto.

VEGETABLES.—Arrivals of fresh vegetables are steadily increasing and prices generally show easier tendencies.

Green and wax beans dropped considerably during the week, the former is quoted at $2.50 and the latter at $3 per hamper. Hamper cucumbers are lower at $3.50 while the hothouse variety is bringing $2.25 to $2.75 per 11 qt. basket. Tomatoes are in a strong market at prices from $5.50 to $6.50 per 6 bkt. crate. New Florida potatoes are quoted at $7.25 for No. 1 and $5 for No. 2. Carolina potatoes are offered at $5 per barrel. Old potatoes continue in an easy position with quotations showing little change as compared with a week ago.

VEGETABLES—

Potatoes, Ontario	1 15	1 30
Do., Cobblers, seed	1 75	2 00
Do., New Florida, No. 1 bbls.	....	7 25
Do., No. 2 bbls.	....	5 00
Onions Texas case	....	3 25
Celery, Florida	6 00	6 50
Head Lettuce, iceberg case	4 50	5 00
Leaf Lettuce, doz.	....	0 30
Green Onions, local, doz.	....	0 30
New Carrots, bushel bkt.	....	2 25
New Beets, bushel bkt.	....	2 00
New Cabbage, large crate	....	4 50
Radish, per doz.	....	0 40
Green peppers, per doz.	....	1 00
Tomatoes, Florida, 6 bkt. crates	5 50	6 50
Do., Hothouse, per lb.	....	0 40
Egg Plant, case	....	5 00
Green beans, hamper	....	2 50
Wax Beans, hamper	....	3 00
Asparagus, 11 qt. bk.	2 75	3 00
Cucumber, per hamper	....	3 50
Do., Hot House, 11 qt. bkt.	2 25	2 75

PINEAPPLES FIRM

Toronto.

FRUITS.—Pineapples are in a strong position with supplies becoming scarce and prices slightly higher. California cherries are arriving and are quoted at $5.50 to $6 per box. Watermelons are quoted lower at $1.25 each.

FRUITS—

Oranges, Cal. Val.	6 50	8 75
Do., Messina, ½ box	....	3 75
Do., Blood, ½ box	....	3 25
Lemons, Messina	5 00	5 50
Bananas, per lb.		0 07½
Apples, B. C. boxed	3 50	4 25
		Per case.
Grape Fruit, Floridas 54s	....	6 00
Do., 64s, 70s.	6 50	7 00
Do., 80s, 96s, 126s	7 00	7 50
Strawberries, per box, qts.	....	0 25
Pineapple, Cuban, 18s	....	6 00
Do., 24s, 30s	5 75	6 00
Do., 36s,	....	4 90
Watermelons, ea.	1 25	....
Cherries, Cal., per box	5 50	6 00

MIGHT BE IMPROVED

"What do you think of the army as far as you have gone?" inquired the sergeant of a new recruit.

"I may like it after a little, but just now I think there is too much drilling and fussing around between meals," was the reply.

MANITOBA MARKETS

WINNIPEG, May 31, 1922.—There are few changes in the grocery market this week. The raw sugar market is showing a stronger tone but local quotations remain unchanged. The coffee market continues firm and spot stocks are becoming scarce. Rolled oats are stronger with upward tendencies while other cereals are steady and unchanged. Dried fruits show little change, with figs moving freely. New pack strawberry jam is expected shortly and prices will be slightly lower. Rices continue firm and spices are holding steady. New vegetables and fruits are arriving freely and generally tend easier.

MILD COFFEE FIRMER

Winnipeg.

COFFEE.—The coffee situation continues firm especially on mild coffee, and grinders report that spot stocks are becoming scarce.

COFFEE—

Rio, roasted, best grade, per lb.	0 19½	0 20½
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica, roasted, best grade, lb.	0 28	0 30
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

CANNED GOODS UNCHANGED

Winnipeg.

CANNED GOODS.—The situation in canned goods, generally shows little change. The demand for salmon, more especially pinks and cohoes is showing an improvement and indications are that quotations on the new pack will be higher. New pack lobsters are expected on the local market shortly at lower quotations. Canned vegetables are firmly held. Canned fruits show no change.

CANNED FISH—

Shrimps, 1s, 4 doz. case, doz.	....	2 75
Finnan Haddie, 1s, 4 doz. case	8 00	11 00
Do., ½s, 8 doz. case, case	....	7 25
Herring (Can.) 1s, 4 doz. case per case	6 50	8 00
Lobsters, ¼s, 8 doz. case, doz.	....	2 85
Do., ½s, 4 doz. case, doz.	....	4 95
Oysters, 1s, 4 doz. case, case	....	8 40
Do., 2s, 8 oz. 2 doz. case, case.	....	7 50
Pilchards, 1s, tall, 4 doz. case, per case	....	6 25
Do., ½s, flat, 8 doz. case, case	....	9 00
Salmons—		Per case
Sockeye, 1s, tall, 4 doz. case	....	20 00
Do., ½s, flat, 8 doz. case	....	21 00
Red Spring, 1s, tall, 4 doz. case	....	15 00
Do., ½s, flat, 8 doz. case	....	16 00
Cohoe, 1s, tall, 4 doz. case	11 50	13 00
Do., ½s, flat, 8 doz. case	13 00	14 00
Pink, 1s, tall, 4 doz. case	6 00	6 50
Do., ½s, flat, 8 doz. case	....	8 00
CANNED FRUITS (Canadian)—		Per case
Apples, 6 tins in case	....	3 20
Blueberries, 2s, 2 doz. case	....	5 75
Cherries, 2s, 2 doz. case	....	6 70
Gooseberries, 2s, 2 doz. case	....	7 50
Lawtonberries, 2s, 2 doz. case	....	8 00
Peaches, 2s, 2 doz. case	6 60	7 10
Pears, 2s, 2 doz. case	6 45	7 00
Plums, Green Gage, H. S. 2s, 2 doz. case	....	6 00
Plums, Lombard, H.S. 2s, doz. case	....	5 95
Plums, Lombard, L. S., 2s, 2 doz. case	....	4 65
Raspberries, 2s, 2 doz. case	8 00	8 60
Strawberries, 2s, 2 doz. case	8 00	8 60
CANNED FRUIT (American)—		Per case
Apricots, 1s, 4 doz. case	....	10 60
Peaches, 2½s, 2 doz. case	....	9 15
Peaches, sliced, 1s, 4 doz. case	....	10 85
Do., Halves, 1s, 4 doz. case	....	10 [illegible]
Do., 2s, 2 doz. case	....	6 50
Pears, 1s, 4 doz. case	....	13 25
Pineapple, sliced, 2s, 2 doz. case	....	7 00

FIGS IN DEMAND

Winnipeg.

DRIED FRUITS.—There is practically no change in the dried fruit situation. Figs on the local market are meeting with a good demand. Certain brands of raisins are scarce and indications are that the best selling lines will be absorbed before the new pack arrives. Evaporated apples are showing a firmer tone and indications are for higher prices.

DRIED FRUITS

Evaporated apples, per lb.	0 17	0 18¾
Currants, 90 lb., per lb.	....	0 16
Do., 8 oz. pkgs., 6 doz. case, pkg.	....	0 15
Dates, Hallowee, bulk, lb.	....	0 14
Do., pkgs,, 3 doz. case, lb.	....	0 09
Figs, Smyrna, per lb.	....	0 14
Loganberries, 8 oz., 4 doz. case, pk.	....	0 27¼
Peaches, standard, per lb.	....	0 18
Do., choice, per lb.	....	0 19½
Do., fancy, per lb.	....	0 23
Do., Cal., in cartons, per carton	1 00	1 20
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton	....	1 30
Prunes—		
30-40s, 25s, per lb.	....	0 24
40-50s, 25s, per lb.	....	0 20
50-60s, 25s, per lb.	....	0 17½
60-70s, 25s, per lb.	....	0 16
70-80s, 25s, per lb.	....	0 14½
90-100s, 25s, per lb.	....	0 12½
In 5-lb. cartons, carton	0 78	0 80
Raisins—Seeded—		
Cal., pkg., 16 oz., fancy, per pkg.	....	0 21½
Do., pkg., 12 oz., fancy, per pkg.	....	0 17½
Do., 16 oz., choice, per pkg.	....	0 21
Do., 12 oz., choice, per pkg.	....	0 16
Cal., 5 lb. cartons, per carton	....	1 15
Do., bulk, 25-lb. boxes, per lb.	....	0 20
Raisins—Seedless—		
Cal., pkg., 11 oz., per pkg.	....	0 20
Do., bulk, 25-lb. boxes, per lb.	....	0 22
Do., bulk, 5-lb. cartons, per carton	....	1 15
Do., Cal. Muscatels, 5 lb. carton, per carton	....	1 15
Apricots—		
Do., Standard, 10s, per lb.	....	0 32
Do., 25s, per lb.	....	0 30
Do., Choice, 10s, per lb.	....	0 34
Do., 25s, per lb.	....	0 32
Do., Fancy, 10s, per lb.	....	0 36
Do., 25s, per lb.	....	0 35
Apricots, 5 lb. cartons, per carton	....	1 65

ROLLED OATS FIRM

Winnipeg.

CEREALS.—The feature of the cereal market is the continued firmness in bulk rolled oats. Millers are quoting 80 lb. bags at $2.85 but wholesalers continue to sell below manufacturers' list price. There are no new developments in the bean situation. The market remains firm with quotations unchanged.

PACKAGE CEREALS—

Rolled Oats, 80s, per bag	....	1 80
Do., 36s, case square pkts.	....	3 75
Do., 18s, case	....	2 10
Corn Flakes, 36s, case	3 50	3 80
Cornmeal, 2 doz. case, per case	....	3 40
Puffed wheat, 4 doz. case, per case.	....	4 40
Puffed Rice, 3 doz. case per case	....	5 70
Cream of Wheat, 3 doz. case per case	....	7 50
Grape Nuts, 2 doz. case, per case	....	3 80
Package Peas, 3 doz. case	....	3 00
BULK CEREALS—		
Rolled Oats, 80s, per bag	....	2 70
Do., 40s, per bag	....	1 43
Do., 20s, per bag	....	0 74
Do., 10-8s, per bale	....	3 60
Oatmeal, 188 gran. of stand bag	....	3 30
Wheat granules, 98s, per bag	....	4 70
Do., 16-6s, per bale	....	5 90
Peas, whole green, 100 lb. bag, per bushel	....	3 85
Peas, split, yellow, 98s, per bag	....	7 50
Do., split, yellow, 49s, per bag	....	3 80
Beans, fancy, hand picked, 100 lb. bag per bushel	3 60	4 25
Beans, Lima, 100 lb. bag, per lb.	0 13½	0 14½
Barley, pot, 98s, per bag	....	3 45
Do., pot, 24s, per bag	....	0 93
Do., pot, 24s, per bag	....	4 60
Barley, pearl, 98s, per bag	....	4 60
Do., pearl, 24s, per bag	....	1 22
Cornmeal, 98s, per bag	....	2 60
Do., 49s, per bag	....	1 40
Do., 24s, per bag	....	0 70
Do., 10-lbs. per bale	....	3 35
Buckwheat, Gritz, 98s, whole, per bag	....	6 25

NO CHANGE IN FLOUR

Winnipeg.

FLOUR.—There is no change in the flour situation. Buyers continue to purchase in small quantities to meet their necessary requirements.

FLOUR—	
98-lb. sacks	4 25
Two 49-lb. sacks	4 32½
Four 24-lb. sacks	4 42½

NEW JAM EXPECTED

Winnipeg.

JAM.—Shipments of new pack strawberry jam are rolling and are expected on the local market within the next few weeks. Prices will be slightly lower.

JAMS—	
Black Currant, 4s, per tin	0 89
Strawberry, 4s per tin	0 89
Raspberry, 4s per tin	0 89
Apricots, 4s, per tin	0 83
Cherry, 4s, per tin	0 83
Peach, 4s, per tin	0 83
Compound (all flavors) 4s tin	0 46

WALNUTS HIGHER

Winnipeg.

NUTS.—Advices received from France state that shelled bordeaux halves are showing a firmer tone. Trading continues quiet and is mostly for consumption requirements.

NUTS, SHELLED—	
Almonds, per lb.	0 50
Spanish Peanuts, No. 1, lb.	0 13
Pecans, per lb.	0 90
Walnuts, per lb.	0 68
Brazils, per lb.	0 55
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 20
Walnuts, per lb.	0 23
Almonds, per lb.	0 25
Brazils, per lb.	0 18
Pecans, per lb.	0 25
Filberts, per lb.	0 22

RICE HOLDS FIRM

Winnipeg.

RICE.—Primary markets although quiet continue firm. There are no changes in quotations locally.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08⅛
Do., 50-lb sacks, lb.	0 08⅜
Siam, 100-lb bags, lb	0 05¾
Do., 50-lb bags, lb.	0 06
Sago, sack lots 130 to 150 lbs. per lb.	0 07¾
Sago, in less quantities, lb	0 08¼
Tapioca, Pearl, per lb.	0 07½

RAW SUGAR FIRM

Winnipeg

SUGAR.—The New York sugar market on both raw and refined is showing a firm undertone. Refined sugar is quoted from $6.90 to $6.95 per cwt. Locally the demand is moderate but with preserving season well at hand an improvement in the demand is expected.

SUGAR—		
Extra gran., bags, 100 lbs.	6 90	6 95
Do., gunnies, 5-20 lbs.	7 10	7 15
Do., cartons, 20-5 lbs.	7 30	7 35
Do., gunnies, 10-10 lbs.	7 25	7 30
Do., cartons, 50-2 lbs.	7 45	7 50
Yellow, No. 1, lt., bags, 100 lbs.		6 70
Do., golden, bags, 100 lbs.		6 60
Powdered sugar, bbls.		7 50
Do., boxes, 50 lbs.		7 70
Do., boxes, 25 lbs.		7 90
Icing, barrels		7 60
Do., boxes, 50 lbs.		7 80
Do., boxes, 25 lbs.		8 00
Soft Lumps, boxes, 100 lbs.		7 90
Do., boxes, 50 lbs.		8 10
Do., cases, 20 cartons		8 95
Do., cases, 40½ lbs.		9 70
Small lump, boxes, 100 lbs.		7 80
Do., boxes, 50 lbs.		7 90
Do., boxes, 25 lbs.		8 10
Do., cartons, 50 2 lbs.		9 20
Hard lump, boxes, 10 lbs		7 90
Do., boxes 50 lbs.		8 05
Do., boxes, 25 lbs.		8 10

SYRUPS UNCHANGED

Winnipeg

SYRUPS.—This market is steady with quotations unchanged. Buying still continues on the hand to mouth basis.

CANE SYRUP—	
No. 2s, 2 doz. case	4 95
No. 5s, 1 doz. case	5 75
No. 10s, ½ doz. case	5 30
No. 20s, ¼ doz. case	5 15
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 25
Cases, 20-ib. tins, white, ¼ doz. in case	4 25
Cases, 2-lb. tins, yellow, 2 doz. in case	3 75
Cases, 5-lb. tins yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz. in case	3 65
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 00
MAPLE SYRUP—	
Pure, 2½s, tins, case of 2 doz.	20 50
Pure, 5s, per case of 1 doz.	19 00
Pure, 10s, per case of ½ doz.	17 50
TABLE SYRUP—	
Maple flavor, 2½'s tins, per case of 2 doz.	8 00
Do., 2s, tins, per case of 1 doz.	8 00
Do., 1s, tins, per case of ½ doz.	7 80
MOLASSES BARBADOES—	
2 lb. tins, 2 doz. case	7 00
3 lb. tins, 2 doz. case	9 85
5 lb. tins, 1 doz. case	8 00
10 lb. tins, ½ doz. case	7 75
MOLASSES BLACKSTRAP—	
1½s, tins, ½ doz. case	4 35
2s, tins, 3 doz. case	4 20
2½s, tins, 2 doz. case	3 55
5s, tins, 1 doz. case	3 40
10s, tins, ½ doz. case	3 00

NO CHANGE IN STARCH

Winnipeg.

STARCH.—There are no new features in the starch situation. Buyers are still showing little desire to purchase any large volume and as a result the movement is confined to small quantities at unchanged prices.

OLIVES CONTINUE FIRM

Winnipeg.

SPICES.—The olive situation continues firm. Manzanilla and pimento stuffed olives are reported scarce Cream of Tartar is showing a firmer tone. Other lines of spices show no change.

SPICES—	
Allspice, Jamaica, best qual., lb.	0 18
Cassia, Batavia, per lb.	0 35
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1 per lb.	0 53
Cinnamon, Ceylon, per lb.	0 50
Do., No. 10, carton, doz.	0 75
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar, per lb.	0 60
Ginger, washed, Jamaica, No. 1	0 65
Do., Jamaica, No 2	0 40
Do., Japan or Africa, lb.	0 30
Mace, extra bright Penang, lb.	0 65
per lb	0 3[illegible]
NUTMEGS—	
Nutmegs, extra large brown, 70 lb., per lb.	0 55
Do., large brown, 85 lb., per lb.	0 40
Do., med. brown, 110 to lb., per lb.	0 35
Do., carton of six, per doz.	0 80
Do., carton of six, per doz.	0 80
Pepper, blk., Singapore, ex. lb.	0 22
Do., white, per lb.	0 35
Pickling, ¼-lb. pkg., per doz.	0 90
Do., bulk, No. 1, per lb.	0 22
Do., No. 2, per lb.	0 20
GROUND SPICE—	
Allspice, bulk, per lb.	0 18
Do., No. 2, per lb.	0 16
Do., No. 1 4 oz. cartons	1 30
Cassia, No. 1 bulk, per lb.	0 27
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz cartons	0 95
Cloves, bulk, per lb.	0 63
Do., 2 oz. cartons	1 45
Do., 4 oz. cartons	2 75

TEA MARKET STEADY

TEA.—There is little change in the condition of the local tea market, which continues in a strong position.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 38	0 40
Do., second quality	0 35	0 36
Pekoe, first quality	0 40	0 42
Do., second quality	0 36	0 40
Broken Pekoe, first quality	0 42	0 48
Broken orange Pekoe, 1st. qual.	0 50	0 60
Japan, first quality	0 42	0 60
JAVAS—		
Pekoe Souchongs	0 38	0 40
Pekoe	0 40	0 42
Broken Pekoe	0 42	0 48
Broken Orange Pekoe	0 50	0 60

STRAWBERRIES IN DEMAND

Winnipeg.

FRUITS.—Large shipments of Missouri strawberries are arriving and are meeting with a good demand at $6 per case. California cherries are expected shortly. Watermelons have arrived and are quoted at 9c. per lb. It is now considered that pineapples are at their best for preserving purposes and are quoted at $7 per case. Oranges, lemons and grapefruit show little change.

FRUITS—		
Oranges, Valencia's, per case	7 50	9 50
Lemon's Cal., fancy, per case	9 00	....
Lemons, Cal., choice, per case	8 50	....
Grape fruit, Florida, per case	6 50	7 00
Bananas, per lb.	10	....
Strawberries, per case	6 00	....
Pineapple, per case	7 00	....
Apples, Winesaps, per box	3 75	4 00

VEGETABLES MOVING

Winnipeg.

VEGETABLES.—New vegetables are arriving and are meeting with a good demand. Asparagus is offered at $1.75. New green Florida beans are quoted at 25c. per bus. Native rhubarb is arriving in small quantities and is quickly absorbed. Cucumbers are slightly easier at $3 per doz.

VEGETABLES—	
Cabbage, per lb.	0 05
Head lettuce, per case	3 75
Head Lettuce, per doz.	1 00
Green Onions, per doz.	0 35
Cucumbers, per doz.	3 00
Tomatoes, per case	6 50
Celery, per case	8 00
Onions, per case	3 50
Rhubarb, per case	1 50

Reduction of Duty On Tea in England of 4 Pence Per Lb.

The tea market apart from the possibility of the Canadian Government taking off the duty, presents some important features which the trade should carefully study. There is, for instance, the reduction of the duty in England of four pence per pound. This will tend towards greater consumption on the part of the public of Great Britain, which is now by far the largest tea consuming country in the world. This increased demand will tend to raise the present abnormally high market, and an increase in cost of teas throughout the world may be expected.

In 1920, so much more tea was produced than required throughout the world, that the market dropped to a very low level. The situation was so serious for the growers that they agreed to reduce their production 20% during 1921. Consumption, which has increased tremendously, and the production of tea being curtailed, has resulted in the highest prices for tea in years.

MARKETS BY WIRE

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, May 30.—Sugar advanced ten cents with the price now $7.54. Shelled walnuts are higher in price. Dominion soups declined twenty cents per case on vegetable and sixty cents a case on tomatoes. Rolled oats have advanced in price. Eighties are now $2.90 Ontario cheese is easier in price, large cheese 17½ cents a pound. All matches have advanced from four to eighteen cents on the case due to increase in sales. All lines of soap and soap powders have advanced five cents per case for the same reason.

Beans, Kotenash, per cwt.		6 25
Rolled oats, 80s		2 90
Rice, Siam	6 00	6 50
Japan, No. 1	7 40	7 50
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.		8 40
Sugar, pure cane, gran., cwt.		7 54
Cheese, No. 1, Ont., large		0 17½
Alberta cheese, twins		0 20
Do., large		0 22
Butter, creamery, lb.	0 36	0 40
Do., dairy, lb.,	0 20	0 24
Lard, pure, 3s		10 80
Eggs, new laid, local, case		7 00
Tomatoes, 2½s	4 40	4 50
Pumpkin, 2½s case	4 05	4 25
Lemons, case		7 75
Corn, 2s, standard case	2 80	3 60
Peas, 2s, standard case	3 95	4 20
New early June peas, case		4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye, ½s		21 55
Strawberries, 2s Ont., case	7 95	10 00
Raspberries, 2s, Ont., case	7 60	9 25
Cherries, 2s, red, pitted		8 50
Peaches, 2s, halves		5 85
Do., 2s, sliced		6 25
Apples, evaporated, 50s, lb.		0 19
Do., 25s, lb.		0 19½
Pineapples, Hawaiian, sliced 2's	6 80	7 95
Do., canned, 2s	7 45	7 90
Potatoes, local ton	20 00	30 00

British Columbia

FROM VANCOUVER, BY WIRE

Vancouver, May 30.—For the first me since November sugar has advanced. The price is $6.50. Strawberries are scarce at $3.25. Hot house tomatoes are short at $8 for a four basket crate. Cauliflower is $3 per crate. Parsley is $1 per doz. Head lettuce is $3.50 per crate. Rhubarb is $1.25 a box. Butter and eggs are unchanged. Mutton is down four cents. Other meats are unchanged.

Tomatoes, cans, doz.		1 90
Raisins, Valencia layers	0 24	0 30
Currants, cleaned		0 20
Prunes, 90-100, 25-lb. boxes		0 14
Lemon peel		0 34
Orange peel		0 34
Citron peel		0 46
Walnuts		0 23
Almonds		0 22
Brazils		0 20
Peanuts		0 13
Filberts		0 16
Cocoanuts, bag		6 00
Potatoes, per bbl.	2 00	2 50
Onions, per lb.		06
Pork, clear, bbls		31 00
Oranges, per case		9 50
Pigs' feet, per 20-lb. pail		2 25
Hams, shoulder, per lb.		0 22
Bacon, side per lb.		0 33
Bacon roll, per lb.		0 62
Lard, pure, in pails, lb.		0 16½
Lard, pure, in tubs, lb.		0 16
Shortening, in pails, lb.		0 15½
Shortening in tubs, lb.		0 15
Butter, creamery, prints		0 37
Butter, creamery, solids		0 35
Oleomargarine		0 23
Cheese, whole, lb.	0 19	0 21
Cheese, twins, lb.		0 21
Eggs, doz.		0 32
Sugar, cut loaf, cwt.		7 60
Sugar, stan., gran., cwt.		6 00
Do., No. 1 yellow		5 80
Lemons, Messina		6 00
Grapefruit, Florida, case		8 50
Bananas, lb.		0 8½
Cornmeal, Gran. bags		3 25
LARD—		
Tierces, 60 lbs.	0 16½	0 17½
Pails, 20 lbs.	0 17	0 18
Tubs, 20 lbs.	0 17½	0 18½

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., May 30.—Rolled oats in barrels are $9, bags are $4, pork clear is $34 per bbl., butter prints are 37c., solids 35c. and oleomargarine 23c.

Rolled oats, bag		4 00
Do., bbls.		9 00
Cornmeal, gran., bags		2 75
Rice, Siam, per cwt.		6 60
Tapioca, per 100 lbs.		9 50
Molasses, gal.		0 55

LETTERS TO THE EDITOR

(Continued from page 31)

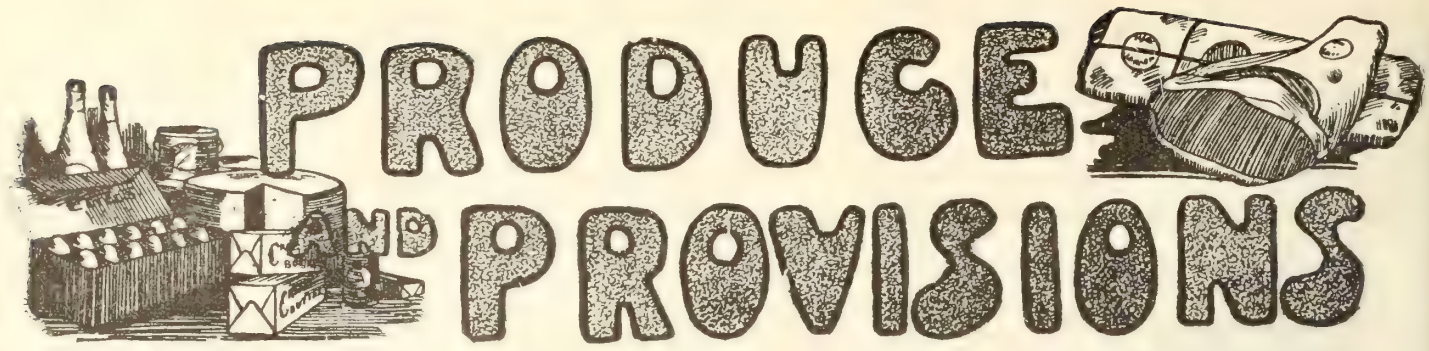
passing I was in it when Kilgour Bros. first introduced the satchel bottom bag, which every grocer appreciates. When I look back and note the many changes, some for the better, some for worse, we cannot help thinking that we lived easier in the old days. We had no income tax, no sales tax, minimum wage, etc., and we took stock in our humble way and we knew just where we stood each year. We are now told that our system in those days was all wrong—perhaps that is true—but I know that I can still get my net worth under the old system, with one-third the labor. To my way of thinking the retailer is hit harder to-day than any other class.

I think you will agree with me when I say there is no other line of business that gives the service to the public as the retail grocer does, for the profit he gets in return. Yet we meet civil servants who will tell us what huge profits we are making. These same people never had any experience in the business, and I will say that they don't know what they are talking about.

RICE YEILDS 39 BUSH. TO THE ACRE

Rice produced in the four principal rice growing States of Louisiana, Arkansas, California and Texas in 1921 totaled 35,105,000 bushels, according to the Bureau of Markets and Crop Estimates. The number of acres planted to rice in these four States was 896,000 and the average yield was 39.18 bushels. This year's production is less than the average for the last five years of 37,189,000 bushels. Arkansas led in the average yield per acre, with an average of 53.5 bushels, and was second in total production. With 125,000 acres planted to rice, the State produced 6,688,000 bushels. Louisiana led in the number of bushels produced with 16,656,000 bushels on 480,000 acres for an average yield of 34.5 bushels per acre. California was second in the yield per acre, producing 5,880,000 bushels on 120,000 acres for an average yield of 49 bushels per acre. Texas produced 5,596,000 bushels on 155,000 acres for an average yield of 36.1 bushels per acre.

Illustrating the self serve grocery departments in Almys, Montreal



Prices For Canadian Eggs for Storage Are Higher Than Foreign Egg Quotations

Canadian Packers Claim That Prices Being Paid for Eggs for Storage Are Too High—Production Unusually Heavy Early in the Season

MONTREAL. (Special)—The situation of the egg market in Canada at the present time is abnormal, and the surplus production is going into cold storage at prices relatively higher than elsewhere in the world. Canadian cold storage people are troubled over the situation. The Egg Reporter, an American trade paper, which deals with world-wide egg markets, says: "If the storing of May eggs is commensurate with the storing of April, and it generally is above from 5 to 7 per cent., it would mean a surplus of May eggs for storage of something near 4,000,000 cases. This would mean that stocks of about 9,000,000 cases would be in storage by June 1st. Last year the total stocks at the peak were 7,613,000 cases, according to reports given for August 1st. The same article goes on to say that the higher the price for storage eggs in the spring, the surer we are to have a sufficient quantity to break the market and break it badly in the fall."

Canadian Prices High

June delivery of current receipts in Chicago are now selling at 22½c a doz., while our buying price in Canada for current receipts at the present time runs from 28 to 29 cents a doz. to the farmers. A recent cable report states that Irish eggs are being taken at a price of from 10s 6d to 11s per hundred, which would be equal to 23½c to 24½c per doz. in Ireland, while European eggs on the Mediterranean are selling at from 3 to 4 cents per doz. less. It is evident then that Canadian eggs are going into storage at a much higher price than foreign eggs and that there will be a break in the market when the tide turns from in-storage to out-of-storage. Canadian eggs for storage are now costing from 20 to 25 per cent. more than they are on competitive world markets.

Forced by Circumstances

One Canadian packer explained the Canadian situation by the statement that production of Canadian eggs showed an increase much earlier this year than in other years. The increased production came before prices were reduced. Dealers were forced to accept supplies from the farmers in order to hold their trade. If one cold storage firm refused to take the supplies from one of the producers with whom he had dealt for many years back he would lose the farmer's good-will and his trade for the future. For this reason cold storage men accepted stocks during the past three months at a price which was higher than that quoted to producers in other markets. The result is that Canadian prices have remained high while others have dropped and now produce dealers are faced with keen competition in price for fall sales.

Foods in Cold Storage Show a Marked Decline

Ottawa, May 25.—Considerable declines in the quantity of food commodities in cold storage and in process of cure the first of May, are noted in the monthly report of the Internal Trade branch of the Dominion Bureau of Statistics.

The most noteworthy decline is shown in connection with beef, there being 12,063,055 pounds, as compared with 18,210,165 pounds at the beginning of April. In fresh frozen beef (included in the above figures) there was a difference of 6,616,948 pounds.

A considerable drop is also noted in regard to creamery butter, there being 1,008,046 pounds in cold storage May 1, as compared with 2,226,157 pounds on April 1.

The eggs reported in cold storage at the beginning of May, 4,099,323 dozen eggs, compared with 444,395 dozen from the first of the previous month.

Barrels of apples had dwindled from 9,540 the first of April to 2,397 the first of May, and boxes from 34,308 to 27,649.

Poultry registered a drop of 780,218 pounds the figures being: April, 3,462,143 pounds; May, 2,681,925 pounds.

THESE CHAINS OPERATE

(Continued from page 29)

at market, where our cost was lower than market, we took at our cost. That was not giving 1921 a square deal, but that plan was followed to be perfectly sure there was no water in our balance. We followed the market when it was going up and also as it came down—taking our loss as we took our gain. Here is our balance sheet.

Yours very truly,

.....

I do not copy this last document because, while clear and complete, I have no figures of 1920 with which to compare it. My friend has not sent me any information by which I can tell how he has actually progressed.

That is the sane way to run a business. It makes no particular difference in actualities if your accounts show only moderate gain, but it makes you more careful. It is a great thing to avoid any misconception of your progress.

Wages expense here is somewhat high. If we figure that $868.51 of the delivery expense is wages—a figure I take merely to make the total even—we shall have total wages of 19,600 and that figures .1138 per cent. plus on sales. That figure should go down by three to three and a half per cent. because around eight per cent. is about the right ratio in that locality. Thereby about $3,000 more would be added to the profit account.

Increased Sales Always in Order

Naturally, this condition may be remedied by increasing sales with the same load of wages expense, but at best that is a slower process than making direct cuts, and conditions now favor the curtailment both in numbers and rate of payment. Much can be accomplished by cutting stocks down, not merely to curtail invested capital but to avoid the expense of handling excess merchandise.

Another thing I think might be altered to advantage: Current bills payable amount to almost 90 per cent. of the stock carried. That should be changed. Also, the bank is owed some $1,200 while a balance of nearly $1,400 is carried in bank and some $360 on hand. I should pay off the bank, cut that interest charge, thereby put myself in better position—and still have ample money on hand. Otherwise this business is well in hand.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, May 31.—The feature of the produce market is the advancing market for smoked meats, as a result of the better condition of the export market and the higher price offered in England. The domestic price has advanced. For the same reason hog prices are firming up to an advance with a keen demand for light weight bacon hogs. Cooked meats too have advanced. The butter market is weak under a decline with a likelihood for a further decline. Cheese is weak. The egg market is in a peculiar situation. Local dealers report an advance of one cent on special selected fresh eggs while storage eggs are declining in price. Storage supplies are heavy and a slump in price is likely. The lard market is weak with a decline of a fraction of a cent in some instances. There is no change in the fish market.

BUTTER DECLINES

Montreal.

BUTTER.—The feature of the butter market is the continued weak feeling and a decline of 1c. per lb. which makes a net reduction of 4c. in the last two weeks with prospects of a further reduction within the near future unless the market is given some support from outside sources, as supplies are now coming forward considerably in excess of local requirements. The demand from local buyers has only been fair and principally for small lots to meet immediate requirements. The new make of creamery butter in solids is now selling at 33c. and prints at 32c.

BUTTER—

Solids, creamery, finest		0 32
Dairy solids	0 25	....
Prints, creamery		0 33

WEAKNESS IN CHEESE

Montreal.

CHEESE.—There is no change in the cheese market. Owing to the improved pasturing throughout the country and the more favorable weather, production has shown a sharp increase, although it is much behind the season of last year. Local prices show some weakness on account of a lack of an export market, but the situation promises an improvement in the near future.

CHEESE—

Old colored, twins	....	0 23
Old White	....	0 23
New Large, per lb.	0 16	0 17
New Twins, per lb.	0 16	0 17
Fancy Old Cheese, per lb.	0 28	0 30
Triplets, per lb.	....	0 17
Stilton, per lb.	....	0 30
Quebec	0 16	0 17

EGG MARKET WEAK

Montreal.

EGGS.—A weaker feeling prevails in the egg market and prices have decined in Ontario but in Montreal they show a slight advance, particularly in selected eggs. Specials are now quoted at 37c. and selects at 35c. and No. 2s at 32c. This situation however, is not expected to last since the Canadian market is at present abnormal. Lower prices on eggs may be expected even later this week. The advance in the Montreal market is not a true indication of market conditions since storage eggs are particularly weak, but selected lots have been in such demand that the market firmed up in that line.

EGGS—

Specials	....	0 37
Selects, new laid	0 35	....
No. 1	0 32	....
Storage	....	0 29

LARD MARKET WEAK

Montreal.

LARD.—The lard market shows weaker tendencies on account of larger supplies held by the packers and prices in some cases show a decline. The general price however is unchanged but on the verge of a break.

LARD—

Tierces, 60 lb.	0 16½	0 17½
Pails, 20 lbs.	0 17	0 18
Tubs, 20 lbs.	0 17½	0 18½

STRONGER HOG MARKET

Montreal.

FRESH MEATS.—The trade in live hogs was more active during the past week, owing to an increased demand and smaller offerings. A firm feeling prevails in the local market for select hogs with $14.50 per cwt. quoted for light weight bacon hogs, weighed off cars. The demand for heavy weights is slow at $12.50 and $13.00 per hundred pounds. The general trend of the market is strong on account of a better price offered for Canadian bacon in England. The beef market is steady with supplies sufficient to meet immediate requirements and prices showing no inclination towards a change.

FRESH MEATS—

Hogs, live (selected, weighed off cars)	$14 50	$14 75
Fresh killed	20 00	20 50
Fresh Pork—		
Legs of pork (foot on)	0 20	0 21
Loins (trimmed)	0 28	0 29
Trimmed shoulders	0 19	0 21
Untrimmed	....	0 17
Pork sausage (pure)	....	0 20
Fresh Beef—		

	(Cows)		(Steers)	
Hind quarters	0 15	018	0 12	0 16
Front quarters	0 10	0 12	0 05	0 08
Lions	0 23		....	0 28
Chucks	....	0 10	0 11	0 12

COOKED HAMS ADVANCE

Montreal.

COOKED MEATS.—The increased demand for cooked meats has forced the price up 2c. per lb. on cooked hams. The market is strong with more activity and although the demand is only for small lots for immediate needs, the wholesale merchants report a good movement of supplies.

COOKED MEATS—

Hams, cooked	....	0 49
Square pressed	....	0 53
Smoked shoulders	....	0 22
Bologna	0 10	0 20
Corned Beef 1's	....	3 25
Per doz. 2's	....	5 75
Per doz. 6's	....	23 50

SMOKED MEATS UP

Montreal.

SMOKED MEATS.—Packers are quoting an advance of 2c. per lb. on smoked meats this week. The improved export market for Canadian bacon is the cause and in England an advance of five shillings is offered which makes the market particularly attractive and forces the price up locally.

BACON—

Breakfast, best	0 42	0 52
Smoked breakfast	0 32	0 42
Cottage rolls	....	0 34
Picnic hams	....	0 34
Wiltshire	0 29	0 32

MEDIUM SMOKED HAMS—

Weight, 814, long cut	0 28	0 32
Do., 14-20	0 27	0 31
Do. 20-25	0 26	0 28
Do., 25-30	0 24	0 26
Over 35 lbs.	0 24	....

FISH PRICES STEADY

Montreal

FISH.—At present there is no change in fish prices. The market is steady with a fair demand for fresh lake fish and fresh halibut and salmon.

FRESH FISH—

Filets, 20 lb. boxes	....	0 16
Herring	....	0 08
Market Cod, fresh	....	0 06
Steak cod	....	0 08
Haddock	....	0 06
Halibut	....	0 23
Lake Trout	0 14	0 15
Flounders	....	0 10
Mackerel	....	0 10
Brook trout	....	9 50
Gaspe Salmon	0 65	0 75
FROZEN FISH—		
Haddock	....	0 06
Halibut	....	0 18
Chicken halibut	....	0 16
Market cod	0 05	0 05½
Steak cod	0 05½	0 06
Doree	0 06½	0 07
Qualla Salmon	0 10	0 11
Dressed B. C. Salmon	0 20	0 21
Gaspe Salmon	0 18	0 19
White fish	....	0 13
Dressed pike	....	0 07
Sea Herring, 100 lbs.	....	0 06½
Mackerel	....	0 13

PRICES REDUCED IN OLD COUNTRY

In an interview with F. W. Field, H. M. Trade Commissioner at Toronto, in regards to foodstuffs in the Old Country, he said:

"Trade generally is still very restricted in the Old Country, but overseas enquiries are coming forward in increasing numbers, and although the volume of business is not large exports are on the up grade. The home demand is far below normal on account of the large number of workers still unemployed.

"Prices in a number of staple lines have recently been reduced and manufacturers are now woking on a smaller percentage of profit with a view of stimulating demand."

ONTARIO MARKETS

TORONTO, May 31.—Throughout the week under review, the live hog market maintained a strong tone with prices advancing. Indications point to a steady to strong hog market for some time to come. Fresh pork cuts are also advanced. Butter is in an easy position with prices showing a reduction as compared with a week ago. Eggs are easier with a likelihood for lower prices. Lard and shortening hold firm with quotations on the former advanced. Cooked meats under stimulated consumption, are in a strong position with boiled hams tending upward. Smoked bacon and hams following the trend of the live market, are strong. Fresh caught fish are quoted lower. Receipts of poultry show an increase which together with the fact that there are still fairly large stocks in the coolers, has resulted in prices on live and fresh poultry being reduced.

BUTTER PRICES DROP

Toronto.

BUTTER.—Quotations on butter dropped 3c. to 4c. per lb. during the week. Heavier receipts and the fact that storage operations have not commenced to any extent is the cause for the decline. Quotations on No. 1 creamery prints range from 34c. to 36c.

BUTTER—

Creamery prints, No. 1	0 34	0 36

NEW CHEESE LOWER

Toronto.

CHEESE.—The market continues with an easy trend. Dealers are quoting a lower price of 15c. per lb. for new make and 19c. for September make.

CHEESE—

Large, new	....	0 15
Do., Sept.	0 19	....
Stilton, new	0 20	....

Twins, 1c higher than large cheese and triplets 1½ cents higher than large.

EGGS EASIER

Toronto

EGGS.—The market has an easier tone with a tendency for lower prices before the week is out. Buying for storage is slackening up and although reports from some country points indicate a smaller production, the demand in car lots is not so brisk. Dealers quotation to the retail trade for case count is 32c. per doz., but for selected grades, 35c. is quoted.

EGGS—

New laid	....	0 32
Cartons	....	0 36

LARD PRICES FIRM

Toronto.

LARD.—The market is in a firm position. In some quarters quotations are advanced ½c. per lb. One pound prints are quoted at 18½c. and on the tierce basis 15½c. to 16c. per lb.

LARD—

1-lb. prints	....	0 18½
Tierces, 400 lbs.	0 15½	0 16

Tubs are ½c higher than tierces and pails one cent higher than tierces.

NO CHANGE IN SHORTENING

Toronto.

SHORTENING.—The market is firm. Quotations are unchanged at 17c. to 17½c. for 1 lb. prints and 14½c. per lb. on tierce basis.

SHORTENING—

1-lb. prints	0 17	0 17½
Tierces, 400 lbs.	0 14½	....

Tubs are ½c. higher than tierces and pails one cent. higher than tierces.

MARGARINE UNCHANGED

Toronto.

MARGARINE.—Nothing of interest has developed in the market for margarine. Quotations are unchanged under a quiet demand.

MARGARINE—

Margarine, No. 1	0 20	0 21
Do., No. 2	....	0 18

LIVE HOGS MOVE UP

Toronto.

FRESH MEATS.—The strength in the hog market continued throughout the week under review. Packers were endeavoring to buy on the basis of last week but under lighter receipts and a brisk demand, they were forced to pay an advance of 50c. making the fed and watered basis $14. It is the opinion among the larger shippers that the supply of hogs in the country to come forward is not large and if that is the case a strong to steady market can be looked for. Fresh pork cuts are advanced one cent per pound.

FRESH MEAT—

Hogs—		
Live, f.o.b.		13 25
Live, off cars		14 25
Live, fed and watered, cwt.		14 00
Dressed, light, per cwt.	17 00	18 00
Do., heavy, per cwt.	12 00	14 00
Fresh Pork—		
Legs of pork, up to 15 lbs.		0 31
Loins		0 31
Fresh hams, lb.		0 32
Tenderloins, lb.		0 52
Picnics, lb.		0 17
Montreal shoulders		0 21½
Boston butts, lb.		0 26
New York shoulders		0 20
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 18	0 22
Ribs, lb.	0 16	0 20
Chucks, lb.	0 07	0 09
Loins, whole, lb.	0 26	0 32
Hips, lb.	0 14	0 16

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb., top quality	0 13	0 15
Do., Medium	0 09	0 11
Sheep, whole, lb.	0 10	0 15
Do., yearling, lb.	0 28	0 30
Lamb, Spring, each	10 00	15 00

Above prices subject to daily fluctuations of the market.

BACON MARKET STRONG

Toronto

PROVISIONS.—Smoked bacon and hams occupy a strong position following the higher market for live hogs. Consumption is on the increase, which also tends to hold the market strong. Quotations are generally unchanged but those packers who were quoting the lower price a week ago are now quoting a higher price. Dry salt and barrel meats are firm but prices are unchanged.

Hams—		
Small 6 to 12 lbs.	....	0 35
Medium, 12 to 20 lbs.	0 35	....
Large, 20 to 35 lbs. lb.	0 27	0 33
Heavy, 35 lbs., and upward	....	0 26
Backs—		
Boneless, per lb.	0 40	0 42
Rolled, per lb.	....	0 48
Peameal	0 36	0 38
Bacon—		
Breakfast, ordinary, per lb.	0 30	0 32
Do., special trim	0 37	....
Cottage rolls	....	0 32
Rol. per lb.	....	0 27
Wiltshire (smoked boneless) lb.	....	0 29
Do., three-quarter cut	....	0 31½
Do., middle	....	0 33
Dry Salt Meats—		
Long clear bacon, av. 50 to 70 lbs.		0 19½
Do., av. 80-90 lbs.	....	0 17
Clear Bellies, 15-30 lb.	0 21	0 23
Fat backs, 10-12 lbs.	....	0 18

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—	
Mess pork	33 00
Short cut backs, 200 lbs.	37 00
PICKLED ROLLS—	
Lightweight	48 00
Heavy	40 00

Above prices subject to daily fluctuations of the market.

COOKED MEATS STRONG

Toronto.

COOKED MEATS.—A considerable increase in the demand for all varieties of cooked meats has developed since the advent of the warmer weather. This has created a stronger feeling in the market for cooked meats and although cooked hams are unchanged this week there is a feeling that prices will be higher.

COOKED MEATS—

Boiled ham, lb.	....	0 48
Do., square pressed	....	0 51
Boiled shoulders	....	0 45
Head cheese, 6s, lb.	....	0 10
Choice jellied ox tongue lb.	....	0 60
Jellied pork tongue	....	0 30
Bologna	0 14	0 16

Above prices subject to daily fluctuations of the market.

FRESH FISH LOWER

Toronto.

FISH.—Quotations on fresh caught fish are again lower. Cod steak is quoted at 8c. to 9c.; medium halibut, 16c. to 17c.; chicken halibut, 14c. to 15c.; whitefish, 13c. to 15c; trout, 11½c. to 12½c.; and mackerel, 16c. to 17c. per lb.

FRESH SEA AND LAKE FISH		
Cod steak, lb.	0 08	0 09
Do., market, lb.	....	0 08
Halibut, Med., lb.	0 16	0 17
Do., Chick, lb.	0 14	0 15
White fish, lb.	0 13	0 15
Trout, lb.	0 11½	0 12½
Pike, lb.	0 09	0 10
Perch, lb.	0 08	0 10
Mackerel	0 16	0 17
FROZEN FISH		
Halibut, medium	0 17	0 18
Do., chicken	0 14	0 1
Salmon, Cohoe	0 15	0 16
Do., Red Spring	0 20	0 21
Do., Alaska Qualla	0 11	0 12
Do., Qualla	0 07	0 08
Sea Herring	0 07½	0 08
White Fish	0 10	0 11
SMOKED AND SALT FISH		
Haddies, lb.	0 12	0 13
Fillets, lb.	0 14	0 16
Kippers, box	3 00	....
Holland Herrings, mixed, 10-lb. keg		0 85
Do., milkers, 10 lb. keg		0 95
Shrimps, No. 1 can	....	2 00
Do., No. 6 can	....	11 50

POULTRY PRICES DROP

Toronto.

POULTRY.—Under increased receipts and a light demand poultry prices are reduced 3c. to 5c. per lb. The

market is in an easy position as there is still fairly large stocks in the coolers which dealers are anxious to unload.

POULTRY—
Prices paid by dealers—

	Live	Dressed.
Turkeys	.....	30-35
Chickens, spring	00-50	00-60
Roosters	00-18	00-23
Fowl, 4 to 5 lbs.	00 21	00-25
Fowl, over 5 lbs.	00-23	00-27
Fowl, under 4 lbs.	00-14	00-22
Guinea hens, pair	1 25	1 50
Ducks, 4 lb. and over	00-32	00 32
Prices quoted to retail trade:	Live	Dressed
Ducklings	0 32	0 38
Hens, heavy	0 25	0 30
Do., light	0 20	0 28

WINNIPEG MARKETS

WINNIPEG, May 31.—The butter market has eased off and prices are lower due to heavier receipts. Cheese continues dull. Under keen buying competition for storage purposes eggs are in a steadier position. Lard and shortening are steady. Cooked meats are firm under recent advances. Poultry remains firm and unchanged, while there is no change in the fish situation. The live hog market continues steady.

BUTTER EASIER

Winnipeg.

BUTTER.—The butter market has weaker tendencies. Receipts show an increase with a steady demand and prices are somewhat easier. No. 1 creamery is quoted at 40c. per lb.

BUTTER—

Creamery, best table grade	....	0 42
Creamery, solids	....	0 40
Margarine	0 22	0 25

CHEESE MARKET DULL

Winnipeg

CHEESE.—The market is quiet with practically no business moving outside of actual consumer demand. Quotation on new cheese is 15¾c. per lb. and 18½c. for September make.

CHEESE—

Stilton cheese, large, lb.	0 23
Ont., large, lb.	0 18½
Ont., twins, lb.	0 19
Ont., triplets, lb.	0 19½

EGG MARKET STEADY

Winnipeg.

EGGS.—There is no new development in the local egg situation. Prices are steady under continued active demand for storage and for immediate consumption. Quotations are from 24c. to 32c per doz.

LARD MARKET FIRM

Winnipeg

LARD.—The market for lard rules steady under a fair demand. The firm tone to the hog market indicates a firmer feeling to lard and indications are for an advance.

LARD—

Pure Lards, No. 1 Quality, per lb. (in tierces, 400 lbs.)	0 17
Do., wooden pails, 20-lb. pails	3 80
Shortening, tierces of 400 lbs.	0 15½
Do., per pail, 20 lbs.	3 50

COOKED HAMS HIGHER

Winnipeg.

COOKED MEATS.—Quotations on cooked ham have advanced making the range from 42c. to 48c. per lb. The demand is gradually increasing and the market generally is firmer on all lines of cooked meats.

COOKED MEATS—

Hams, best quality, skinned 8-14 lbs.	0 46
Do., 13-1 lbs.	0 44
Roast ham, lb	0 46
Roast shoulders, lb.	0 32

NO CHANGE IN SMOKED MEATS

Winnipeg.

PROVISIONS.—There is no change in quotations on smoked ham or bacon. The feeling is steady and prices are unchanged. Sales are not large but supplies are ample to meet requirements.

HAMS—

8 to 16 lbs., per lb.	0 35
16 to 20 lbs., per lb.	0 35
Boneless, 8-14 lbs., per lb.	0 39
Skinned, 18 to 22 lbs., per lb.	0 39
Do., 14 to 18 lbs., per lb.	0 39
Bacon, to 10 lbs. per lb.	0 43
Cottage rolls, boneless	0 26
Bellies 6 to 10 lbs., per lb.	0 43

POULTRY STEADY

Winnipeg.

POULTRY.—The market holds fairly steady and quotations are well maintained under a light demand.

POULTRY—

Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
Do., 3½ lbs., and up, per lb.	0 30
Fowl, per lb.	0 22 0 29
Roosters, per lb.	0 20
Turkeys, young, per lb.	0 42
Ducks, per lb.	0 33
Geese, per lb.	0 33

NO CHANGE IN FISH

Winnipeg.

FISH.—There is practically no change in quotations on fish. Fresh halibut and salmon are in fair demand.

HOGS—

Selected, live, cwt.	12 00	....
Heavier	8 00	10 00
Light	12 00	....
Sows	7 00	8 00
Fresh Pork—		
Legs of pork, lb.	0 22	0 26
Spare ribs	....	0 15
Loins of pork, lb.	0 26	0 28
Fresh hams, lb.	0 23	0 27
Shoulders	0 17	0 19
Fresh beef—from steers and heifers—		
Hind quarters	0 19	0 22
Front quarters	0 06	0 10
Whole carcass, good grade, lb.	0 11	0 15
Mutton—		
Choice, lb.		0 20
Choice, 30-45 lbs.		0 32
Lambs—		
Choice Stews		0 .2
Veal—		
Good veal, 40 to 80 lbs. hind quarters		0 25

HOG MARKET STEADY

Winnipeg.

FRESH MEATS.—The live hog market continues to rule steady. Quotations on fresh pork cuts show no change but the tendency is upward.

FISH—

Black cod, lb.	0 12
Brills	0 08
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15½
Salmon, Cohoe, in full boxes, 300 lbs.	0 15½
Salmon, Cohoe, in broken cases	0 16
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08
Whitefish, dressed, case lots	0 11
Whitefish, dressed, broken cases	0 11½
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Haddies, in 30-lb. cases, per lb.	0 12
Kippers, East, Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 15
Salt Fish—	
Holland Herring, milkers, 9-lb. pail, pail	0 95
Holland Herring, boxed 9-lb. pails, pail	0 85
Labrador Herring, 100 lb. bbls, per bbl.	8 50
Labrador Herring, 20 lb. pails, per pail	2 50

NEW ZEALAND IS MAKING NEW FOOD, MEAT FLOUR

Auckland, New Zealand.—Considerable interest is being manifested throughout the dominion as a result of the "invention" and manufacture of a new food product, known as "meat-flour," which according to the more enthusiastic press reports, gives promise not only of developing a large industry, but also of revolutionizing in great measure the food processes of the world.

The Australasian Trade Expansion Company, Ltd., of this place, of which Alan McK. McNeill and William J. Abbott are the principals, is handling this new flour, the manufacturing of which was discovered by W. F. Remus, a farmer in this province.

"Meat-flour" is what its name indicates. It is flour made from meat in the same manner that dried milk or milk powder is made from fresh milk. It is the lean meat of sheep and cattle reduced by a special process to a fine flour or meal. It is the exact reversal of meat-extract. It is claimed for "meat-flour" that "all the moisture, but none of the nutriment is removed."

TO CUT OR NOT TO CUT

To cut or not to cut, that is the question:
Whether 'tis not better in the end.
To let the chap who knows not worth,
Sell the goods at cut-throat prices, or
Take up arms against this competition,
And, by opposing, cut for cut, end it.
To cut—and by cutting put the other cutter
Out of business—'tis a consummation

Devoutly to be wished. To cut—to slash—
Perchance myself to get it in the neck—
Aye, there's the rub: for when one starts
To meet the other fellow's prices 'tis like as
Not he'll find he's up against it hard.
To cut and slash is not to end confusion.
And the many evils the trade is pestered with
Nay, nay, Pauline: 'tis but the forerunner
Of debts and mortgages such course portends.
'Tis well to get the price a thing is worth,
And not to be bullied into selling it
For what so-and-so will sell it for.
Price-cutting doth seem unseemly
And fit for the man who knows not
What his goods are worth, and who, ere long,
By the very stress of making vain comparison
'Twixt bank account and liabilities,
Will make his exit from business.

(from Dry Goods Economist.)

Also—Maple Leaf Hams and Bacon

Yes, sir!

Gunns' Maple Leaf Pork Sausage sells! It sells quickly because it is well advertised, but more especially because it is made only from the best quality pork and your customers like it. They come back for more.

Customers bringing repeat orders mean many sales for you. Be ready for them. Order your supply of Maple Leaf Pork Sausage now.

Phone Junction 3400

Gunns LIMITED West Toronto

For All Bulk Foods Use the

BUTTER
LARD
DRIPPING
SAUSAGE
HAMBURG

"Riteshape"

FRUIT
VEGETABLES
PICKLES
FISH
MEATS

All sizes, from ½ lb. to 10 lb. All Riteshape containers warranted perfect. Each shipment carefully inspected, accurately counted, then assembled into sealed packages suitable for an average day's supply and your whole order packed in strong wooden crates. The Riteshape will save you time and money and make a splendid impression of quality on your customers.

Write for sample and prices.

The Perfect Wood Container

Odorless, non-absorbent, clean, handy, economical, neat and compact. No waste of the food product. Requires less paper and string to wrap. Makes unusually attractive display on counter or in window.

Victoria Paper & Twine Co., Limited

439-441 Wellington St. W. TORONTO

382 Notre Dame St. W. MONTREAL

Sole Canadian distributors for the Oval Wood Dish Corporation, New York.

SUGAR-CRISP

A New

QUALITY Corn Flake

at an attractive price

PERHAPS you've been expecting it? Well, here it is! A new QUALITY Corn Flake, in a moisture-proof wax-wrapped carton that experts say is the most attractive they have seen in years.

SUGAR-CRISP corn flakes are made under sanitary conditions, from the firm white kernels of choice Sweet Corn, rolled into delicate, thin flakes, sugar sweetened and toasted crisp and brown.

The flavor is distinctive and delicious. SUGAR-CRISP flakes do not break up in the package. They are the best thin flakes on the market, and make a wonderful meal when served with cream or milk and fresh fruit or berries.

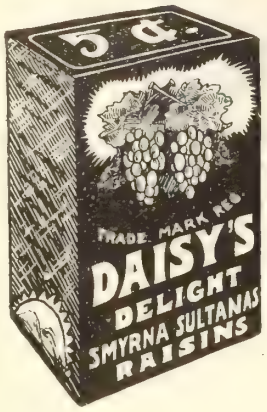
Now ready for the trade, Quality and Sale GUARANTEED, of course.

Made by

CANADIAN POSTUM CEREAL COMPANY, LIMITED

WINDSOR - ONTARIO

The old time Raisin with the old time flavor



Now

Selling in 5c packages

Smyrna Sultanas and Eleme Raisins Attractively put up in Small Packages; also in 1 Pound Packages

The Finest Flavored Raisins in the World

Introduce this New Package to your Customers

The most Hygienic, Aristocratic, Nourishing and sweetest pies can only be obtained by using *Daisy Delight Smyrna Raisins.*

Grown and packed by **Le Fils De A. Floros & Co., Smyrna-Vourla** (Asia Minor), the largest Growers, Packers and Exporters of Raisins, Figs from Smyrna.

When ordering mention Smyrna Sultanas and Eleme raisins through your wholesaler or direct.

A delicious and tasty fruit for both young and old. The children's delight, the old folks' fancy.

Canadian Selling Agent: **A. JOHNSON P. O. Box 1089, Montreal**

Open for Reliable Representatives in all Provinces in Canada

SIFTO SALT

Continuous advertising and superfine quality have made Sifto Salt so great a favourite with housewives that it

"Sells as freely as it runs"

Century Salt

Conveniently put up in bags for home, farm and dairy, use is equally in demand, and

Settles the Salt Question for your store.

DOMINION SALT CO. LIMITED
Sarnia - - Ont.
117

WHEN YOU BUY

"BERTRAND'S" ALIMENTARY PASTE

You get the GENUINE FRENCH

Macaroni, Vermicelli, Spaghetti, Alphabets, Coquilles, Noodles, etc., etc.

These goods give the best satisfaction to your customers. They are put up in sealed one pound packets.

Four Factories Working Twenty Four Hours a Day

SITUATED AT

LYON, GRIGNY, LE HAVRE, & CHALON FRANCE

SOLE AGENTS for CANADA and UNITED STATES

HENRI JONAS & CO.

MONTREAL

Established 1870

For dainty, easily prepared lunches,

For picnics, etc., suggest these popular

Brunswick Brand Sea Foods

READY-TO-SERVE
ON OPENING THE TIN

During warm weather months most housewives are on the look-out for tasty wholesome foodstuffs that can be quickly prepared without standing over a hot stove.

Brunswick Brand Sea Foods require no cooking and are therefore ideal for preparing warm weather luncheons and hurry up meals. They are processed in the most sanitary manner and their high quality, excellent flavor and low price will make a big hit with your customers.

Try a sample order, put them in your windows and watch them repeat. Their profit margin will please you.

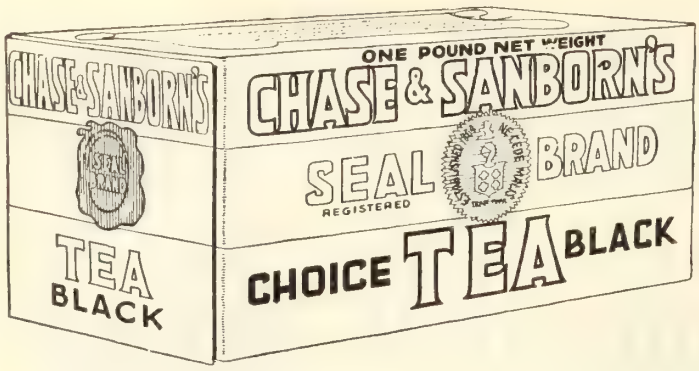
¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Limited

Black's Harbor, N.B.

Winnipeg Representative

Chas. Duncan & Son, Winnipeg, Man.



SEAL BRAND

NICE TEA FOR ICED TEA

CHASE & SANBORN - MONTREAL

ROYAL ACADIA SUGAR

SUGAR is seldom asked for by brand consequently the onus of choosing the right kind rests on the dealer. The merchant who would add to his prestige as a dealer in quality lines will find in Royal Acadia a sugar that will always please the most fastidious.

GRANULATED—
2 & 5 lb. Cartons
10 & 20 lb. Gunnies
100 lb. White Duck Bags
Icing, Powdered, Cut Loaf
Choice Yellows

Acadia Sugar Refining Co. Ltd.
MONTREAL ~ HALIFAX

MONO SERVICE CONTAINERS

Reduce Packing and Carriage Costs
Economically solve all Packing Problems
Save time and Money--Protect Food indefinitely

Packers of Food Products the world over have found in **Mono Service Containers** the ideal solution to all their packing problems. The great strength of these superior containers insures durability and perfect protection while their lightness and compactness enables them to be packed in lighter cases, thereby materially reducing carriage costs. They also cut all expensive breakage losses common to glass and stone containers and eliminate all costly and time-wasting re-handling of returned containers for washing, labelling, etc.

Retailers will find **Mono Service Containers** handy, economictl and convenient for putting up pickles, peanut butter, etc.

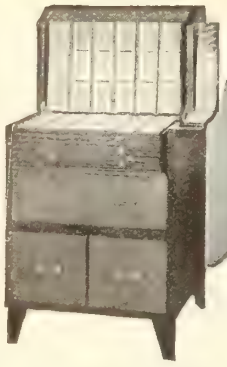
Try a sample order.

Agents:

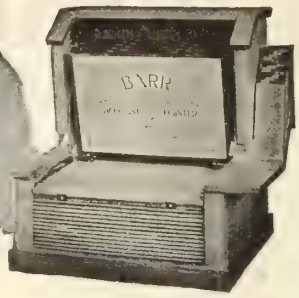
BRADSHAWS LIMITED

107 Atlantic Avenue

TORONTO - CANADA



Barr Registers Limited



Manufacturers of
THE BARR ACCOUNT REGISTER

Trenton, Ont.

Mr. RETAIL MERCHANT: Would You Like to Employ an Expert Bookkeeper at $10.00 a Month?

Without any further trouble on your part than making out your sales slip when your customer makes a purchase, would you like this bookkeeper—

I. To give your customer, with each purchase, without offending him, a statement of the full amount he owes you to date?
II. When a customer wishes to pay his account it gives you, within 30 seconds, a complete statement showing every item purchased?
III. To make you out a yearly statement of your affairs to conform to the requirements of the Dominion Income Tax Act within three hours after you have taken stock?
IV. After 15 months to continue to give you this service for nothing as long as you remain in business?

That is what the Barr Register will do. ***Write us and let us demonstrate.***

GEORGE LANE, Western Representative - 227-231 McDermot Avenue, Winnipeg, Man.

TONIC "MUCIOR"

The French Tonic Wine

Can be sold in all parts of Canada.

A real Tonic.

Appetizing and refreshing.

Try an order.

Big profits.

Quebec Drug Co.
Quebec

REINDEER FLOUR

... a good FLOUR and a good Seller

Reindeer Flour is not an ordinary flour and housewives have been quick to realize it, everywhere it has been introduced. Our special, unique process of milling only the finest No. 1 Canadian hard wheat produces a flour of unusual quality and enhanced food value. Exacting milling standards, and careful inspection, maintain this high quality year in and year out.

Peterboro Cereal Company
Peterboro, Ont.

Branch Mill: **Campbellford, Ont.**
General Sales Office: **Peterboro, Ont.**

NO INCREASE

100% PURE PHARMACEUTICAL EXTRACT OF MALT

No better can be made

Repeat orders are a sure sign of satisfaction.

"We get them"

Order from your wholesaler or direct from:

IN PRICES

MAPLE LEAF
Pharmaceutical Malt Extract

is rich and dark. The kind the public ask for.

Are you selling this Brand?

Maple Leaf Malt Extract Co., Reg'd
61 Canning St.
MONTREAL

Two Popular Summer Sellers

LILY WHITE

POLISH & DRESSING

If you want your customers to have the best be sure you have a good supply of these two high-grade shoe dressings this summer. You'll find them brisk sellers and they offer a worth-while profit margin. Other "Nonsuch" popular lines include:

Nonsuch Liquid Stove Dressing.
Nonsuch Jumbo Stove Enamel.
Nonsuch Black Cat Shoe Dressing.

Selling Agents for Manitoba, Saskatchewan, and Alberta:
Stroyan, Dunwoody Co., Confederation Life Bldg., Winnipeg
Agents for British Columbia:
QUELCH & STERLING, Vancouver, B.C.

The Nonsuch Mfg. Co.
Limited
TORONTO

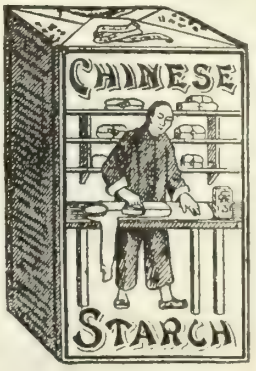
FREE

A big umbrella for use on your delivery wagon.

Helps to keep your delivery boy in good humor.

The umbrella is rain proof and looks good.

Free with an assortment of our products. Write for information.



CHINESE STARCH

for fine glossy finish and high uniform

QUALITY

Will please your particular customers. Order from your wholesaler or direct.

OCEAN MILLS LTD.
Montreal, Quebec

Special Interlake Features

When you buy Interlake Brand of Toilet Paper you are assured—

Consistent Quality,
Uniform Rolls, Well Perforated,
Freedom from Impurities,
Strength and Durability,
Softness and Absorbency of Texture,
Reasonable Prices,
and, of course,
Complete Satisfaction.

The above also applies to the following standard brands: "White Cross," "Old Dutch" and "Blue Bird." Ask us for full roll samples and prices—no obligation—just service.

Interlake Tissue Mills Co.
MERRITTON Limited CANADA

Head Office: 54 University Avenue, Toronto, Ont.
Sales Branch: McGill Building, Montreal, P.Q.

CALEY'S

The Firm whose aim is to make their Goods as "Novel" as possible

BEGIN NOW TO BOOK YOUR ORDERS FOR THE CHRISTMAS TRADE IN CHRISTMAS CRACKERS and SANTA CLAUS STOCKINGS

Crackers contain new designs in Paper Caps, amusing indoor Games, Puzzle, Trick or Love Motto, causing endless amusement. Pleases old and young.

TRADE MARK

Stockings are exceptionally large and well filled with Toys, Musical Instruments, Jewels, Games, Picture Books and Crackers. The delight of all kiddies.

Our 1922 Samples are ready and in the hands of our Canadian Agents who will be pleased to give you the fullest information.

Send Today *Don't Delay*

Eastern Provinces:—Messrs. HARGRAFT & SON, LTD., 39-47 Scott St., TORONTO.
Prairie Provinces:—Messrs. WATSON & TRUESDALE, 156 Lombard St., WINNIPEG.
British Columbia:—Messrs. SHALLCROSS, MACAULEY & CO., LTD., 113 Yorkshire Bldg., VANCOUVER.

A. J. Caley & Son, Ltd. Norwich, England

London Show Rooms:
3-5 Rood Lane, London, Eng.

FRUITS

Full Supplies of:

Strawberries Tomatoes
Cucumbers
Green Peppers Egg Plant
Pineapples Texas Onions
Oranges Lemons Bananas

Prompt, Efficient Service

White & Co., Ltd.
Toronto

"GEORGIAN"
BRAND
BUTTER AND EGGS.

Foreign and Domestic
Fruit and Vegetables

LEMON BROS.
OWEN SOUND ONT.

"Meadow Cream" Sodas are always fresh and delicious

The wholesome flavor and oven-crispness of Meadow Cream Sodas will please your customers, Mr. Grocer, and our attractive moisture-proof and air-tight packages are excellent sellers.

Our newspaper advertising is boosting the sales.

Help us to help you increase your Soda-Biscuit Sales.

The W. J. Crothers Company, Limited
KINGSTON - ONTARIO

Just the thing to recommend for "warm weather" desserts

Junket
MADE *with* MILK

You can't recommend a more profitable, economical and wholesome dessert for hot summer days than this popular seller, Junket. **Junket** is easily and quickly prepared and makes an almost endless variety of tempting dishes. It comes in 10-tablet packages that retail at 15c with a good profit.

JUNKET POWDER

This is Junket in powdered form. Just the thing for quickly made desserts. Retails at 15c with an excellent profit margin. Attractively packaged and comes in four different flavors. It will pay you to include these two live sellers in your summer window displays.

Chr. Hansen's
Canadian Laboratory
Toronto - Canada

SELLING AGENTS FOR CANADA
LOGGIE, SONS & CO.
32 FRONT ST. WEST - TORONTO

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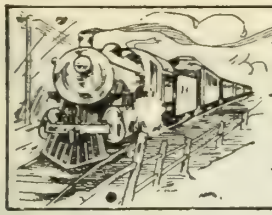


BUYERS' MARKET GUIDE
Latest Editorial Market News

TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

PASS IT ON

Do you pass your copy of Canadian Grocer on to your clerks and to your new friends in the trade?

Canadian Grocer will take them through the stores of dozens of successful merchants every week.

Markets, sales, advertising windows, the successful methods of hundreds of merchants reported for them.

Can you think of a more broadening influence and a more educative medium in which to get them interested.

The more your clerks know about the grocery business the more value they will be to you.

Pass Canadian Grocer on and if they want to subscribe, the price is $4.00 a year—(less than eight cents a week). Address

Canadian Grocer
153 University Avenue
TORONTO, CAN.

J. & J. Taylor's Safes for Sale

One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.
One J. & J. Taylor Safe, 18 inches deep, two feet 9 inches wide, four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 108, Canadian Grocer.
153 University Ave., Toronto

NEW TUNA FISH LIKELY HIGHER

Prices on 1922 tuna fish are not expected for some little time, as packers and fishermen have not been able to get together on a price basis. As the indications point to the payment of more money than in 1921, canners think opening prices will be above the level of last year.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank Street

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

READER'S NOTICE
Regarding
CHANGE OF ADDRESS
A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

WANTED FIRST CLASS LADY CLERK FOR general store, Lambton County. State age, experience, salary and reference. Box, 401 Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE — CANNING MACHINERY, CONtents of a complete plant. 80 H.P. Boiler, Engine, Gas Engine, Motor, Retorts, Capper, etc. Box 210 Canadian Grocer, 153 University Ave, Toronto, Ont.

WANTED—WOMAN CANVASSER TO INTRODuce high quality food line into homes in Toronto. The product has an established reputation, and is strongly endorsed. Apply, Box 208 Canadian Grocer, University Ave., Toronto.

WANTED

WANTED—TO DISTRIBUTE YOUR GOODS for British Columbia. Line requiring warehouse preferred. Can devote whole time to right proposition. Ten years' experience, warehouse, office and road. Best references given. What offers? W. R. Palmer, 8310 Selkirk St., Vancouver, B. C.

CLERK, MARRIED, 12 YEARS' EXPERIENCE in General Store. Have been manager for 10 years in the same store for groceries and hardware. Thoroughly understand buying. Am good stock keeper, not afraid of work. Available July 1st. Please state wages. Best of references. Am at present in New Brunswick. Box 204. Canadian Grocer, 153 University Ave., Toronto.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.
It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.
The "want ad." is the great force in the small affairs and incidents of daily life.

Good papers furnish A.B.C. reports to their advertisers.

Canadian Grocer is a member of the Audit Bureau of Circulation.

The Village Blacksmith is known by his friends and neighbors.

The public who deal with him know the man and his goods and the quality of both. But the ancient Smith of Damascus was known only by his reputation. If the public wanted a good sword it sought a blade from Damascus. Our reputation for consistently supplying goods of pure unadulterated merit made

TELFER

The Buy-Word for BISCUITS

And that's all we're interested in.
We think of quality first and foremost and our system is economically sound. The Keen Grocer seeks out the house with a reputation and links up with them properly.

Telfer Biscuit Company, Ltd.
TORONTO, ONT.

1922 JUNE 1922
Sun Mon Tue Wed Thu Fri Sat
1922 JULY 1922
Sun Mon Tue Wed Thu Fri Sat
1922 AUGUST 1922
Sun Mon Tue Wed Thu Fri Sat
KLIM
CANADIAN MILK PRODUCTS LIMITED
TORONTO MONTREAL

These are the largest KLIM months

KLIM Powdered Skimmed Milk is a year round seller in almost every good grocery store in Canada, but the largest sales are always to be found in the summer months when people begin having trouble with milk spoilage.

These are the months when thousands are going away to the country, too, and take KLIM along for their milk supply.

Prepare for the summer KLIM demand. Look over your stock and let your jobber know your requirements.

CANADIAN MILK PRODUCTS LIMITED
10-12 St. Patrick Street
TORONTO, ONT.

319 Craig St., W.
Montreal, Que.

St. John, N. B.

132 James Ave., E.
Winnipeg, Man.

British Columbia Distributors: Kirkland & Rose
130 Water St., Vancouver

The Future of SUNSET

"24 Reasons Why Women Want SUNSET DYES."

This is the title of a new folder which is full of pretty convincing stuff. A post card will bring it to you by return of mail.

Have you received our card, "The Season's Colors"?

In the past SUNSET has proved itself more than just a money-maker, it has been a business builder and creator of goodwill for every dealer who handles it. SUNSET performs everything that is promised by all other dyes combined—*and then some!*

The Future of SUNSET is a bright one because our methods of merchandising are untrammeled with offers of absurd profits, which in themselves are an admission of inferior quality.

You will eventually handle SUNSET because the insistent demand of the trade is for a real, modern, fast dye instead of inferior dyes which have little if any repeat value or goodwill quality.

Write us today for literature which will show you how you can share in the successful Future of SUNSET SOAP DYES.

The Buying Public likes a Square Deal.

SUNSET SOAP DYES
ONE Real Dye For ALL Fabrics

Sales Representatives
HAROLD F. RITCHIE & CO., LTD.
10 McCaul Street, TORONTO, CANADA

NORTH AMERICAN DYE CORPORATION, LTD.
Manufacturers
TORONTO, CANADA

TODAY!

More Care of Your Profits—

More Care of Your Customers—

These are the big needs in your business NOW, more than ever before. Business is hard to get. Profits are harder to make. Customers are easier lost. NOW is the time to buy and use the profit-making

Dayton Automatic Scales

They save for you the costly "down weights." They please the customer. They stop mistakes in calculations. They save their cost every year in your store.

Send for illustrated circular and prices.

International Business Machines Co., Limited

FRANK E. MUTTON, Vice-President and General Manager.

Head Office and Factory, 300 Campbell Ave., Toronto.

Branches and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John and St. John's, Nfld.

THE DAYTON IS MADE IN CANADA

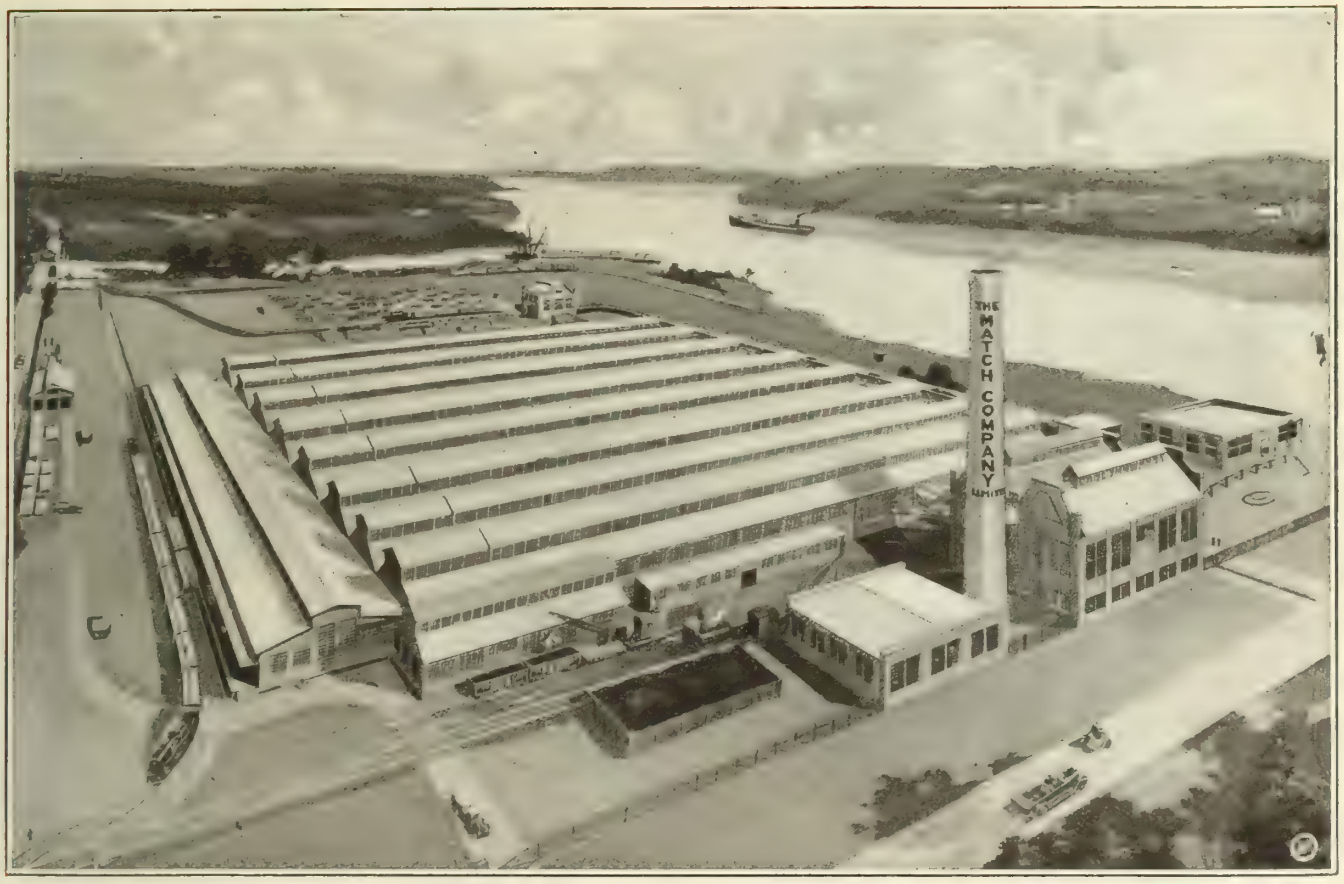
The Largest Circulation of any Trade Paper in Canada

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI. PUBLICATION OFFICE : TORONTO, ONT., JUNE 9, 1922 No. 23



The Match Company, Limited, Plant at Berthierville, Quebec, the finest and most modern Match Plant in Canada

THE Match Company Limited have established the finest and most modern Match plant in Canada at Berthierville, Quebec.

Machinery of new type is being installed, the patents of which they control, which will enable them to produce the most perfect matches Canada has known.

THE MATCH COMPANY LIMITED

EXECUTIVE OFFICES: 137 McGill Street, Montreal

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of Report will be sent on request to anyone interested.

Repeat Orders tell the Story!

Assortment K (as illustrated) Best Balloon Proposition Ever Offered

Six Dozen in the Box and Every Number a Fast Seller

WRITE FOR PARTICULARS OF MOHICAN ADVERTISING BALLOONS

Contents of Assortment K.
Showing Dealer's Return

2 Doz. No. 90 Airship, at 5c	$1.20
2 Doz. No. 60 Round, at 5c	1.20
2 Doz. No. 352 Squawker, at 5c	1.20
	$3.60
DEALER'S COST	$2.25
DEALER'S PROFIT	1.35

"MOHICAN" BALLOONS ARE *ALWAYS* RELIABLE

ASK YOUR JOBBER FOR THIS "BEST YET" MOHICAN ASSORTMENT

He will confirm our statement that Mohican Counter Display Box, Assortment K, is a winner. We said it would be and our wonderful repeat business proves it. Get **your** share of these **Quick Sales** and **Good Profits!** Requires **Small Investment.** If your wholesaler cannot supply you promptly we will ship initial order direct on receipt of cash and will send him full particulars, on receipt of his name.

MOHICAN QUALITY, COLOR AND SIZE OF INFLATION ARE BETTER THAN EVER

EVANS & CO., LIMITED, 247 St. Paul Street W., Montreal

Sole Canadian Agents for Mohican Rubber Co.

WESTERN DISTRIBUTORS

Manitoba, Alberta and Saskatchewan—F. D. Cockburn Co., 149 Notre Dame Ave. E. Winnipeg. Vancouver:—Intercolonial Agencies, Ltd., 929 Standard Bank Bldg.

There's Another Grape Juice!

Yours for the Asking

If you are one of the many Grocers that have ordered **Marsh's** from the Marsh representative, a complete WINDOW and COUNTER DISPLAY has been sent to you by parcel post.

If you are one of the many Grocers that have purchased **Marsh's** from the salesman of the wholesaler, we are anxious that you receive a complete WINDOW and COUNTER DISPLAY. Mail your request to-day, we will appreciate your mentioning the name of the wholesaler thru whom you purchased.

If you have delayed ordering Grape Juice, **BUY MARSH'S,** the quality Grape Juice that can be retailed at THIRTY FIVE CENTS for a 16-oz. medium size bottle.

There is a Jobber's salesman calling to-day. Your order will be appreciated and a complete display is awaiting your request.

If you are a Jobber's salesman we are only too willing to supply all of your customers that have bought **Marsh's** with our attractive display material.

SEND YOUR REQUEST TODAY

Marsh's

Niagara Falls, Ontario

Canadian Distributors of the
Sunkist Fruit Juice Extractor
Write for information.

(Tear off here)

The Marsh Grape Juice Co.,
Niagara Falls, Ont.

Gentlemen:—
We have purchased Marsh's Grape Juice from .....
Please send complete window display .....
Name .....
Address .....

Aggressive Sales Methods With Quality Backing

When you question the quality of any product just ask the salesman this one question: "Is it advertised, and if so, how extensively?"

If the answer is "Yes, in all good advertising mediums everywhere," all quality questions are answered. No manufacturer would dream of putting the name of his product and company prominently before the public unless he knows that he offers quality which substantiates every claim.

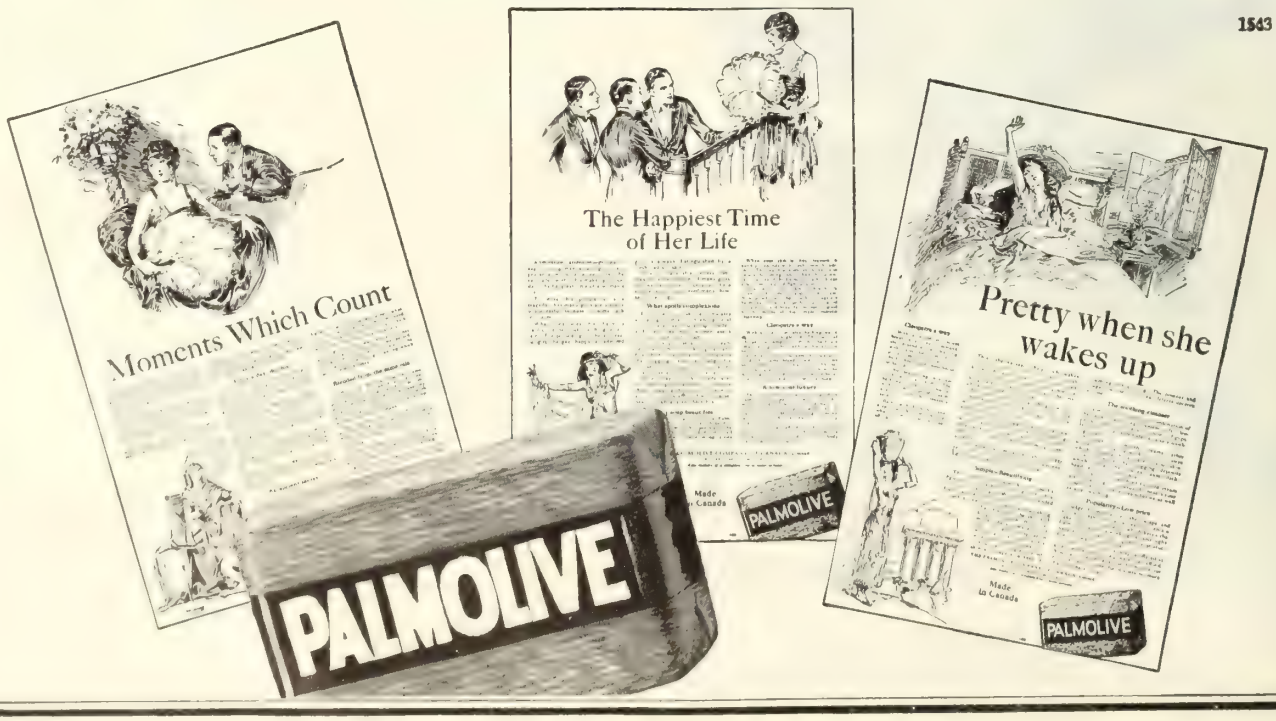
The enormous volume of Palmolive selling publicity would be a boomerang unless every cake produced by the mammoth Palmolive factories measured up to each statement made.

This publicity which assures quality sells Palmolive for you—it moves off your shelves without effort on your part. Every cake sold means a satisfied customer who comes back for more.

Palmolive is a home product, produced in a big, busy factory in Toronto. The growth of business, the astonishing increase in sales volume, has necessitated expansion, and we now have established branches in Winnipeg, Montreal and Toronto.

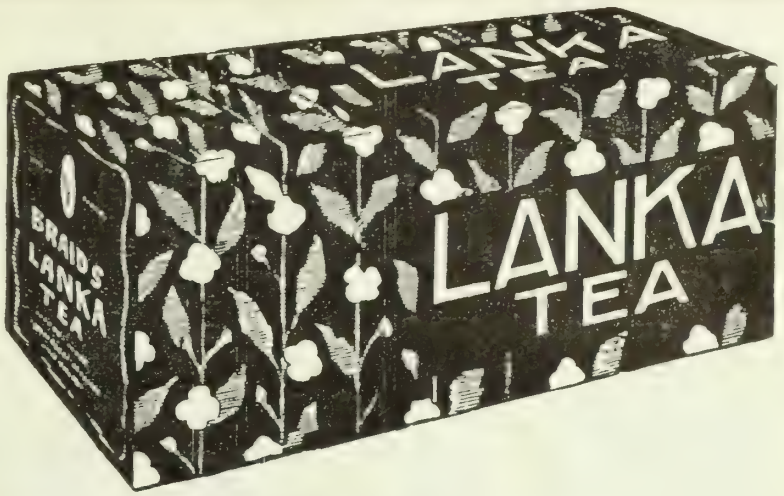
If you value quick turnover, and the sales volume which writes big figures on the profit sheet, make Palmolive your soap leader. Get in touch with a Palmolive salesman or ask your jobber today.

THE PALMOLIVE COMPANY
OF CANADA, Limited
Winnipeg Toronto Montreal



LANKA
TEA

Quality
Unsurpassed



REAL PROFIT FOR YOU, STEADILY GROWING DEMAND
BONUS COUPON IN EVERY PACKAGE

Handsomest Package

Display and Push
LANKA

Finest Tea

S. H. MOORE and COMPANY
Agent for Ontario
51 Wellington Street East - Toronto

Known the World Over

Our wide connections enable us to supply the best quality.

Our many years' experience has established an unsurpassed service.

And so we have built up a reputation for quality and service that is the guarantee we offer to The Grocery Trade of Canada.

IMPORTATIONS
Enquiries Solicited for
Peppers
All Kinds of Spices
Tapiocas
Sagos
Mild Coffees
Cocoas
Desiccated Cocoanut
etc.

IMPORTERS OF EASTERN PRODUCE

HARRISONS AND CROSFIELD, LTD.

Coristine Bldg. Import Dept. Montreal Telephone M6959

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers' Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

The J. T. COX Commission Agency
Winnipeg
Tea and Coffee Our Specialty
Also representatives for
FIELD & CO.
Fruit Merchants London, England
"Turban" Brand specialties

DONALDSON, PHILLIPS AGENCIES Limited
744 Hastings St. West, VANCOUVER, Cable Address "LIVEWIRE"
EXPORTERS Canned Salmon Seeds, Apples, Flour, Etc.
IMPORTERS Nuts, Dates, Cocoa Butter, Spices, Essential Oils, Etc.

CALGARY
STORAGE OF SPOT STOCKS
IS A SERVICE TO YOUR TRADE
LET US HELP YOUR SERVICE
Security Cartage & Storage Co., Limited

The Advertisers would like to know where you saw their advertisements—tell them.

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

Offer Their Principals

A Successful Sales Organization

Exceptional Warehouse Accommodation
For Storage and Unloading

The Service of a Strong, Successful Organization

THE NATIONAL BROKERS

HEAD OFFICE:
WINNIPEG, MAN.

Branches; Regina, Saskatoon, Edmonton, Calgary, Vancouver, Fort William, Montreal
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

Goods well advertised and well displayed are easiest sold. Advertised to ½ million buyers weekly. Codville Co. Ltd.

6

Make a good article, Advertise it, keep your promises, keep on Advertising, deliver the goods, keep on Advertising—and you will get the business.

Manufacturers—

You Can Hit the Bull's Eye.

Many leading firms are now using the best

STORAGE and DISTRIBUTION SERVICE

Ever offered in Western Canada coupled with an

INSURANCE RATE of 30 cents.

OUR RELIABILITY, EXPERIENCE and FINANCIAL STABILITY

enable us to give a service that is unequalled.

The City Dray Co., Limited

Frost and Wood Building
Cor. Pacific and Princess Streets

Track P. 18, WINNIPEG

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Personal Marketing Service

The **"House of Scott-Bathgate"** offers manufacturers who are desirous of successfully placing their products in the rich Western field a personal selling organization with an 18-year-old reputation for producing big results.

We have successfully placed such products as Christie's Biscuits, Robertson's Confectionery and Hungerford & Smith's Fountain Supplies and we can do the same for yours. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

Mr. Merchant :

Here is the Leader of hair tonics and renewers

Glover's Mange Medicine

A business success of over 35 years is behind this medicine.

Advertising matter bearing imprint and display cards supplied gratis.

H. Clay Glover Company, Inc.

129 West 24th Street · New York City

HAIL PROHIBITION!

Prohibition should be thanked for a real reform. A reform which has resulted in a vast increase in the amount of really good beer produced.

Beer, such as people are now making for themselves, is so good, and so much purer and better than the old commercial stuff, that millions who never cared for it before are now drinking it—greatly to their own benefit.

Formerly you had to walk a mile to get a really good glass of beer or ale.

Now you can have the very best in your own home. Home-brewed beer or ale is purer and more wholesome than anything that could be bought formerly. The dealer who gives his customers what they want and the best products obtainable is rewarded with a firmly established business and good profits.

If your customer asks for a pure, unadulterated, high-power malt, and fresh imported hops, sell him **"Cream of Malt."**

CANADA'S SUPREME MALT

CANADIAN MALT EXTRACT CO.

16 Pearl Street, Toronto, Ont.

Tel. Adelaide 3304.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West,
TORONTO.

Hamblin-Brereton Co. Ltd.
GROCERY & CONFECTIONERY BROKERS
We cover from Coast to Coast
Agencies Desired
Toronto Kitchener Winnipeg Calgary

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

We Cover Western Ont. Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT

E. N. & W. E. SOPER
Manufacturers' Agents and Commission Brokers
63 SPARKS ST., OTTAWA.
Warehouse and Distributing.
Efficient Sales Staff.
Detail Work.
Service our Specialty.

This Space is Yours for $2.20 on Yearly Order

Kolacafé REGD
Means Coffee Plus Satisfaction

If your Wholesale grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.

How To Subscribe

Those desiring to subscribe to this paper may use form below. Mail to nearest office. The offices are: 314 Carter Cotton Bldg., Vancouver; 901 Confederation Life Bldg., Winnipeg; 153 University Ave., Toronto; and Southam Bldg., 128 Bleury St., Montreal.

CANADIAN GROCER,
MacLean Publishing Co.

Please enter my name as a subscriber to Canadian Grocer. Enclosed is Cheque / Money Order for $4 (four dollars) for 52 copies, one each week.

Name.....
(Write plainly)

Address.....
(Write plainly)

Other subscription rates are: Great Britain, South Africa and West Indies, 16s a year; United States, $4.50 a year; other countries $6 a year; single copies, 25c., in advance.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves
Importers & Exporters Peas and Beans
Produits Alimentaires Food Products
17 ST. PAUL EAST MONTREAL

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL.

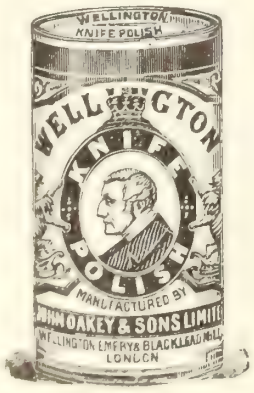
J Russell-Murray Co., Limited
IMPORTERS
RICE: American, Patna, Siam, Rangoon, MOLASSES, SPICE, JAMAICA GINGER, Granada Nutmegs, Pepper, Cassia, and all Tropical Products.
20 St Nicholas Street Montreal

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL
Established 1876
Telephone Main 1581

When Writing to Advertisers Kindly Mention this Paper . .

THE BEST IN 1750 STILL LEADING

PURNELL'S
Pure Malt **VINEGAR**
IN CASK OR BOTTLE
Purnell & Panter, Ltd., Bristol, England



OAKEY'S
"Wellington"
KNIFE POLISH
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.
John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.I. Eng.
Agents:
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermot Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B. C.

When You Sell

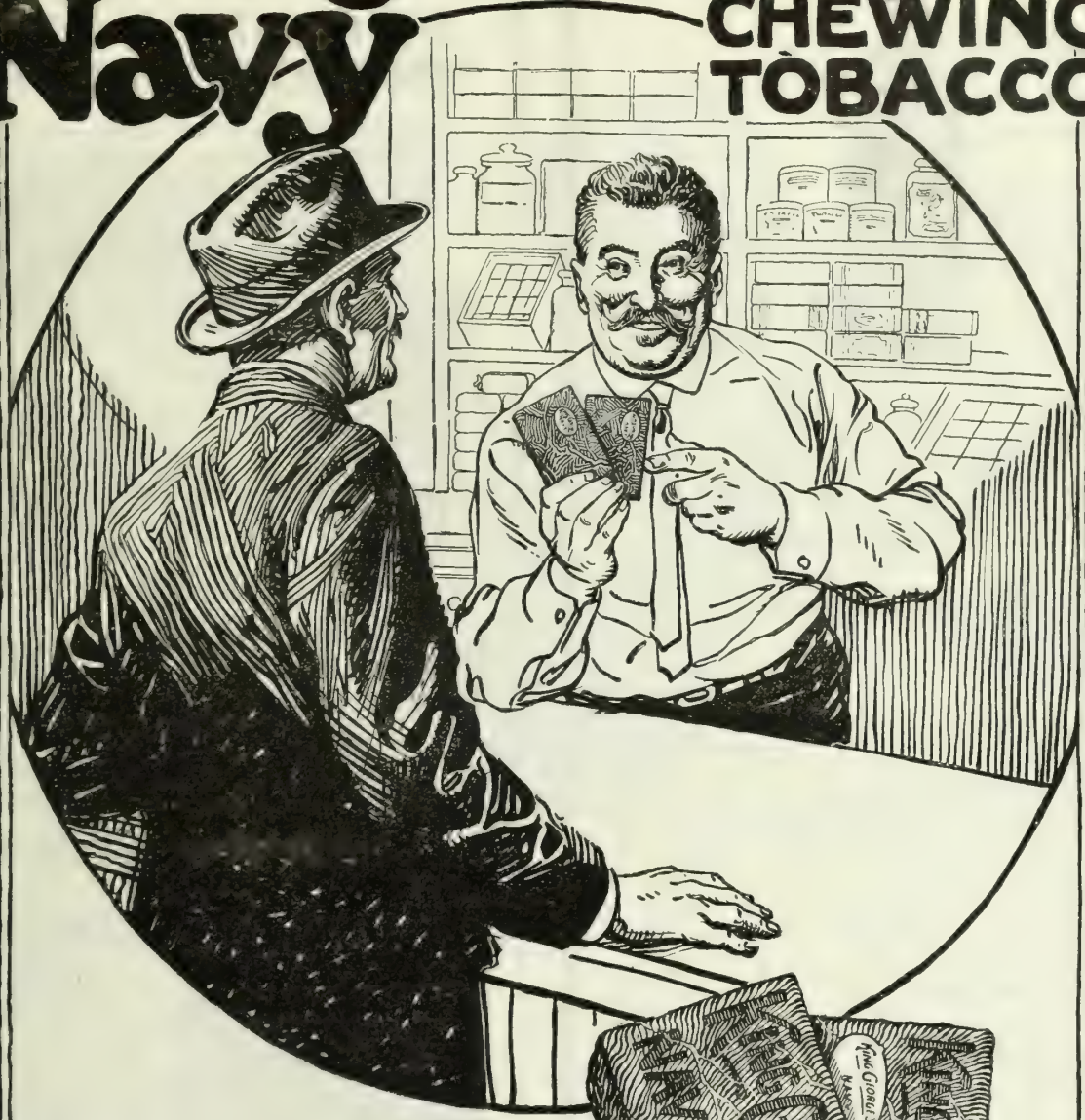
Thistle Brand

- - Finnan Haddie
- - Clams
- - Herring
- - Lobster

You build GOOD business. These superior products bring the customer in again - - - *and again.*

Packed by
Frank E. Davis Fisheries Ltd.
General Sales Agents
Tippet & Co., Ltd.
Montreal

King George's Navy CHEWING TOBACCO



Yes Sir-e-! Two plugs for 25 cts.! And some tobacco too! You never chewed better! It's real chewing, sure as you're a foot high! Try it—that's all I've got to say!

3

Rock City Tobacco Co. Limited

2 for 25¢

Quality fit for a King! Low price "fit" for every man! Maximum quality—maximum value! That's KING GEORGE'S NAVY every time! That's the story back of our huge advertising campaign.

The more we drive it home to Mr. Consumer—the more business we drive home to YOU—Mr. Dealer! And we're everlastingly at it!

We're after BIG business—for you and for us! Let's go after it together! You get back of KING GEORGE'S NAVY—we'll get back of you!

Rock City Tobacco Co., Limited

Quebec

You Can Sell McLAUGHLIN'S Ginger Ale

—by the bottle, off the ice, to thirsty summer customers.
—by the case for household use because McLaughlin's Ginger Ale—Belfast Style or "Canada Dry"—satisfies every taste, quenches every thirst, and is known everywhere.
If you haven't been carrying this profitable line of Hygeia "Best" Beverages—start in this summer to get your share of the business.

Belfast Style, case of 50 ten-ounce bottles	$6.00
Refund on case and bottles	3.00
"Canada Dry," case, 100 splits	9.75
Refund on case and bottles	4.50
"Canada Dry," case, 50 pints	7.00
Refund on case and bottles	3.00

J. J. McLAUGHLIN Limited
Toronto and Edmonton

Headquarters for Soda Fountain Supplies and Equipment

For Luncheons

there's nothing more delicious than ham and other meat sandwiches well seasoned with

STICKNEY & POOR'S PREPARED MUSTARD

Sell it to your customers next time you have a chance. They are bound to be pleased with it. Its color and fine flavor is the result of many years' experience in manufacturing mustards.

If you do not carry Stickney & Poor's Products now you should ask your jobber about them. There is a good profit for you in every one of them.

Order by name.

Your co-operating servant,

"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century old — Century honored 1922
HALIFAX
Mustard — Spices — Seasonings

'Eureka Refrigerators vs. Hot Weather

Eureka Refrigerators and hot weather always work together, for the hotter the weather, the more you need a Eureka; and the hotter the weather, the better the Eureka will work and save your perishable foods.

Don't let this summer pass with your old ice box. If you do you will pay money out for perishable foods which need perfect refrigeration and you will also pay out money for ice, which when put into a faulty refrigerator will not give you value for your money. So therefore you are spending it for nothing.

It is real economy to purchase a Eureka Refrigerator—they are patented and fully guaranteed.

Write for free literature and prices

Eureka Refrigerator Co., Limited
Head Office and Factories:
OWEN SOUND, ONTARIO

MACDONALD'S

The Tobacco with a heart

A Profit With Honor

There's a satisfaction in making **your** money on Macdonald's Tobacco because you know the purchaser is getting value for his. You are selling him the **best** tobacco and the **most** tobacco he can get for the amount he is expending—and he's satisfied.

There you have the business reason for business honor—it builds up a permanent trade. Macdonald customers are satisfied as long as they buy Macdonald's. And as long as they buy Macdonald's, you should see that they buy it from you. For just so long will you continue to reap the extra substantial profits from "the tobacco with a heart."

Chocolate Surprise

5¢

Bodley's Chocolate Surprise is proving an unusually popular line everywhere it has been sold. Like every one of the five **Bodley Chocolate Coated Confections** listed below, its flavor and quality never fails to ring up exceptionally good profits.

Try a sample order of these "live" ones.

Bodley's Chocolate Walnut Kiss
Bodley's Chocolate Marshmallow Bar
Bodley's Chocolate Lunch
Bodley's Fruit Cake Bar
Bodley's Chocolate Smacks

C. J. BODLEY, LIMITED

Toronto

SALES **1,083,559** *Lbs.* INCREASE

in the First 21 weeks of 1922.

The Onward Sweep of SALADA into every home in Canada is a silent compliment to its delicious flavour and absolute reliability.

"SALADA"

For Making High Class Brew

Net weight of Contents
Malt Extract 2 Hops ½ lb Crown Corks 36
RITE GOOD
MALT EXTRACT AND HOPS
Including Crown Corks for making Beverages Malt Bread Pudding etc. at Home.
ST LAWRENCE PRESERVING CO Ltd
Quebec Que
Be sure and follow our Directions

Guaranteed a Real Drink

A HOME BREW

OF SUPERIOR QUALITY

Now is the time to push sales of Rite Good malt extract.

The warm weather brings big demands for this tempting beverage.

Easy to Sell ***Showing Nice Profits***

Order from your wholesaler or direct from

The St. Lawrence Preserving Co., Regd.

QUEBEC

AGENTS:-

ONTARIO — Ottawa, Kingston, Brockville, Toronto and Western Ontario, D. Stewart Robinson & Sons, E. B. Nettelfield & Co.

QUEBEC Montreal, Quebec, Sherbrooke, Three Rivers. Poulin & Co., J. B. Renaud & Co., Inc., C. O. Genest & Sons Co., Ltd., J. N. Godin, Ltd.

MARITIME PROVINCES—Halifax, St. John, N.B., John Tobin & Co., The Braley Drug Co., Ltd.

In the Good Old Summer Time

there is no drink so refreshing and satisfying as a drink of

NOURISHING BEER

Made from Maple Leaf

Pharmaceutical Malt
100% Pure, of Rich Dark Malt

85 glasses of the finest Beer can be made from every can.

Packed in 2½ lb. tins, 2 doz. to case, with B.C. hops and crown corks, to suit your trade.

Order from your wholesaler or direct from

The Maple Leaf Malt Extract Co.

REG'D
61 Canning Street, Montreal

"None Better at Any Price"

Pure Italian Olive Oil.

"VITTORIA" BRAND

12—	1 gallon tins.....per gallon	$3.50
24—	½ " " ..... " "	3.60
48—	¼ " " ..... " "	3.75
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CANADIAN GROCER

Vol. XXXVI TORONTO, JUNE 9, 1922 No. 23

Chief Saving Will be in the Sales Tax

Repeal of Amendment Made in Customs Act a Year Ago, Affecting Countries With Depreciated Currency, Whereby Duty and Sales Tax Was Levied on 50 Per Cent. of Par Value Will Mean a Reduced Sales Tax on Certain Foreign Foods.

INVESTIGATION as to the effect of the removal of the amendment made to the Customs Act a year ago whereby importers in Canada, importing from countries where there is a depreciated currency had to pay duty and sales tax on 50 per cent. of the par value of such currency reveals the fact that the greatest saving to the Canadian buyer of foodstuffs will be in the matter of the sales tax.

"Practically no foodstuffs come to Canada from Germany, where the mark is worth so little at the present time," one of Toronto's big buyers of foreign food products told a representative of Canadian Grocer the other day. "The countries with a depreciated currency chiefly involved in the way of foods are Turkey, Portugal and Italy. These countries have a very low valuation of their currency just now, very much under fifty per cent. of the par values. Austria too is another such country, but practically the only foodstuff that came from Austria in the past year was beans. Shipments of white beans from this country last year were received in Canada in fair volume, but as beans are not subject to the sales tax, and the rate of duty is a specific one, the repealing of this amendment is negligible as far as this commodity is concerned. Almost without exception, foodstuffs from Europe are subject to a specific duty. It is in regard to merchandise where the duty is an ad valorem rate, that will benefit most from the removal of this regulation.

Will Save in Sales Tax

"However, in affixing the sales tax, even with the increase of 50 per cent. in the same, on goods from such countries as Turkey, Portugal and Italy, the sales tax will not now mount so high. For instance, large quantites of nuts and figs are brought from Portugal. The Portugal escudos is worth normally $1.08. Today it is worth 7.68 cents. Previous to the repeal of the amendment, a shipment of goods invoiced at 1,000 escudos, for the purpose of reckoning the sales tax, would be valued at half the par value of the escudos. Half the par value of the escudos is 54c. and one thousand times 54 cents, is $540. Today the escudos is worth around 7.68 cents. With the repeal of the regulation, the Canadian buyer pays sales tax, in the example of the above shipment, on one thousand times 7.68, or $76.80. The sales tax now on imports is 3¾ per cent., amounting on $76.80 to $2.88, as compared in the former method, with $13.50, a saving of $10.62."

Greek Drachma Worth Only 4½ Cents

Consignments of currants from Greece are arriving from time to time, but these are affected under the new ruling only in the matter of the sales tax too. The Greek drachma is normally worth 20 cents, but its present value is only 4½ cents. The sales tax, like in the matter of the Portuguese escudos, will be reckoned on the actual value of the drachma rather than on 50 per cent. of its par.

With the par value of the Italian lire 19.3 cents, it is worth today in New York only 5¼ cents. For customs purposes half the par value of the lire is 9.65 cents. A Toronto importer who buys considerable quantities of nuts in Italy stated that with the lire at its present valuation, a direct saving will result in the purchase of these products. Importers paying sales tax on 50 per cent. of the par value of the lire, namely 9.65 in the past year, now only pay on the actual value of the lire, 5.25 cents. The sales on a shipment from Italy invoiced at 1,000 lire, will now be $1,94, as compared with $2.46 previously. In the case of olive oil where there is an ad valorem duty of 20 per cent. shipments direct from Italy will be brought into Canada very much cheaper. However, to avoid increased costs on this account, importers have been purchasing through London and New York.

Turkish Currency Much Upset

The Turkish situation is somewhat different for the reason that exchange in that country is very much upset. Some shipments are invoiced through, in English currency, the pound sterling being the basis, while on other invoices it is the Greek drachma. Of course, where it is the former, there will be no change as the English pound is worth slightly over $4.50.

On goods coming from Norway and Sweden, the difference the repeal of the amendment will make, is not important. In Norway the par value of the kronin is 26.80 cents and it is quoted in New York at the present time at 18.29 cents. The Swedish kronin is almost par at 25.82 cents the par value being 26.80. There is a slight advantage in the matter of shipments from France, as the franc is not worth quite 50 per cent. of its par value. It is quoted in Canada at 9.25 cents. Its par is 19.3 cents.

Restores Direct Trade

With commodities subject to an ad valorem duty, coming from these countries of depreciated currency, the reduction in the cost of the same will be of some account. However, since the amendment went into force a year ago, Canadian importers, it is pointed out, have been buying through New York, England and Holland. The withdrawal of this regulation restores to Canadian buyers the business of buying direct from these countries. The Holland florin is practically par, and consignments from that country are unaffected by the change.

Where It is Hard to Collect Sales Tax

Retailers Find It Impossible To Increase Their Prices On Some Lines to Absorb the Sales Tax—A Fractional Tax is Also Difficult to Figure—Would Have Preferred One Tax And At The Source

"WE all must appreciate the necessity of raising taxes to meet the heavy obligations of the country, with as little disturbance as possible to the consumer, on whom the burden of taxation largely falls, in its final application," commented A. H. Simpson of the Simpson Co. Ltd., wholesale grocers in Guelph, in discussing the recent budget.

Fractions Entail Much Figuring

"We are bound to give the government our best co-operation, although it does seem that the tax is somewhat vicious, in that it entails a large amount of work, expense, disorganization, and distress to business, not only every time a change is made, but in its general working out. The fact that some articles are exempt increases the amount of labor necessary to ascertain the taxable portion of the invoices, and the fact also that the percentages are in decimals or fractions, entails much added figuring. It would greatly simplify matters if the sales tax were placed on all articles and made a straight 2 or 3 per cent. as the case may be.

Unable to Include Sales Tax

"There are many cases where manufacturers, wholesalers and retailers are unable to include this sales tax in their price, because of the fact that the retail or wholesale price could not be conveniently increased without affecting the consumption of the article, so in the case of a manufacturer who is endeavoring to put an article on the market at a popular price, say to retail at 10, and reduce his profit to a minimum, in order to arrange a 90 cent price through wholesaler, the 2¼ per cent. sales tax, if absorbed by the manufacturer, would in many cases make the line uninteresting, and as the retailers would not care to pay more than the one sales tax charged by the wholesaler, the wholesaler in many cases is compelled to absorb the sales tax to make the line interesting to his customers. Likewise the retailer in many cases, finds it impossible to increase his price in accordance with the increased sales tax, he is compelled to pay, because on articles retailing at 10, 15, 20 or 25 cents, which are popular prices, the sales tax is a hard thing to apply to the consumer.

"We feel sure, therefore, that this sales tax in many cases interferes with the government procuring as much as they otherwise would on incomes from individuals and corporations. There is no doubt that the multiplicity of taxes on articles of consumption is a very serious burden to the consumer, because of the fact that profit has to be charged on the investment, not only in the goods, but in the taxes.

Believes Revenue will be Disappointing

"With reference to the further increase of excise taxes on tobaccos, and other articles, we believe the government will be disappointed in the revenues anticipated from these sources. We must take into consideration that the public pocket book is the final analysis on all these questions, and as salaries, wages, and incomes are shrinking, it does not seem reasonable that consumption can be maintained on these articles at such increased prices. Consequently the result will be no increased revenue to the government, a decrease in demand for raw tobacco products, a curtailment of consumption and lastly of labor demand.

Curtailed Buying

"We understand during the past year a falling off of eighty million cigars was the result of the curtailed buying power of the people. A further reduction of two and a half million per month is now being realized, this coupled with the fact that the producers of tobacco are not receiving a fair remuneration for their efforts. The manufacturers are compelled to pay lower prices, in order to market their products at reasonable figures, when the heavy taxes are added, in order to insure consumption of their goods, and last but not least is the fact that the business men, in many instances, are held in disrepute by the consumer, because of the big spread between the manufacturer's prices, and the consumer's price, due to so many intermediate taxes.

"I hope the day is not far distant when the business man will be in the happy position of not being the tax collector for the government."

Difficulties in Passing Tax On

W. J. Hobson of Hobson & Co., Limited, Hamilton, in expressing his opinion on the increase in the sales tax, remarked that he could not see under present conditions of competition where the increased sales tax is likely to be passed on to the consumer unless the volume of the tax exceeds a certain minimum. "For instance an article costing from $2.25 to $2.40 a dozen usually sold at 25 cents. The additional sales tax would not warrant adding 5 cents and if some dealers asked 26 or 27cts. other competitors would continue selling at 25 cents and eventually all would sell at 25 cts.

"The only equitable economical way to collect the sales tax is to tax the manufacturer, this 2¼ per cent. from manufacturer to jobber, and 2¼ per cent. from jobber to retailer or 4½ per cent. from manufacturer to retailer is a duplication of work, involves additional labor and is absolute foolishness.

Collect it From Manufacturer

"I am strongly in favor of the sales tax for revenue. Make it large enough for all purposes but collect it from the fountain head—the manufacturer.

"The extra tax of two cents on cheques for every fifty dollars will mean that less cash will be deposited in banks and more accounts will be paid in real money. Why should I deposit cash and then issue cheques to pay salaries for instance?"

At Source of Production

"The proper source of collection of the sales tax is undoubtedly at the point of production," remarked Thos. Gammon of A. H. Gammon & Son, Sarnia, when discussing the new taxation as brought down in the budget. "In my own judgment, the government could have easily secured five per cent. which in turn could have been passed along as an actual item of cost to the consumer, where it unquestionably should end. As it has been and will be, the only result, I think, is that it will be another added burden to the retailer, and must be absorbed from his profits.

"Until the retailer awakes to the present unfair justice of this tax, and realizes that unity in fighting the same is absolutely essential, I am of the opinion we shall have to contend with it."

Little Hope Of Relief From Tax On Beet Sugar

Ottawa, June 6—(Special)—Beet sugar manufacturers and sugar beet growers united in complaining to Hon. W. S. Fielding last week that the new excise duty of 49 cents a hundred pounds on the product of their joint labors would deal a deadly blow to one of the important industries of southwestern Ontario. For the manufacturer, it was stated, that, even without the burden of the excise duty, beet sugar production had not been profitable. For the farmers, it was asserted that the new duty could not be borne by them and would cut the acreage under sugar beet cultivation in two. It was further explained to the Finance Minister that the sugar beet growers are themselves contemplating becoming sugar manufacturers, that they have subscribed about half the capital necessary for the establishment of a sugar refin-

(Continued on page 26)

Will Tend To Disorganize Candy Industry Throughout Canada If Tax Is Enforced

H. N. Cowan, President, and Other Officers Of the Confectionery Chocolate and Biscuit Industries of Canada Wait on Government But Little Encouragement Is Given Them in the Way of Less Burdensome Taxation

OTTAWA, June 6—Members of the confectionery, biscuit and chocolate industries of Canada waited on the government here last week in an effort to have some relief from the taxation imposed upon the industry in the budget announcement. Little hope of any change was held out to them by Finance Minister Fielding.

In further endeavor to stress the effect on the industry of such taxation, H. N. Cowan, president of the association and C. J. Bodley, secretary, are here to-day again interviewing the government. They seek to have chocolate bars and the cent lines exempt, if there is no possibility of having the tax removed altogether.

"The candy manufacturers have never objected to the principle and application of the sales tax when applied to all industries alike, and do not object to the sales tax now," stated H. N. Cowan of The Cowan Co. Ltd., Toronto. "What we do object to, however, is having this extra tax of five per cent. levied on our industry when real luxuries, such as foreign fruits (of which $11,000,000 were imported last year,) expensive clothing, furs, jewelry, toilet articles, etc. pay only sales tax."

Keep Industry Alive

Mr. Cowan laid considerable emphasis on the need for keeping alive and vigorous the industrial plants and activities of the country. This could not be secured by picking one or two industries for class taxation. "Business is quiet now," he said. "What do you think the effect on our sales will be when we ask our customers to pay 9½ per cent. tax instead of 3 per cent. that they have been paying? The public won't stand for the increased price which this will mean," declared Mr. Cowan with emphasis. "The manufacturers cannot absorb the tax. Reduced business has wiped out working profits. Does the amount to be realized by this special tax warrant the further disorganization of the candy industry throughout Canada? Lessened sales will affect thousands of working people many of whom will find themselves out of a job."

Is Not a Luxury

M. Neilson of Wm. Neilson, Ltd, Toronto, pointed out that in order to adjust or reduce the size of small priced packages it would be necessary to import many thousands of small moulds which are exceedingly expensive and which probably could not be purchased in France or Great Britain for delivery within less than six months.

Should this become necessary it would impose an additional burden on the business which the representatives of the Canadian manufacturers contend is already too great to bear.

Mr. Neilson added: "Candy is certainly not a luxury. It is a food. Seventy per cent. of confectionery sales are to children and young people, the large proportion being in small packages, which retail at five and ten cents, as well as the one cent lines. We ask for an even deal. We want no favors; we want equality, not discrimination. Why should candy pay a tax which is not required when hundreds of other articles have not been included."

Packaged Teas Show Sharp Advance Following Higher Markets Abroad

Higher Prices Do Not Come As a Surprise in View of the Tea Situation Now Ruling for the Past Year or More—Reduced Production in 1921

TORONTO, June 7 (Special).—Announcement was made on Monday last by the Salada Tea company of an advance in the price of Salada brown label tea. The price to the consumer is advanced ten cents per pound and the price to the retailer by nine cents per pound, making the new price 54 cents as against the former of 45 cents.

John Sloan & Co., announce an advance of four cents per pound on Minto tea bringing the price to 59 cents per pound.

Lanka tea is advanced 8c per lb., making the price to the trade 53c per lb. and 54c per lb. for half pounds.

These advances did not come as a surprise to those who have been following the tea situation for the past year or more, and the only surprise that has been expressed is that they did not come sooner and many believed the advance was due several months ago, following the steadily advancing markets abroad. As Canadian Grocer goes to press, other package teas have not made any change in prices but it has been intimated that advances will be announced at an early date.

Overstocked Markets in 1920

The trade will remember that early in the year 1920 the tea markets of the world were overstocked by millions of pounds of tea, much of which was carelessly plucked and badly manufactured. This was the result of the high prices ruling during the war period and the year following. The withdrawal of Russia from the markets was also a factor in accumulating tea stocks as previous to the world war, Russia purchased annually upwards of 150,000,000 pounds.

Then followed the slump in tea prices and planters in every tea producing country were faced with heavy losses as teas were being sold below the cost of production. The Indian and Ceylon Tea Associations then agreed to restrict the production to about eighty per cent. of a normal crop, and by the end of the year 1920 this reduction was well under way.

The markets under this reduced production commenced gradually but steadily to advance, and by the end of the year prices of Japan, Ceylon, India and Java teas had in many instances almost doubled in values.

Reduced Production in 1921

The total output of India, Ceylon, Sumatra and Java teas which for the year 1919 amounted to 694,000,000 pounds, in 1920 to 643,000,000 pounds, in the year 1921 only totalled 519,000,000 pounds, showing an average reduction of 140,000,000 pounds, while for the previous three years the consumption had increased 28 per cent. Throughout the present year the markets continued to steadily advance and each month gave evidence of a greater shortage in production than at first estimated, which at present amounts to over 212,000,000 pounds.

The Indian market closed this year several months earlier than for many years owing to the fact that the whole output was closed out. The London auction is also closed awaiting the opening of the Indian market some time during the latter part of the month of June.

The Japan market opened a few weeks ago with the new crop offered at figures much in excess of the high prices of last year and just what will develop in the markets for the new crop Indians and Ceylons will do, remains to be seen, but in the opinion of many tea authorities, the future for tea for some time looks equally as strong as the situation prevailing during the past six months.

Business men on Roncesvalles avenue, Toronto, to the number of 100 joined in a parade held by their association on Monday evening of this week. When some distance down Roncesvalles avenue the parade was drawn up and the small children were given presents. The idea is to encourage shopping by the people of this district, in this district.

Grocers' Indifference Helps "Chains"

"Independent Retailers Have Been So Slow In Getting Together for Their Mutual Interest That the Chain Stores Have Gone Ahead With Considerable Success, But the Reaction is Soon to Come."

An address given by DR. PAUL N. NYSTROM before the United States Chamber of Commerce

Second of Series on Chain Stores

"INDEPENDENT retailers, in common with all other masses of people, learn by degrees and costly experience. One reason why chain stores have been so successful in the immediate past is because the independent retailers have been so slow in gettign together for thei rmutual interest. The reaction is soon to come."

The above testimony ought to make the retail grocers sit up and take notice. It is extracted from the recent address of Dr. Paul H. Nystrom before the United States Board of Commerce. Dr. Nystrom's views as to the way chain stores are being met and combated by the "independent" retail grocer, and the outlook for competition, are interesting and worth considering. In part, his address as reported in the New York Journal of Commerce runs as follows:

"A reconsideration of the points on which chain store success rests leads to the conclusion that the so-called essentials of chain store success are no other than the essentials of success in any type of retail institution. Any retail store that is poorly located with reference to its prospective customers must have an expensive uphill climb to continue in business.

"Any store laboring under the difficulties of an unsuitable building, displeasing appearance, difficult entrance-ways, poor fixtures, inadequate displays and selling aids is certain to lose possible sales and consequently have a higher proportion of overhead expense than it should. It is a truism to assert that poor sales people can ruin any retail store. Everybody knows that but mighty few concerns outside of chains do anything really worth while about it.

"The attitude of retailers toward chain store competition is both interesting and instructive. Certain groups and associations of retailers attempt by 'definition' to draw distinct lines around wholesalers and retailers and argue strongly for a differentiation in price based, not on quantity, but on function. According to these, wholesalers are entitled to lower prices than retailers regardless of quantity purchased.

"Under this logic these groups strongly urge that chain stores are retailers and are not entitled to wholesalers' margins, and the pressure applied to prevent deviation from this rule in some cases amounts to boycott of manufacturers who presume to sell to chain stores at less than retailers' prices.

"In several instances compromises have been made by defining chain stores as 'semi-jobbers' and allowing them a part but not all of the jobber's margin. In so far as the quantities purchased by chain stores are as large as the quantities purchased by wholesalers, and where no more service is required by chain stores than by wholesalers, there seems to be very little economic justification for the attempt to maintain this trade custom. It is most certain to break down. The recent decision of the Federal Trade Commission in the Mennen case, ordering the Mennen company to sell to all who offer to buy at the same prices for the same quantities, probably sounds the beginning of the end of this economically indefensible trade practice.

"Another method followed by independent dealers of meeting the competition of chain stores is the organization of co-operative buying groups. The purpose of such groups ranges all the way from collective purchasing of a few staple lines up to owning wholesale organizations co-operatively.

"Such buying organizations are now to be found in practically every line in which there are retailers. They are particularly numerous among grocers and druggists. In a recent compilation of successful co-operative wholesale drug companies I find twenty concerns listed. There are several in hardware, notions, clothing and furnishings. In the ready-to-wear garment trade there are retailers' buying associations of very considerable size and strength.

"In most cases such buying organizations arise through the efforts of retailers themselves. In other cases they come into existence through the promotion of outside organizations who see the need and opportunity for co-operative effort among dealers. All of these organizations operate in the direction of securing advantageous prices as purchases in quantity for cash or on guaranteed credits will permit.

Why Buying Exchanges Fail

"The reasons why such co-operative buying associations of independent dealers do not grow faster are, first, because with all the progress of the chains the competition has not been enough to cause the dealers to unite in self-defense; second, because most dealers are individualists by nature, possess but little experience in co-operation and dislike sacrificing their personal preferences to the interests of the group in which each is but one with his fellows; third, it takes considerable effort to get and keep a group together. The co-operative movement grows only under necessity and then only as far as may be necessary.

"The inexperienced retailer who goes into one of these organizations is very likely to suffer a keen reaction after his first contact, when he learns that the whole margin gained by quantity purchases cannot be transferred into net profit. In other words, the group of independent retailers purchasing together encounters precisely the same problems as the chain does when it goes out for goods in large quantity.

"By that very act they immediately begin to take on some of the functions of the regular wholesale dealer, and nothing has so far been devised by which to eliminate the wholesaling expense. In spite of these obstacles, however, through this channel lies the way to a certain amount of gain which may in turn be made effective in competition with chain stores through lower prices to the public or in the form of profit to the owners.

The Research Movement

"There is a type of co-operative organization which seems to possess several advantages over hitherto established methods of group activity. I refer to the work of the Retail Research Association. This is an organization of nineteen department stores owned and operated co-operatively. Its control is democratic rather than autocratic.

"Its functions are divided into two main divisions. The aim of the one is to carry on studies and research in the field of store operation with the purpose of increasing the efficiency of the stores in this regard. To illustrate: during the past year intensive studies have been made co-operatively, using the services of executives and employes within the stores themselves, with the assistance of experts employed by the association in accounting, office methods, delivery methods, advertising, store upkeep and personnel, leading to economies which have, according to the reports of the stores themselves, resulted in the saving of many thousands of dollars.

"In the other division the stores unite in buying in such lines as are selected by the stores and their buyers themselves. The aim in this organization is approximately the same as in the chain stores, viz., the development of efficient management and securing the best possible through quantity purchases.

"Through the nineteen department stores, each with from fifty to a hundred or more merchandise departments,

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Sugar Industry Shows Improvement

Figures Covering Raw Sugar on Hand Indicate That the Refineries Have as Much Now As a Year Ago—Canadian Sugar is Still Filling a Heavy Export Demand

By Staff Correspondent Canadian Grocer

MONTREAL. (Special).—Figures in connection with the sugar refining industry of Canada as recently announced by the Dominion Bureau of Statistics indicate that the market for sugar is much improved over that of last year. During the period from January 1 to April 22, 1922, the shipments by Canadian refineries amounted to 278,322,290 lbs. as compared with 226,097,383 lbs. for the similar period of 1921 an increase of over 52,000,000 lbs. or 26,000 tons. During the period of four weeks ending April 22, 1922, there were shipped 73,331,114 lbs. as against 58,415,465 lbs. during the similar period of 1921, an increase of nearly 15,000,000 lbs. or a little over 7,000 tons. A large portion of this increase undoubtedly is due to the heavy export business that is still going on for Canadian refined sugar with Europe.

The figures covering raw sugar on hand show that the refineries have about as much now as one year ago. For the first three months of last year they found themselves stocked up very heavily with raw sugar at a very high price, and they spent the most of last year getting rid of these supplies at a heavy loss. On April 22 of this year the stocks on hand of raws amounted to a little over 86,000,000 lbs. as compared with 75,000,000 one year ago. On January 1, 1922, there were only 14,000,000 lbs. on hand as compared with 167,000,000 at the beginning of January, 1921. On the other hand during the four weeks ending April 22 last there were purchased by Canadian refineries 133,360,337 lbs. where one year ago the purchases were only 29,180,930 lbs.

The difference in buying of raw sugar for the first four months of this year as compared with last is shown in the fact that the figures for this year amount to 395,383,668 lbs. as against 110,503,502 an increase for this year of the large quantity of 142,500 tons of raws purchased, over last year. It must be remembered, of course, in dealing with last year's figures that the refineries were engaged in getting rid of their raws instead of selling.

Coming to the question of refined sugar it is seen that the plants have a tendency to accumulate this during the past few weeks as on April 22 there were on hand in the refineries 77,377,793 lbs. where one year ago there were only 58,841,771. That is from the first of January this year the refineries had accumulated 34,000,000 lbs. where in the same period last year they reduced their stocks by 15,000,000 lbs.

In the four weeks period raw sugar was manufactured to the extent of 81,616,475 lbs. where in the similar period last year the manufactured only amounted to 58,161,297. The difference between this year and last is much more pronounced when the period from January 1 to April 22 is taken into account showing manufactures of 282,679,102 lbs. as against 185,170,086 in 1921 indicating that in the first four months of this year there were manufactured in Canada nearly 100,000,000 more pounds of sugar than one year ago or 50,000 tons.

Sales Show a Big Increase

There is something significant about the accumulation of sugar, both raws and refined, as shown by the blocks in the accompanying chart. There is about 63,000,000 more pounds of sugars now held by the refiners than one year ago and at that the sales show a big increase over the same period of last year. Sugar has been comparatively low in price during the last six months and judging by the firmness of the raw market and the accumulation of stocks in the refineries, the market is of special interest to the buyers. One year ago the refiners were left with heavy stocks of raws with a declining market. They disposed of these and learned a lesson, but figures show that stocks are again accumulating even though on a smaller scale. Evidently there must be some good cause. One at least is that there will be a big demand for sugar during July, August and September, for preserving.

Sugar Situation Develops Much Stronger Tone

Toronto, June 7.—The refined sugar situation has developed a decidedly stronger tone, reflecting the higher and strong market for raws which has been prevailing during the past month. The price cutting which has been quite freely participated in by all wholesalers appears to have ceased and refiners' lists generally prevail.

A couple of weeks ago the Acadia Sugar Refinery advanced prices 10 cents per cwt., which was followed by

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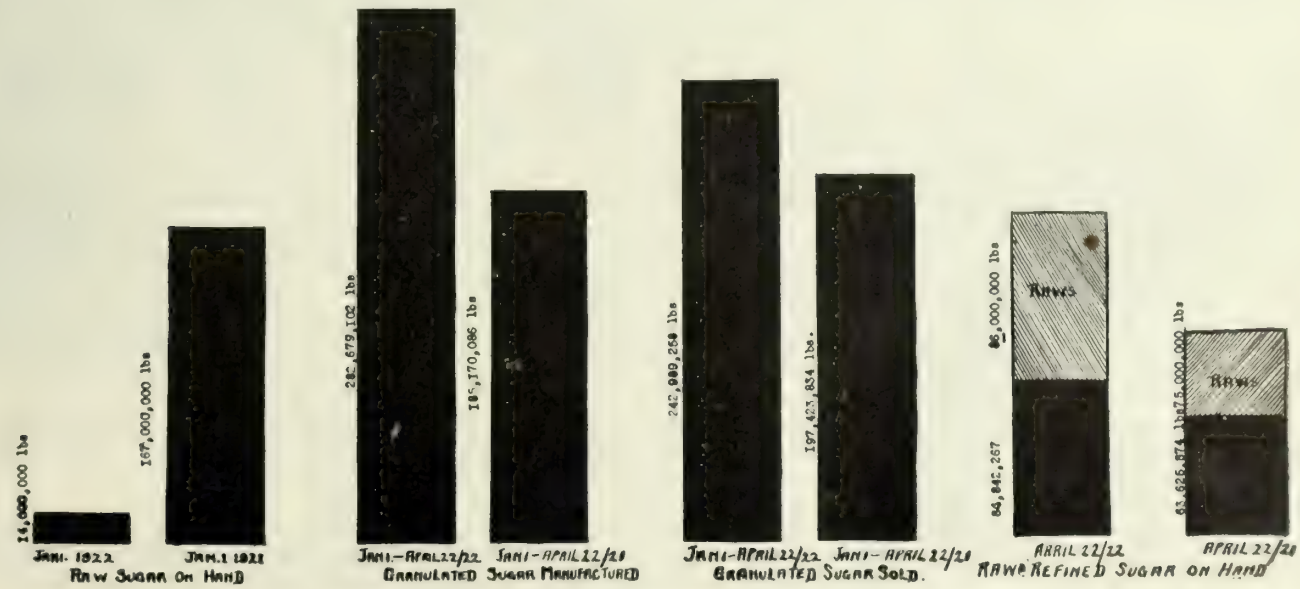

A comparative chart showing stocks of sugar at various periods.

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The Stamp Tax on Cheques

OPPOSITION to the increased stamp taxation on cheques appears to be pretty general, business and financial men pronouncing it unworkable and altogether too cumbersome. Expectation of a new pronouncement in this regard is not considered unlikely. The new regulation does not come into effect until July first, but pressure is being brought to bear upon the government to modify the tax to some degree. The suggestion is being made that if an increased stamp tax is necessary, a plan be adopted by which the stamp tax should be four cents instead of two cents on each cheque, as at present, or two cents up to $50, and four cents over that amount. The cumulative method, it is claimed, is too burdensome. Last year the Canadian people wrote 150,000,000 cheques and paid $3,000,000 in stamp taxes to the Dominion Government.

As a retail grocer points out in an interview in this issue, the merchant who has always been accustomed to meeting his accounts with cheques and drafts will revert to payments in cash in a great many instances where it is an easy matter to do so, and in the course of a year will reap a considerable saving.

Some modification of the regulation as at first announced, it would seem, is advisable, if the proper working out of a stamp tax on cheques is to be carried out with the least possible hindrance to business. Further consideration of the matter on the part of the Finance Minister, it is hoped, will result in some changes being made that will meet with the more general approval of business and financial interests.

Chain Store Competition

IN AN ARTICLE in this issue, the question of the chain store is dealt with in an interesting way by a man who has given some close study to the subject. He claims that the reason the "chains" have been so successful in the past is because the "independents" have been so slow in getting together for their mutual interests. However he expresses the opinion that the reaction is soon to come.

A reconsideration of the points on which the "chains" rest, he states, leads to the conclusion that the so-called essentials of chain store success are no other than the essentials of success in any retail institution. Any store laboring under the difficulties of a poor location, displeasing appearance, poor entrance ways, poor fixtures, inadequate displays and selling aids, is certain to lose possible sales and consequently have a higher proportion of overhead expense than it should. It is a truism to assert that poor sales people can ruin any retail store.

The superior service, delivery, personal interest, and fancy lines of the average individual store offer something that few chain stores do. The latter do not attempt to give these advantages, and it is up to the "independents" to make up in service and good merchandising, advantages that the public will always appreciate, what the "chains" give in somewhat lower prices.

Methods of successfully combating the chain stores are dealt with in this article, including co-operative buying associations, etc., and the view is expressed that buying advantages are almost certain to be equalized between chain and independent retailers through the gradual development of associated efforts of the independent dealers themselves.

Serving Children

ONE IMPORTANT customer that the average grocer often overlooks is the child. A large percentage of purchases in any store are made by children. These children of course in most instances have a list and explicit directions from their mothers as to what goods they should buy, but they are more than order givers. They are potential buyers and as such are worthy of as much consideration and courtesy and service as are others who buy.

What mother wouldn't be influenced by the desires of her small son or daughter in making certain purchases? What youngster at one time or another hasn't wanted to buy some article which possibly was not on the original list?

One of the heads of one of the largest chain store organizations was at one time an independent grocer. He made it a point to go out of his way to be considerate to the youngsters who came into his store to buy. They remember every bit of friendliness.

Treat them like grown-ups in your business relations. They appreciate it and don't forget it. It is seemingly a small thing but will count.

Tourist Trade is Profitable

THE TOURIST TRADE is an outstanding factor in Canada's summer business. Cross-country travel has grown to dimensions that warrant the statement that towns and cities lagging in providing facilities for the tourists are depriving themselves of revenue that would make the wheels of trade go round.

The travel initiated by Canadians alone is of sufficient volume to beget activities in trade circles. To this add American tourist travel and here in Canada we have a great incentive to place ourselves in the very best possible position to cater to the needs of the tourists. Attractive scenery, good hotels and dining rooms, and smooth roadways will bring added wealth to all communities.

The day is here, with tourists—local and foreign—taking those routes where adequate provisions have been made for them. Motorists will stop in the towns and smaller cities that hang out the welcome sign—and there they will spend their money freely.

The grocer has a splendid opportunity for getting close to the pocket-books of the spenders within the gates.

The place to exceed the speed limit is inside the store and not on the truck.

Enlist the co-operation of your clerks in the conduct of your store, by asking them for their ideas. You will be surprised at the results sometimes.

320 Per Cent On Capital In Four Years

Story of This Merchant in Western Canada Leads to the Conclusion That the Grocery Business is Still as it Always Has Been in the Past, About the Best Business a Man Can Enter With a Small Capital

By HENRY JOHNSON, Jr.

SPEAKING of peculiarities, as ol' Irv Cobb would say—when nobody said anything about them, by the way: I notice one that characterizes Canadian grocers. They write or print the names of their towns, but seem to be serenely oblivious to the fact that Canada is divided into a lot of Provinces. Hence, if I mail anything to them in an envelope with a return address on it, the cat is certain to come back with a pencil notation: "Province?" on it.

'Tsall right boys, y'understand, to write Montreal, Toronto, maybe even Moosejaw; but how's a man to know where to find Fulton, Nain or Hebron? Better use a little more ink and stick in the Province!

I am moved to write specially thus this time because the merchant who wrote this interesting letter tells me he wants an answer but cautions me against revealing his location—and then omits the Province. Quite a bit of detective work was necessary before I could learn how to address my reply. Get the idea? But you will agree that he has a message worth sending:

Canada West,

Dear Mr. Johnson:—While reading some of your articles lately I wondered if my performance would interest you. My business comprises groceries, patent medicines, confectionery, small stock of dry goods, such as overalls, shirts, neckwear, work and dress pants, no suits, rubbers, boots —and a few sundries. I started here four years ago in a vacant store with a total personal capital of $350. I borrowed $500 more and moved in. I had all my fixtures to buy and soon after I had to buy the building or get out. I borrowed $600 to apply on building as first payment and during the four years period I have built another building, a pool room and barber shop. To-day my stock is $4,320.-05, which is turned over 6½ times yearly, and my statement reads as follows:

Stock	$4320.05	
Buildings	3400.00	
Elect. Light Plant	900.00	
Fixtures ..... (both bldgs.)	1790.00	
Book Accounts ..	2600.75	
	13010.80	
Liabilities	1800.75	
		$11,210.05

I would like to know if you think this is fair progress. I had no previous experience in the detail business and made many mistakes on the start. Some of them I uncovered and some I suppose not! Of course, I have had my living from the business, married and two in family.

Business Record Certainly Good

This is the kind of story that leads directly to the conclusion that the grocery business is still, as it always has been in the past, about the best business a man can enter who has small capital. If he has common sense, does his own thinking and is careful, he can hardly fail to make a respectable showing.

In one way this man's tale recalls that of Wrigley, Jr. Wrigley started business for himself, as probably you have heard, with total cash capital of $32. Knowing perfectly well that to start any business on $32—anything bigger than a peanut stand, that is—is impossible, I once asked Wrigley just what that meant and how he went about the commencement of operations on $32.

"I borrowed $5,000 from the banks," he answered. "How could you get $5,000 from the banks when your total tangible resources were only $32?" I rejoined.

"Because I was working," he answered. "Everybody 'on the street' in Chicago knew I was always on the job. The banks knew it. They all knew I never let a minute pass that I was not hustling."

Therefore, Wrigley did not start with $32. He had $32 plus Wrigley's own reputation and character! And so it is with this man. He had $350—more than ten times the money with which Wrigley started—but he was able to borrow more than 142 per cent. of his cash capital at once with which to open his store. And it is quite evident that those who loaned him the money did not lose anything thereby.

To-day, after four years, he shows his original cash capital multiplied 320 times, plus acceptable living for himself and family in the meantime. He shows this without whatever cash he may have lying around—for his statement mentions no cash. Therefore, though he gives me no comparative records whereby I may gauge his progress and I have no detailed statement by which to judge of his methods in segregated figures, I feel that he needs little help from anybody. If he keeps on as he has done so far, he will set a pace anybody should be glad to be able to follow.

If a Grocer Why Not a Groceress?

Little Canadian Town, April 6, 1922

Dear Sir:—I am keeping a small grocery store and trying to keep books as best I can. Will you be kind enough to tell me if I am going the right way? My system is as follows:

For February

Goods on hand 1st of month	498.00	
Goods bought during month	180.00	
Total for February		678.00
Sold during month	257 00	
19% gross margin	48 83	
Cost of goods sold	208 17	
Deduct cost of goods sold from total stock		208.17
Goods carried forward to March		469 83

The 19% is arrived at by extending the gross margin into next column after cost of goods has been entered in ledger. For instance:

Three bags flour $12. to $1.50 margin. At end of month goods bought are added, also margin and total of margin divided by total of goods bought, which gives me gross margin earned during the month. By above system, if I am doing right, I know every month about what stock I have on hand. As for expenses, I know I am safe as it only costs me about $40 per month to live. Your valued reply will be appreciated.

Yours very truly .....

I can see nothing wrong with this system. It enables this "groceress," as I think she is entitled to be called, to know exactly where she stands each month. I was at first misled by her figures on flour into thinking she had miscalculated her 19% margin. The flour alone pays only 11.11% plus; but evidently this applies only to flour in her store, the same as it applies to flour, sugar and other heavy staples in all stores, for she checks back her figures at the end of each month.

Her system is not all revealed, she actually counts up her stock each month. This I suppose she might do, but she does not state.

I cannot pass her last remark without emphasizing it: "As for my expenses, I know I am safe as it only costs me about $40 per month to live." Verily, that is safety, security and independence—the ability to be content and to want little!

Handy Margin-Book

Many tables and books have been issued which purported to give correct margin (usually called "profit") percentages; but usually these have been

(Continued on Page 35)

Retail Grocers Attention!

Now is the time to place your order for the new pack

AYLMER

CANNED FRUITS and VEGETABLES

Ask your wholesaler to book your order for your full season's requirements. To insure getting delivery your order must be filed with us this month.

seasons is limited—with poor crops there is invariably a shortage.

Provide for emergencies and remember on AYLMER CANNED GOODS you have full protection.

The opening price for Aylmer Brands is the lowest and if you have been too late in placing your order in other years, make sure of your supply this year.

Place Your Order Today

DOMINION CANNERS LIMITED

Head Office: HAMILTON, ONTARIO

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Quebec

S. G. Bendon Utility Co., Montreal, grocery brokers have moved their offices from the St. Nicholas Building, St. Nicholas St., to 115 Youville St., Montreal.

Wilfred Pascall, one of the directors of James Pascall Ltd., London, England, will arrive in Vancouver this week. Mr. Pascall has just superintended the opening of a new factory in Australia. He will visit Toronto and Montreal before sailing for England.

Ontario

Dominion Stores Limited have opened a second store in St. Thomas.

E. F. Reid of Brantford, has purchased the general store in Stratford formerly conducted by L. H. Reesor.

Edwin A. Kellaway, who for some time has conducted a grocery business at Bridge and Everett Streets, Belleville, has now opened a second store at Dundas and Church Streets.

A man operating in the east end of Toronto has been disposing of maple syrup in a unique way. People were asked to purchase the syrup from this man on the pretext that it had been ordered by some neighbors, but the latter were not at home, and would they take it over and pay for it until they returned. On taking the syrup to the supposed buyer they learned that it had not been ordered.

Joseph Worden, a grocery merchant in Preston, was held up at the point of a gun on Saturday night last and relieved of the day's receipts as he was about to leave his store. The grocer had locked up, when a rap came to the door. He unlocked again and a stranger asked for a package of cigarettes. Worden went to get the cigarettes for the man, and when he turned around he was ordered to put up his hands. After obtaining the money, amounting to considerably aver $200, the bandit made a hurried exit, and jumped into a waiting motor car.

Business men in the Todmorden district, met in St. Andrew's Hall, Pape Avenue, Toronto, and organized an association the other evening. Issac Pimblett, president of the East Danforth Business Men's Association was in the chair. The following officers were elected: President, John Warren; vice-president, Edward Dyson; secretary-treasurer, Walter J. Hubert; publicity secretary, Amos Allpress; executive committee, F. Cameron, C. H. Macdonald, P. Bramwell, R. G. McKibbon, Wm. Pugh, Harry J. Macdonald and Dr. R. H. Fleming.

Business Changes

Wm. D. Boocock has opened a store at 1,341 Weston Rd, Mt. Dennis.

W. H. Kelly is now in business at 2,320 Bloor St. W., Toronto.

J. Robson has commenced business at 2,152 Dundas St. W. Toronto.

A. Spicer succeeds H. A. Campbell at 679 St. Clair Ave., Toronto.

C. J. Walls has opened a store at 1,020 St. Clair Avenue, Toronto.

W. J. Cousins has commenced business with a store and stock at 1,809 Gerrard St. E., Toronto.

L. Kenyon is now in business at 150 Lambton Ave., Mt. Dennis.

King's Meat and Produce Market is in business at 104 Lambton Avenue, Mt. Dennis.

F. A. Bristow has commenced business with a good store at 201 Lambton Ave. Mt. Dennis.

OPEN DOWN TOWN SALES ROOMS

The International Business Machines Co., Limited, have opened a sales and service store at 32 King Street, West, Toronto, where the line of International products will be shown.

LITTLE HOPE OF RELIEF FROM TAX ON BEET SUGAR

(Continued from page 18)

ery and that they fear they will be compelled by the new impost to abandon the project. In view of their contentions, Senator A. B. McCoig, of Kent, suggested to the Finance Minister that at least he might defer the levying of the new excise duty for a year pending a thorough investigation of the condition of the beet sugar industry.

Given Little Hope

The deputation, however, got little encouragement from Mr. Fielding for the hope that their plaint would result in the withdrawal or postponement of the new tax. The Finance Minister promised to give the representations made to him careful consideration. He said the Government had carefully pondered its budget proposals before introducing them, and that if it found it had made a mistake in any particular case it would be prepared to remedy that mistake. He had to consider, he said, whether the beet sugar industry had sufficient protection or excessive protection. He argued that the cane sugar refiners' protection amounted to the difference between the customs duties it paid on its raw material and the duties imposed upon imported refined sugar. Drawbacks on raw material, he pointed out, were only granted when the finished product was exported. The cane sugar refiners' protection, he calculated, amounted to about 70 or 80 cents a hundred pounds.

Letters To The Editor

WHERE IS VICTORIA?

A merchant on the Pacific Coast, writing to Canadian Grocer comments as follows:

"There is an apparent haziness in the mind of Eastern Canadian manufacturers as to where Victoria is.

"First—it should be noted that Vancouver City is located on the mainland. The Capital, Victoria, is situated on Vancouver Island. This is, in itself, slightly confusing, perhaps, but it is well to have this explained once to the mailing clerks and shipping clerks who persist in sending mail and shipments for Victoria merchants, addressed to Victoria street numbers, but sent to Vancouver. This happens with sufficient frequency to warrant notice being drawn to it. Apart from the delay and disappointment that such a mistake entails, when an ever-so-slight feeling of friendly rivalry and jealousy exists between neighbouring cities, such mistakes are particularly exasperating. As one merchant said in anger, "Don't those people in the East know that there is another city in British Columbia besides Vancouver."

SUGAR SITUATION DEVELOPS MUCH STRONGER TONE

(Continued from page 21)

the Dominion Sugar Company with an advance of 29 cents. On Saturday last Redpath sugar advanced 10 cents per cwt. That other refiners will follow with an advance, seems almost certain when it is taken into consideration that refiners' prices in Canada are considerably lower than the price they are getting for export, and lower than the New York quotation when freight and duty is taken into consideration.

Another factor in the situation is that refiners claim that the reason sugar dropped to the low point was the result of competition brought about largely by the lack of consumer demand, and in an effort to increase consumption. This competition by refiners is now practically eliminated and with a good fruit crop in prospect which will increase the consumer demand, there is a tendency for a stronger market with advancing prices.

President Favors Drop Shipments

Wholesale Grocers' President, Armand Chaput, Declares The Practice of Drop Shipments Must Not Be Curtailed Nor Hampered — Says Every Wholesale Grocer Should Be At Convention Next Week

MONTREAL, (Special).—"If I could but speak personally to every wholesale grocer in Canada and impress each one with the importance of the coming convention, there is much I could say that I cannot adequately express on paper," said Armand Chaput, president of the Canadian Wholesale Grocers' Association when asked by the Canadian Grocer for a pre-convention message to the wholesale grocers.

"In the first place, never before in the history of the grocery trade has there been a more urgent need for conference and co-operation. The problems that face each of us are common to all and our individual interests can be best served by solidifying the grocery trade throughout the Dominion. In fact there are problems that demand immediate and serious consideration. There is no wholesale grocery business so localized that at this time is not affected by Dominion-wide conditions.

"The presence of every wholesale grocer is needed to give the convention power and attention, consultation and opinions of every member are imperative to get the best results. Every wholesale grocer in Canada who feels that conditions are not just what they should be, should for a few days relinquish his own private business, come to the convention and lend his thoughts and energy to working a solution for the fundamental problems of the grocery trade.

ARMAND CHAPUT
President of the Canadian Wholesale Grocers' Association, who will preside at the annual convention at Niagara Falls the first three days next week.

Drop Shipment Problem

"With something of boldness, I dare to mention one question which is to be threshed out for a second time and venture to make public my stand in this connection. I refer to the question of 'Drop Shipment.' I must say that, as president of the Wholesale Grocers' Association, with thought for the best interests of the grocery trade in our Dominion, not only wholesalers but retailers, for only as the retailers succeed can we succeed, the practice of drop shipments must not be curtailed or hampered. I have made myself plain in this regard before, and I announce even before the convention that this year I have by no means changed my mind and go to Niag-

(Continued on next page)

Contest For Clerks

WHAT IS THE BEST SELLING IDEA YOU EVER PUT ACROSS?

To the clerk sending the best selling story, Canadian Grocer will pay the sum of $5.00; the second best $3.00; and the third $2.00. All other stories that are used will be paid for at the regular rates.

STORIES TO BE IN BY JUNE 20 — WINNERS WILL BE ANNOUNCED JUNE 30

This contest is open to every employee of grocery stores in Canada and Newfoundland. The style of story required is one showing the idea used to move a certain quantity of some particular line or brand of goods. Perhaps you have put in a window display that has turned the trick. If so describe the window carefully. You may have some particular method by which you suggest certain articles to customers that results in sales on articles that customers had no intention of buying when they first entered the store. Perhaps the store at some time or other was overloaded with an article and you assisted in cleaning it up. Things like these are happening in your store every day. Write and tell us about them.

CONDITIONS OF CONTEST

Every store must state the brand name of the article sold. The quantity sold and the length of time it required to sell it. The goods sold must show the merchant a fair profit. All the methods used to bring about the turnover must be mentioned.

In order to assist the judges to make a fair decision, each contestant must state plainly the population of the village, town or city in which the store is located. Errors in composition or grammar will not be considered. The object of the contest is to obtain the best selling stunt that has been carried out in a grocery store by a clerk during the past year.

Address letters to

CONTEST EDITOR

Canadian Grocer

143-153 University Ave., Toronto, Ont.

WESTERN CANADA NEWS

WESTERN

W. G. Lumbers, Toronto, accompanied by Mrs. Lumbers while en route to Alaska spent a few days in Winnipeg.

F. E. Sheridan of the Canadian Canners, Toronto, while in Winnipeg called on their Western representatives, Donald H. Bain Company.

Robert Wilson, Vancouver, B. C., editor and coast representative of the Winnipeg and Western Grocer, died very suddenly from heart failure, the early part of this week.

Provincial Secretary Geo. S. Hougham of British Columbia has been invited to address the Retail Fuel Merchants of Washington at their convention in Bellingham, June 9. His subject is: Efficient Trade Association Methods.

B.C. Board R.M.A. Will Meet in July In City of Victoria

Vancouver, June 5.—The annual convention of the B. C. Board Retail Merchants' Association of Canada will be held in Victoria on the 12th and 13th of July next. Speakers at this convention will include Dr. W. J. Hindley, the educational director of the Washington State Retailers' Association and Johnston Stewart, secretary of the Seattle Retail Merchants' Association. Many subjects of vital interest to retailers generally will be discussed at this convention.

Speaking to the retail merchants at their weekly luncheon the other day, Daryl Kent, treasurer of the B. C. Board took occasion to comment on an assertion that he stated had been made, to the effect that the work of the association in the past few years had been too negative.

"In some measure the statement that our work has been negative, is true," he said. "We have passed, however, through some unusual times. It would have ill behooved us to rally round and devote all our time and effort to stimulate buying, and speed up business when over-buying and too high speed business was the basis of our troubles. We deprecate the policy of always and everlastingly taking exception to the government's action, but in our opposition to the luxury taxes and such things we felt that the greatest good would be served—and it has been.

"Now times have changed; matters that sadly needed attention on the part of the Government are in the way of having attention, and I hope to see more constructive, positive action on the part of our association."

Retail Merchants of Cumberland, B.C., Form Association

Cumberland, B.C., June 5. (Special).—At a meeting of the retail merchants of Cumberland on Friday May 26, under the chairmanship of A. McKinnon, it was decided to pull away from the Comox Valley district organization and to form a separate branch of the Retail Merchants' Association. Mr. McKinnon was appointed provisional president and John Sutherland, secretary. Delegates will be sent to the Provincial Convention in Victoria in July.

At Courtenay, the previous evening, with W. Booth, Jr., in the chair, the Courtenay and Comox district branch was formed taking in Union Bay and other centres. Field representative B. H. Peeps remained in the district and will assist in the completion of organization. At both meetings Provincial Secretary Geo. S. Hougham told of the activities of the R.M.A. dealing with the main issues which had recently come before the public.

Talks On Retailers' Place In To-Day's Economic Order

Vancouver, B. C., June 6—(Special)—At the weekly luncheon of retail merchants in Vancouver recently, Miss Christabelle Pankhurst spoke on the retailer's place in to-day's economic order. She congratulated the retailers of British Columbia on the excellence of their windows, and, speaking as a tourist and traveller, stressed the advantage to the cities, of the splendid displays of the merchants.

A feature of this week's luncheon was the community singing in which the proponents of cash and the defenders of credit stated their case to the tune of "Its a Long Way to Cash and Carry."

Chris. Spencer, and his squad of "lusty larks" sang in this wise:

Its a long way to Cash & Carry,
Its a long way to go.
If they still want to have delivery,
They will pay for it, I know.
So it's "good luck" cash and carry,
I hate night work myself.
You can bet your boots I got the money,
Or the goods on the shelf.

To which Ernest McTaggart and his "melodious merchants" responded:

Its a long way to cash & Carry,
Its a long way to go.
For the folks seem to want delivery,
And they can't phone in their dough,
So it's "Good bye" cash and carry,
We will all agree,
That there's FRIENDSHIP every day in business,
In the SERVICE gro-cer-y.

After the foregoing harmonious debate the pianist struck up the tune of "Pack Up Your Troubles in Your Old Kit Bag" and all the retailers sang with whole-heartedness:

Ring up the sheckels in the old cash till and
Smile, Smile, Smile.
When they've collected on a past due bill,
Smile, boys, that's the style.
What's the use of worrying—
It never was worth while—Oh!
You'll get your balance if the folks don't die so
Smile, Smile, Smile.

PRESIDENT FAVORS DROP SHIPMENTS

(Continued from page 27)

ara Falls determined to see the question satisfactorily solved.

"Developments in the past year in the grocery business must have impressed upon the wholesalers that we are entirely dependent upon serving the retail trade and safe-guarding the retailer. Anything that will increase the cost of food products unnecessarily for the retail grocer lessens his margin of profit, makes selling more difficult and hampers his business. I maintain that to abolish the principle of drop shipments, increases the cost of merchandising and discourages quantity buying, a thing that is good for everybody.

"Sorry as I am to see this question brought to light once more, it will serve a good purpose if it only stimulates interest in the convention and brings every member to Niagara Falls ready to voice publicly his opinions, not on this question alone but on all.

Good Time Assured

"The social side of the convention, surely is only a minor part of the inducement but from what I know of Niagara Falls, its gloriously cool and picturesque surroundings and the programme of the entertainment committee, every member will have a most enjoyable and profitable visit. But again I want to emphasize the fact that the business that is to come before the convention demands more than usual attention and is the paramount feature of the convention."

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

MARKETS AT A GLANCE

THE raw sugar market maintains a strong tone at a slight advance over last week's quotations. While Cuba raws were offered freely at 2¾c c. & f. New York, there was no disposition shown to sell below that level.

One Canadian refinery announced an advance of 10c per cwt. This makes two refineries now quoting $6, Montreal basis, while others remain at $5.90. The situation has developed a decidedly stronger tone reflecting the strong condition prevailing in the raw market for some time past, and as the heaviest consumer demand is at hand there are tendencies for higher prices in the near future.

Cereals show little change other than a continued firmness in rolled oats under advances in some quarters. Rices are unchanged under a quiet demand, but Southern markets continue with a firm undertone.

Dates show a strong tone, while evaporated apples are rapidly cleaning up with prices advancing. Prunes are fairly steady with quotations well maintained under an active demand. Raisins are weak with a prospect for reductions.

The tea markets continue to show strength and there is a strong tendency for spot stocks to show advances in the near future. Some brands of package teas are higher, effective in Ontario and Quebec.

Canned vegetables are moving steadily toward a bare market when the new packs are available. Some brands of new pack strawberry jam are offered with prices about the same as last year's opening.

The hog market maintains a strong tone while cooked and smoked meats reflect this condition. Butter, although dropping in price as compared with a week ago, has a steadier tone chiefly due to the fact that storage operations are now well under way, taking up the surplus production and offering a keener competition. Eggs are weak with lower prices in prospect.

QUEBEC MARKETS

MONTREAL, June 7.—The sugar market shows marked signs for an advance. Two refineries advanced their price 10c per cwt. early in the week and others are likely to follow. The New York market for raws is strong with corresponding strength for U.S. refined. Molasses is steady in price and there is no change in corn syrups. One firm has announced a new price on strawberry jams. Clarks quote some lower prices on corned beef, roast beef and pork and beans in tins but an advance in boneless chicken and peanut butter. Coffee is quiet and prices are steady. Teas are strong and may advance further. The general feeling is that the market is on a firm and steady basis, except for some quotations made by firms who have not yet followed the market upwards. Salada brown label tea is advanced 9c per lb. Split peas and pot barley are slightly advanced. Kraft loaf cheeses are reduced.

SOME NEW JAM PRICES

Montreal.

CANNED GOODS—The new season's price on strawberry jam have been quoted by Raymond Jam Co., 4s, are quoted at $11.75 a doz., 13 oz. glass, $3.25 a doz., 22 oz. glass $4.70 and 30 lb. tubs at 23c a lb. Clark's corned beef in tins is reduced to $2.90 a doz. for 1's and other sizes accordingly. Boiled beef and pork and beans are also reduced, making the 3's pork and beans $2.40. Welch's grapelade No. 2, is reduced to $4.25 a doz., No. 1 is also lower. Clark's peanut butter and ox tongue are advanced. Boneless chicken of this brand is also higher. In general the canned goods market is quiet awaiting the new prices. Buying is only for immediate needs and some cutting is still noticed but this is in order to unload stocks.

CANNED VEGETABLES		
Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Cabbage, Simcoe, 2½s	180	....
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob,) gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 30	1 40
Do., 2s	1 40	1 50
Do., 2½s	1 60	1 65
Do., gallons	....	6 25
Parsnips, Simcoe, 2's	1 80	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 50
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s	....	3 25
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	1 50
CANNED FRUITS		
Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 30	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.	....	18 50
Cherries, red, pitted, heavy syrup, doz. 1	....	3 20
Do., 2½	....	3 50
Do., 2	3 20	3 30
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Raspberries 2's	....	3 75
California Peaches—		
1s	....	2 90
2s	....	3 25
2½s	....	4 40
Strawberries, 2's	....	3 30
Peaches, heavy syrup—		
2's	2 60	2 75
2½s	....	4 20
Pears, 1s, Keiffer	....	4 30
Do., 2-lb.	2 45	3 10
Yellow cling, halves	....	2 60
Yellow cling, sliced	....	2 60
2's	....	2 80
2½s	....	4 20
Bartlet Pears	....	3 40
Greengage Plums, heavy syrup.	2 20	2 00
Lombard plums, heavy syrup, 2-lb.	....	2 40

BARLEY AND PEAS HIGHER

Montreal.

CEREALS—An advance of 15 cents a bag in pearl barley features the cereal market. This line is now quoted at $3.25. Split peas are advanced to $6.75. The price per pound on split peas is unchanged and stands at 7¼c. Other lines of cereals are steady with a limited demand.

CEREALS—		
Rolled oats, bag	3 35	3 50
Oatmeal	....	3 75
Pearl Hominy	....	1 40
Corn meal	2 50	2 80
Graham Flour, 98 lbs.	....	7 65
Buckwheat Flour	....	4 25
Pot Barley	....	3 25
Pearl Barley	....	3 85
Beans, Ont.	....	3 50
Do., Can.	....	3 30
Lima Beans	....	0 06
White beans	....	0 07½
Green peas, dried	0 06	0 05¾
Split Peas	....	0 07¼

COFFEE MARKET QUIET

Montreal

COFFEE—As usual in June the coffee market is quiet. Prices are steady with the usual demand but everyone is looking towards the new crop which is due early in July. Importers are not buying and are turning their efforts towards cleaning up to present stocks.

COFFEE—

Mocha	0 50
Java	0 45
Maracaibo	0 40
No. 1 Blind compound	0 35

DATES GO HIGHER

Montreal

DRIED FRUITS—New York has bought dates in Montreal, Halifax and Hamilton at an advance on general market prices. This will mean a sharp advance in local quotations. Hallowee dates have advanced to 14c. Evaporated apples are advancing rapidly; one cent a day is the average and dealers predict that the price will go well over 25c inside the next week.

DRIED FRUITS—

Apricots, fancy		0 35
Do., choice		0 31
Do., slabs		0 29
Apples (evaporated) 25 lbs.	0 23½	0 24½
Do., 50 lbs.	0 23	0 24
Peaches (fancy)		0 28
Do., (choice)		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Cut mixed		0 31
Lemon		0 25
Orange		0 25
Citron		0 40
Raisins		
Valencias		0 19
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown	0 25	0 27
Fancy seeded (Bulk)	0 18	0 19
Do., 16-oz.	0 20	0 21
Cal. Seedless, cartons 12 doz.		0 21
Do., 16 oz.		0 24½
California Seedless, in bulk	0 19	0 20
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, excelsior, (36 10s), pkg.		4 50
Dromedary, (36-10 oz.)		7 20
Loose	0 10	0 12
Figs, 4 crown		0 21
5 crown		0 22
6 crown		0 23
7 crown		0 25
Mats, Portuguese		0 08
Smyrna cooking, bags		0 13
Prunes (25-lb. boxes)—20-30s		0 32
40-50s		0 10½
50-60s		0 15
60-70s		0 14½
70-80s		0 14
80-90s		0 12½
90-100s		0 12

NUT MARKET QUIET

Montreal.

NUTS—The nut market is quiet with little buying. There is no indication of any change in price at present.

NUTS—

Almonds, Tarragona, per lb.		0 19
Valencia shelled almonds 3 crown		0 44
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily,) per lb.		0 16
Brazils, shelled		0 50
Peanuts, Jumbo		0 15½
Do. shelled No. 1 Spanish		0 10½
Do., salted red		0 17
Do., shelled, No. 1 Virginia		0 12
Peanuts (salted)—		
Fancy wholes, per lb.		0 34
Fancy splits, per lb.		0 29
Pecans, shelled	0 90	1 00
Walnuts, Grenoble in shell		0 30
Walnuts, Marbot	0 26	0 28
Do., new Naples		0 28
Do., Bordeaux, shelled	0 65	0 67

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

RICE IS QUIET

Montreal.

RICE—The rice market is quiet but maintains a steady position. There is nothing new in this line. The demand is limited and buying is only for small quantities.

RICE—

Carolina, extra fancy	0 07½	0 08
Do., fancy		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Rangoon, B, per cwt.		5 75
Texas rice		0 05½
Tapioca, per lb. (seed)	0 08	0 08½
Do., (pearl)	0 08	0 08½
Do., (flake)	0 08	0 08½
Sago	0 08	0 08½

SPICE MARKET QUIET

Montreal

SPICES—The spice market is inactive. Buying is limited and little interest is evidenced in the market although the season for replenishment of stocks is not far off. Prices are steady.

SPICES—

Allspice	0 18	020
Cassia, pure	0 25	0 26
Cassia compound		0 18
Cocoanut, 20 lb. pails, per lb.		0 22½
Do., sweetened, lb., packages		0 34
Chicory, (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 32
Pure, ground		0 35
Cream of Tartar, French pure	0 44	0 60
Do., American high test	0 65	0 80
Whole Cloves		0 55
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs, whole—		
Do., 64, lb.		0 30
Do., 80 lb.		0 28
Do., 100 lb.		0 30
Do., ground, 1 lb. tins		0 35
Pepper, black		0 24
Do., white		0 32
Do., white, compound		0 18
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Do., black, compound		0 15
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Turmeric	0 25	0 30
Pickling spice	0 25	0 28

SOME ADVANCE IN SUGAR

Montreal

SUGAR—The sugar market is showing considerable strength. Canada Sugar Refinery and the Acadia Sugar Refineries are quoting $6 per cwt. while Atlantic, is still quoting $5.90. The wholesale cutting in sugar is practically over. Throughout the trade there is a feeling that sugar is due to advance in the very near future. The New York market for refined sugar quotes $5.70 and raw stand at 2¾ cents.

SUGAR—

Granulated sugar, per cwt.	5 90
Do., barrels	5 95
Granulated, gunnies, 5-20	6 10
Do., cases, 20 5-lb. cartons	6 30
Do., gunnies, 10-10	6 20
Do., cases, 50 2-lb. cartons	6 40

PACKAGE TEA ADVANCED

Montreal.

PACKAGE GOODS—The feature of the package goods market is the advance of 9c per lb. on Salada brown label tea. This makes the price 54c per lb. in pound packages and 55c in half pound packages. Some of the wholesalers have not yet advanced their price, since they have some supplies on hand and are giving the trade the benefit. Naturally buying under these circumstances has been stimulated. Kraft loaf cheese has been reduced in price; cream cheese is down to 27c and pimento is reduced from 32c to 29c per lb. Force food has been reduced to $4.00, a drop of 25c.

PACKAGE GOODS—

Breakfast, food, case 18		3 50
Cocoanut, pound packages, per lb.		0 34
Do., ¼ lb. packages		0 37
Corn Flakes, 3 doz. case	3 40	2 40
Cornmeal, yellow, 24s		2 85
Rolled oats, 18's		2 00
Rolled oats, 20's		5 00
Aluminum package, 20s		6 25
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		2 55
Hominy, pearl or gran., 2 doz.		3 00
Scotch Health Bran (20 pkgs.)		3 50
Pancake Flour, case		7 1.
Pancake flour, self-raising, do.		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat, 36s, case		6 [illegible]
Do., 20s case		[illegible]
Self-raising flour, (3-lb. bags, doz.		2 30
Do., (6-lb. pkg.) doz.		4 50
Corn starch (prepared)		[illegible]
Corn starch, 1 lb. pkgs.		0 07½
Potato flour		0 14½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 35
Shredded wheat		4 45
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		0 09¼
Celluloid starch, 45 pkgs., case		3 30
Malt Breakfast Food, (36 pkgs.)		9 50
Macaroni		3 15
Spaghetti		3 15
Egg noodles, Quaker		2 25
Canadian cheese loaf, lb.		0 27
Pimento loaf		0 29
Swiss cheese loaf		0 42

MOLASSES STEADY

Montreal.

MOLASSES—There is no change in the molasses market. Prices are steady with a fair demand for small lots to meet immediate requirements. Corn syrup prices are unchanged and have a firm tone.

MOLASSES—

Puncheons, Island of Montreal	0 59	0 60
Barrels		0 63
Half barrels		0 64
Puncheons, outside of Montreal		0 58
Fancy molasses in tins (ginger bread)		
No. 2, 2-doz. per case		4 20
No. 3, 2-doz. per case		4 60
5-lb. tins		3 95
10-lb. tins, per case		3 60

These prices are temporarily nominal.

CORN SYRUPS—

Barrels, about 700 lbs.	0 05½
Half barrels, about 350 lbs.	0 05¾
Quarter barrels, about 175 lbs.	0 06¼
2 gals., 25-lb. pails, each	2 00
3 gals., 38½-lb. pails, each	2 35
5-lb. tins, per case	4 20
10-lb. tins, per case	4 00
24 2-lb. tins	3 75

WHITE CORN SYRUP—

24 2-lb. tins	4 25
12 5-lb. tins	4 70
6 10-lb. tins	4 50

BEST JAPANS LOWER

Montreal

TEAS—There are contrary opinions about the state of the tea market. Some direct importers state that Japan teas will be sold at a price equal to the basis of 1919 while others say that the price will be quite as high as 1920. The general opinion is that the medium grade Japan teas, when the price is known in ten days or two weeks, will be a little lower than this last year's prices. It is however established that the finer grades of Japan teas are from 8 to 12c lower than last year.

TEAS—

Pekoes	0 38	0 45

Broken Pekoes	0 45	0 60
Orange Pekoes	0 50	0 70
Broken orange Pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
Above retail prices range of quotations to the		
Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

ORANGES ADVANCE AGAIN

Montreal.

FRUIT—California Valencia oranges are quoted at another advance of 50c. Georgia peaches are on the market at $6.50 a crate, with good demand. Watermelons are quoted at from 60 to 75c each. California cherries are quoted at $4.75 a box. Domestic strawberries are on the market with prices ranging from 24 to 26c per quart.

FRUIT—		
Apples, Greenings	10 00	10 50
Spys	12 00	14 00
Baldwins	9 50	10 00
Boxes, 175s, 210s,	3 75	4 50
Bananas (as to grade) bunch	6 00	7 00
Lemons, California	7 00	8 00
Lemons, 300s-360s, Messina	5 00	....
Florida, grape fruit	8 00	9 00
Spys	10 00	12 00
Domestic	....	6 00
Russets	8 00	9 00
California Valencias	9 00	9 50
Oranges, late Valencias	....	7 50
Porto Rico Oranges	....	5 00
Seville bitter oranges, 200s	....	4 50
Do., Blood Oranges, half boxes	....	3 75
Malaga grapes, kegs	13 00	15 00
Tokay grapes, per crate	....	4 50
Blue and green grapes, per bas.	0 40	0 50
California Pears, per case	....	7 00
Domestic strawberries, per qt.	....	0 25
Pineapples, per crate, 24s	5 75	6 25
Do., 36s,	5 25	5 50
California cherries, per box	....	4 75
Georgia peaches, per crate	....	6 50
Watermelons	0 60	0 75

VEGETABLES STEADY

Montreal

VEGETABLES—There is little of note in the vegetable market. Prices are steady with a good demand for fresh vegetables. Towards the latter part of last week new potatoes were scarce with a keen demand but fresh supplies have arrived and prices show an easier trend.

VEGETABLES—		
Asparagus, Canadian 11 qt. basket	3 00	4 00
Beets, new doz. doz.	1 50	1 75
Green beans	3 00	3 50
Wax beans	3 00	4 00
Cauliflower, doz.	8 00	9 00
Cabbage, new crate	3 50	4 00
Carrots, new, per doz.	1 25	1 50
Celery, imported, crate	9 00	9 50
Muskrooms, 3 lb. basket	....	3 25
Florida, lettuce, hamper baskets	4 50	5 00
Parsnips, bag	2 00	2 50
Peppers, green, per crate	5 50	6 00
Montreal Potatoes	1 15	1 25
New Potatoes (Bermudas) per barrel	8 00	9 00
Do., per lb.	....	0 15
Bermuda onions, crate	....	2 50
Spinach, barrel	2 50	3 00
Cucumbers, basket	3 50	4 00
Green Peas, per hamper	8 00	9 00
New turnips, per doz.	....	1 50
Parsley, per doz.	....	2 00
Radishes, per doz.	0 28	0 30

ONTARIO MARKETS

TORONTO, June 7.—There are few actual changes in prices other than a small advance on certain lines to take care of the increase in the Sales Tax. Rolled oats continue in a strong position with a higher price quoted. Canned tomatoes are showing signs of scarcity and some enquiry for corn for second hand sale is noted. Stocks of peas are not overly large but there appears to be some price cutting. Some package teas show an advance while the market for bulk teas has also a stronger tone with a likelihood for some advances. Raisins are easy but other dried fruits show little change remaining fairly firm. Nuts are quiet and spices are steady under a good movement. Refined sugar is decidedly stronger with one refiner quoting a shade higher and the price cutting has apparently ceased. Syrups and rices are steady. Vegetables are moving freely under easy prices. Lemons are stronger and higher. Flour is easy under a recent reduction.

CEREALS STEADY

Toronto

CEREALS.—The market for bulk cereals is fairly steady. Rolled oats, however, continue strong under the advance of a week ago with the majority of wholesalers now quoting $3.25 per bag of 90 lbs.

CEREALS—	
Barley, pearl, 98s	5 00
Barley, pot, 98s	3 75
Cornmeal, golden, 98s	2 80
Oatmeal, 98s	3 85
Corn flour, 98s	2 80
Rye flour	4 40
Rolled oats, 90s	....
Rolled wheat, barrel	6 25
Cracked wheat, bag	5 00
Breakfast food, 98s	4 75
Rice flour, 100 lbs.	10 00
Flaxseed, 98s	7 00
Peas, split, per bag	7 50
Marrowfat Green peas, Ont.	8 50
Graham flour, 98s	3 75
Whole Wheat Flour	4 10
Wheat Kernels	5 25

NO CHANGE IN BEANS

Toronto

BEANS.—The situation in beans shows no change, remaining steady with quotations well maintained.

BEANS—		
Ontario hand picked, per bu.	....	4 40
Do., No. 1 lb. pickers, per bu.	3 90	4 00
Cal. Limas, per lb.	0 11	0 11½

TOMATOES GETTING SCARCE

Toronto.

CANNED GOODS.—Some signs for scarcity on canned tomatoes developed during the week when enquiries for stock of a second hand nature materialized, indicating that stocks are becoming small in certain quarters. One brand of standard peas is offered at $1.47½ per doz. The offering of this brand at the low figure has resulted in upsetting prices on peas and consequently some of the better known brands are being offered at nearly the same price to meet the competition. Corn is held fairly firm and some enquiry from second-hand sources was noted during the past week. Barataria shrimps is quoted at $2.40 per doz. Delmonte spinach, No. 2 tins is quoted at $2.25 per doz. and Booth's No. 10 spinach is quoted at $8.50 per doz. Pumpkin, 2½s, is slightly higher at $1.90 per doz. Hygeian Wax beans is offered at $2.25 per doz.

CANNED GOODS—		
Shrimps	2 40	2 90
Salmon—		
Sockeye 1s, doz.	....	5 60
Do., ½s, doz.	....	3 25
Alaska red, 1s.	....	4 25
Cohoe 1s, doz.	....	2 90
Do., ½s, doz.	....	1 45
Pinks, 1s, doz.	....	1 50
Lobster ½-lb., doz.	4 15	4 25
D., ¼-lb. tins	2 75	3 00
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	1 80
Herrings in Tomato Sauce—		
Ovals 1s per doz.	1 75	2 15
Ovals ½s, per doz.	....	1 30
Kippered Herrings—		
Ovals 1s, per doz.	1 75	2 00
Ovals, ½s, per doz.	....	1 30
Canned Vegetables		
Peas, standard, doz.	1 80	1 85
Do., Early June	2 15	2 25
Do., Sweet Wrinkle	....	2 40
Do., Extra Sifted	....	3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.	....	2 15
Do., Golden wax, fancy, doz.	....	2 25
Asparagus tips, doz.	4 85	5 00
Do., butts, doz.	....	6 60
Canadian corn	1 20	1 50
Tomatoes, 2½s doz.	1 70	1 80
Pumpkins, 2½s	1 90	1 80
Spinach, 2½s doz.	....	2 95
Do., 2s	....	2 25
Pineapples, sliced, 2½s doz.	....	3 75
Do., sliced, 2½s, doz.	....	4 25
Apples, gal. water pack, doz.	....	5 60
Do., gal. steam pack. doz.	....	6 80
Do., 2½s, doz.	....	1 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.	....	3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Blueberies, 2s	2 35	2 45
Strawberries, 2s, H. S.	4 50	5 00
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	3 00	3 25
Do., 16 oz. doz.	3 50	3 90
Do., 4s, each	0 95	1 07
Strawberry, 12 oz. doz.	....	3 05
Do., 16 oz. doz.	3 25	3 60
Do., 4s, tins	0 92	0 98
Raspberry, 12 oz., doz.	2 40	3 05
Do., 16 oz., doz.	3 25	3 60
Do., 4s tins	0 35	0 90
Marmalade—		
12 oz., glass, doz.	2 25	2 45
16 oz., glass, doz.	2 75	2 90
No. 4 tins, each	0 58	0 65

COFFEE UNCHANGED

Toronto.

COFFEE.—No change has occurred in the spot situation on coffee. Primary markets, however, continue in a strong position.

COFFEE—		
Java, Private Estate	0 51	0 53
Begotas, lb.	....	0 43
Guatemala, lb.	0 46	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Rio, lb.	0 23	0 25
Santos	....	0 35
Mocha, lb.	0 52	0 55

NO CHANGE IN PACKAGE GOODS

Toronto

PACKAGE GOODS.—No changes have occurred on package cereals and starches. Sugar Crisp the new corn flakes is quoted at $3.25 per case.

PACKAGE GOODS—		
Rolled Oats, 20s, round case	....	5 00
Do., 18s, case	....	2 00

Do., 20s. square case		5 00
Do., Aluminum Prem., 20s		6 15
Corn Flakes 36s, case	2 70	3 50
Porridge Wheat, 36s, reg., case		6 00
Do., 20s, family, case		6 80
Package Peas, per doz.		0 90
Cornstarch, No. 1, lb. carton		0 09
Do., No. 2, lb. cartons		0 07½
Laundry Starch		0 07
Do., in 1-lb. cartons		0 07¾
Do., in 6-lb. wood boxes		0 10¾
Do., in 6 lb. tin cannisters		0 11½
Celluloid starch, case		3 80
Potato flour, 1-lb.		0 14½
Fine Oatmeal, 20s		5 75
Cornmeal, 24s		2 30
Farina, 24s		3 25
Barley, 24s		2 75
Self-rising Pancake Flour, 24s	2 70	4 75
Buckwheat Flour, 24s		2 70
Self-rising Pancake Flour, 18s		3 85
F. S. Hominy, gran. case		3 00
Do., pearl, case		3 00
Scotch pearl barley case		2 70
Puffed rice pancake flour, 24s		2 90
Macaroni 30-16 oz. per case	3 15	3 40
Do., 30-8 oz. per case	2 00	2 20

RAISINS EASY

Toronto

DRIED FRUITS.—Spot conditions show little change in dried fruits. Raisins appears to be the one doubtful line in the whole list that is showing any degree of uncertainty. The New York market for raisins has been weak for some time past with holders appearing anxious to reduce their stocks but buyers not inclined to make purchases at the high basis of values. The result has been a weak market which is reflected on the local situation and in some quarters quotations are slightly shaded this week. Sair dates are quoted higher at 7½c. per lb.

DRIED FRUITS—		
Citron caps, 12-lb. boxes, lb.		0 46
Lemon caps, 12-lb. boxes, lb.		31
Orange caps, 12-lb. boxes, lb.		0 32
Mixed containing 4½ lb. lemon per lb.		0 35½
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½ lb. orange 3 lb. citron caps, 3 dozen per case, per doz.		4 35
Currants—		
Greek Filliatras, cases	0 14½	0 15
Do., Patras	0 15	3 15½
Dates—		
Excelsior, pkgs., 3 doz., in case		2 85
Dromedary, 3 doz. to case		7 50
Do., 4 doz. to case		3 90
Fard, per lb.		0 26
Hallowee dates, per lb.		0 12½
Do., Sair		0 07½
Prunes—		
30-40s, 25s		0 22
40-50s, 25s		0 18
50-60s, 25s		0 17
60-70s, 25s		0 16
70-80s, 25s		0 14
80-90s		0 12½
100-120s, 50s, per lb.		0 09¾
Raisins—		
California. Sultanas, lb.		0 22
Seeded, 15-oz. pkts.	0 17½	0 18½
Do., 11-oz. pkts.		14½
Seedless, 15-oz. pkts.		0 25
Thompsons, seedless, bulk		0 19½
Valencia, Spanish	0 19½	0 20½
Clusters, boxes, 20 1-lb. pkg.		6 65
Smyrna Sultanas		0 23½
Muscat, 25 lb. box		0 19
Evaporated apples	0 19	0 19½
Figs—		
Natural bags, 30 lb.		0 10½
Layer, 4 Crown		0 30
Layer, 7 Crown	0 28	0 35
Pulled, 10-lb. box, per lb.		0 34
Pulled, 1-lb. box, each		0 20
Do., 2-lb. box, each		0 36
Mats	0 09	0 09½
Peaches—		
Choice		0 20
Choice, extra		0 22½
Standard		0 18½
Apricots—		
Choice		0 32
Standard		0 28

NO CHANGE IN NUTS

Toronto

NUTS.—There is nothing new of interest to report in the market for nuts. The market has the usual summer quietness with the demand mostly of a consuming character.

NUTS—		
Almonds, Tarragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian		0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, strip, lb.		0 22
Do., sweetened, lb.		0 22
Do., shred		20
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 18	0 20
Do., medium		0 12½
Mixed nuts, bags 50 lbs	0 20	0 25
Pecans		0 27
Shelled —		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 25	0 37
Walnuts, Bordeaux, lb.	070	0 75
Do., Manchurian, lb.	0 45	0 50
Do., broken		0 41
Jordan Almonds	0 70	0 75
Peanuts, Spanish, lb.	0 10½	0 11
Pecans, lb.	0 78	0 80
Brazils, lb.		0 65

PACKAGE TEAS HIGHER

Toronto.

TEAS.—The local situation has a decidedly stronger tone with importers and wholesalers intimating that quotations will be higher within the next week. Salada, brown label has advanced 10c. per lb., and Minto is up 4c. per lb. Other package teas are expected to follow shortly. The London tea auction is closed, awaiting the opening of the Indian market about the end of June. The general opinion is that opening prices for the new crop will be equally as high as at present.

TEAS—		
Pekoe Souchongs	0 38	0 45
Pekoes	0 40	0 58
Broken Pekoes	0 45	0 68
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans		0 65
Do., seconds	0 50	0 55
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

Above prices give range of quotations to the retail trade.

RICES QUIET BUT FIRM

Toronto

RICES.—The local situation remains unchanged under a quiet demand. Southern markets however, continue in a fairly strong position and with supplies light, holders are not anxious to unload except at the high figure.

RICE—		
Honduras, broken, per lb.	0 05	0 08
Do., fancy	0 09¾	0 10½
Blue Rose, fancy	0 07¼	0 08
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 05
Chinese, XX		
Do., Simiu	0 10	0 11
Do., Mujin, No. 1	0 09	0 10
Do., Pakling	0 07½	0 09
Rangoon	07	0 07½
White Sago	0 08	0 08½
Tapioca, per lb.	0 06⅞	0 07½
Do., fancy	0 09½	0 10

NO CHANGE IN SPICES

Toronto.

SPICES.—No changes have occurred in this market during the week. Quotations hold steady to firm under a good demand for immediate wants.

SPICES—		
Cassia	0 22	0 24
Cinnamon	0 35	0 40
Cloves	0 60	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 55
Mustard, pure		0 45
Pastry		0 25
Pickling spices		0 20
Mace		0 55
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.		0 45
Chillies, lb.		0 50
Nutmegs,, selects, whole	0 30	0 40
Do., ground		0 35
Mustard seed, whole		0 25
Celery seed, whole		0 40
Coriander seed		0 18
Caraway seed, whole		0 20
Curry Powder		0 35
Cream of Tartar—		
French, pure	0 35	0 40
4-oz. packages, doz.		1 75
2-oz. pkgs., doz.		0 90

STRONG SUGAR MARKET

Toronto.

SUGAR.— A considerably stronger tone prevails in the refined sugar situation, so much so that a general advance in prices by all refiners would not be surprising. The Canada Refinery advanced 10c per cwt. on Saturday last making the Montreal basis $6. Price cutting which has been quite freely participated in by all wholesalers has apparently ceased and the majority are now quoting on the basis of $6.24.

SUGAR—	
St. Lawrence, extra gran., cwt.	6 24
Atlantic, extra gran.,	6 24
Acadia Sugar Refinery, ex. gran.	6 34
Dom. Sugar Refinery, extra gran.	6 18
Canada Refinery, gran.	6 37

Differentials—Granulated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20., 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.

SYRUPS STEADY

Toronto

SYRUPS.—Quotations are unchanged with the general market situation continuing steady under a seasonable demand.

SYRUPS—	
Corn Syrup—	
Barrels, about 700 lbs., yellow	0 06½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 50
Cases, 2-lb. tins, yellow 2 doz. in case	3 75
Cases, 5-lb. tins, yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz.	4 00
Sugar Syrup—	
Cases, No. 2 tins 24 to case	4 50
Maple Syrup—	
8 lb. tins, 10 to case, per case	14 50
2½ lb. tins 24 to case, per case	13 25
10 lb. tins, 6 to case, per case	11 50
5 gal. cans	11 00
1½ lb. tins, 24 to case, per case	7 50
5 lb. tins, 12 to case, per case	12 25
1 gal. tins, 6 to case, per case	13 20
Maple sugar, 1 lb. blocks, per lb.	0 18
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 00
No. 3 tins, 2-doz. case	5 20
No. 5 tins, 1-doz. case	4 40
No. 10 tins, ½-doz. case	4 05
Pails—No. 1	1 15
Pails, No. 2	1 70
West India, gal.	0 30
Molasses, table grade—	
No. 2 tins, 2-doz. case	6 25
Pails No. 5	3 35

VEGETABLES MOVE FREELY

Toronto.

VEGETABLES.—The first car of Mississippi tomatoes packed in flats of four baskets, has arrived and are quoted

at $2.75 per crate. New local beets are offered for the first time at 90c per doz. bunches. Asparagus holds fairly steady at $2.75 to $3 per 11 qt. basket. Radishes are freely offered at 25c per doz. bunches. Spinach is bringing 75c per bushel box and cucumbers are quoted at a lower price of $2.75 per hamper.

VEGETABLES—

Potatoes, Ontario	1 15	1 30
Do., Cobblers, seed	1 75	2 00
Do., No. 1 bbls.	....	7 25
Do., No. 2 bbls.	....	5 00
Onions Texas case	....	3 00
Celery, Florida	4 00	6 50
Head Lettuce, iceberg case	....	4 50
Leaf Lettuce, doz.	....	0 30
Green Onions, local, doz.	....	0 25
New Carrots, bushel bk.	....	2 50
New Beets, bushel bkt.	....	2 50
New Cabbage, large crate	....	4 00
Radish, per doz.	....	0 25
Green peppers, per doz.	....	1 00
Tomatoes, 4 bkt. crates	....	2 75
Do., Hothouse, per lb.	....	0 40
Egg Plant, case	....	5 00
Green beans, hamper	....	2 50
Wax Beans, hamper	....	3 00
Asparagus, 11 qt. bk.	2 75	3 00
Cucumber, per hamper	....	2 75
Do., Hot House, 11 qt. bkt.	2 25	2 75
Spinach, bus. box	....	0 75

STRONG MARKET FOR LEMONS

Toronto

FRUITS.—A strong market prevails for lemons. Prices are higher and there is a tendency for further increases. Verdillas are quoted from $6 to $7 per case and California at $7 per case. California valencia oranges are quoted higher at $6.50 to $9. The bulk of the pineapple season is over.

FRUITS—

Oranges, Cal. Val.	6 50	9 50
Do., Messina, ½ box	....	4 25
Do., Blood, ½ box	....	3 25
Lemons, Messina	6 00	7 00
Do., Cal.	....	7 00
Bananas, per lb.	....	0 07½
Apples, B. C. boxed	3 50	4 25
		Per case.
Grape Fruit, Floridas 54s	....	6 00
Do., 64s, 70s.	6 50	7 00
Do., 80s, 96s, 126s	7 00	7 50
Strawberries, per box, qts.	....	0 25
Pineapple, Cuban, 18s	....	6 00
Do., 24s, 30s	5 75	6 00
Do., 36s	....	4 25
Watermelons, ea.	1 15	1 25
Cherries, Cal., per box	5 50	6 00

EASY FLOUR MARKET

Toronto.

FLOUR.—The flour market is quiet under the recent decline of 50c per barrel. There is little export business and the domestic demand is closely confined to immediate wants.

FLOUR—

First Patents, in cotton bags, bbl.	8 20
Second Patents, in jute bags, bbl.	7 50

NO CHANGE IN MILLFEEDS

Toronto.

MILLFEEDS.—There is no change in millfeeds. Supplies are still scarce and there appears to be a fairly active demand.

MILLFEEDS—

Bran, per ton	28 25
Shorts, per ton	30 25
Choice middlings, per ton	35 25

MANITOBA MARKETS

WINNIPEG, June 7.—There are few changes in market conditions, but there appears to be a slightly improved tone to business. New pack summer lobsters are reported scarce, but supplies are expected about the middle of the month. Evaporated apples have advanced. Prune prices are fully maintained as higher quotations on the new crop have strengthened local prices. Rolled oats have advanced and the tendency is for higher prices. Coffee, spices, rices and teas show no change. The sugar market is in a stronger position and some refiners have advanced their prices. Other refiners are expected to follow shortly. Strawberries are arriving in large quantities at lower prices. Vegetables are lower under heavier shipment.

COFFEE UNCHANGED

Winnipeg.

COFFEE.—The local situation is unchanged and although primary conditions are strong under firmer prices the opinion is that no immediate change is likely.

LOBSTERS SCARCE

Winnipeg.

CANNED GOODS.—New pack summer lobsters are expected on the local market by the middle of the month. Sardines are finding a fair sale with no change in price. Quotations on new pack sockeye salmon will be about $1.50 per case higher than last year: pinks will likely be $1 higher and other lines in comparison. Stocks of salmon are low and new pack will be coming on a large market. Canned vegetables show no change with an improvement in the demand noted. Tomatoes are quoted at higher figure.

EVAPORATED APPLES HIGHER

Winnipeg.

DRIED FRUIT.—Evaporated apples are quoted higher at 20½c per lb. with wholesalers' stocks becoming rapidly depleted. Peaches are selling in fair quantity at unchanged prices and limited stocks. Prune prices are fully maintained and recent quotations on the new crop have strengthened local prices. Raisins are firm and prices are fully maintained until the new pack arrives when lower prices are expected.

ROLLED OATS ADVANCE

Winnipeg.

CEREALS.—In sympathy with the oat market, rolled oats have advanced to $2.80 per bag. Millers' quotatioons are higher and as soon as present contracts with wholesalers have expired prices will advance in accordance. No changes are noted in quotations on package cereals. Interest in this line is mostly centred upon the lighter breakfast foods.

PACKAGE CEREALS—

Rolled Oats, 20s. Rd. Ct.	3 75	4 65
Do., 36s, case square pkts.	....	3 75
Do., 18s, case	....	2 10
Corn Flakes, 36s, case	3 50	3 80
Cornmeal, 2 doz. case, per case	....	3 40
Puffed wheat, 4 doz. case, per case.	....	4 40
Puffed Rice, 3 doz. case per case.	....	5 70
Cream of Wheat, 3 doz. case per case	....	7 50
Grape Nuts, 2 doz. case, per case	....	3 80
Package Peas, 3 doz. case	....	3 00

BULK CEREALS—

Rolled Oats, 80s, per bag	....	2 80
Do., 40s, per bag	....	1 48
Do., 20s, per bag	....	0 77
Do., 10-8s, per bale	....	3 70
Oatmeal, 98s gran. of stand bag	....	3 30
Wheat granules, 98s, per bag	....	4 70
Do., 16-6s, per bale	....	5 90
Peas, whole green, 100 lb. bag, per bushel	....	3 85
Peas, split, yellow, 98s, per bag.	....	7 50
Do., split, yellow, 49s, per bag	....	3 80
Beans, fancy, hand picked, 100 lb. bag per bushel	3 60	4 25
Beans, Lima, 100 lb. bag, per lb.	0 13½	0 14½
Barley, pot, 98s, per bag	....	3 45
Do., pot, 24s, per bag	....	0 93
Do., pot, 24s, per bag	....	4 60
Barley, pearl, 98s, per bag	....	4 60
Do., pearl, 24s, per bag	....	1 22
Cornmeal, 98s, per bag	....	2 60
Do., 49s, per bag	....	1 40
Do., 24s, per bag	....	0 70
Do., 10-lbs. per bale	....	3 85
Buckwheat, Gritz, 98s, whole, per bag	....	6 25

NO CHANGE IN FLOUR

Winnipeg.

FLOUR.—The flour situation shows no change. Buyers continue to purchase in small quantities at steady prices.

JAMS HOLD STEADY

Winnipeg.

JAM.—Early prices named by some manufacturers have been withdrawn and apparently 1922 pack will be sold at or around to-day's prices. There is a fair demand locally.

QUIET NUT MARKET

Winnipeg.

NUTS.—Trading continues quiet and is mostly of a consuming character. The market in France for shelled Bordeaux walnuts has developed a firmer tone with quotations slightly advanced.

RICE HOLDS FIRM

Winnipeg.

RICE.—Primary markets continue firm but there are no changes in the local situation.

NO CHANGE IN SYRUPS

Winnipeg

SYRUPS.—The market is steady with quotations unchanged. Glucose has shown a slight advance.

HIGHER PRICES ON SUGAR

Winnipeg

SUGAR.—Sugar advanced 10c per cwt. There is a general strengthening in the raw as well as refined. Two refiners have recently advanced their prices and it is expected that others will follow shortly. It has been intimated that an advance of 50c per cwt. will take place before the end of the month.

SUGAR—

Extra gran., bags, 100 lbs.	7 00	7 05
Do., gunnies, 5-20 lbs.	7 15	7 20
Do., cartons, 20-5 lbs.	7 40	7 45

Do., gunnies, 10-10 lbs.	7 35	7 40
Do., cartons, 50-2 lbs.	7 50	7 60
Yellow, No. 1, lt., bags, 100 lbs.		6 80
Do., golden, bags, 100 lbs.		6 70
Powdered, sugar, bbls.		7 60
Do., boxes, 50-lbs.		7 80
Do., boxes, 25 lbs.		8 00
Icing, barrels,		7 70
Do., boxes, 50 lbs.		7 90
Do., boxes, 25 lbs.		8 10
Soft Lumps, boxes, 100 lbs.		8 00
Do., boxes, 50 lbs.		8 20
Do., cases, 20 cartons		9 05
Do., cases 40½ lbs.		9 80
Small lump boxes, 100 lbs.		7 90
Do., boxes, 50 lbs.		8 00
Do., boxes, 25 lbs.		8 20
Do., cartons, 50 2-lb.		9 30
Hard lump, boxes, 10 lbs.		8 00
Do., boxes, 50 lbs.		8 15
Do., boxes, 25 lbs.		9 00

OLIVES SCARCE

Winnipeg.

SPICES.—Olives are reported scarce and firm. Peppers are showing a slight advance and all other lines continue steady.

NUTMEGS—

Nutmegs, extra large brown, 70 lb., per lb.	....	0 55
Do., large brown, 85 lb., per lb.	....	0 40
Do., med. brown, 110 to lb., per lb.	....	0 35
Do., carton of six, per doz.	....	0 80
Do., carton of six, per doz.	....	0 80
Pepper, blk., Singapore, ex. lb.	....	0 22
Do., white, per lb.	....	0 35
Pickling, ¼-lb. pkg., per doz.	....	0 90
Do., bulk, No. 1, per lb.	....	0 22
Do., No. 2, per lb.	....	0 20

STARCH UNCHANGED

Winnipeg.

STARCH.—There is no change in the starch situation. Buyers are showing little desire to buy any large quantities and as a result the movement is routine at prevailing quotations.

TEA CONTINUES FIRM

Winnipeg.

TEA.—Locally there is a steady demand with no change in prices.

INDIA AND CEYLON—

Pekoe Souchongs, first quality	0 38	0 40
Do., second quality	0 35	0 36
Pekoe, first quality	0 40	0 42
Do., second quality	0 36	0 40
Broken Pekoe, first quality	0 42	0 48
Broken orange Pekoe, 1st. qual.	0 50	0 60
Japan, first quality	0 42	0 60

JAVAS—

Pekoe Souchongs	0 38	0 40
Pekoe	0 40	0 42
Broken Pekoe	0 42	0 48
Broken Orange Pekoe	0 50	0 60

STRAWBERRIES IN DEMAND

Winnipeg.

FRUITS.—Strawberries are arriving in good quantities and are meeting with a ready demand. Missouri in 24 quart cases are quoted at $5.50. Pineapples of good quality are selling freely at $6.50 per case. California cherries are on the market and are quoted at $5.50.

FRUITS—

Oranges, Valencia's, per case	7 50	9 50
Lemon's Cal., fancy, per case	9 00	....
Lemons, Cal., choice, per case	8 50	....
Grape fruit, Florida, per case	6 50	7 00
Bananas, per lb.	10	....
Strawberries, per case	5 50	....
Pineapple, per case	6 50	....
Apples, Winesaps, per box	3 75	4 00

VEGETABLES LOWER

Winnipeg.

VEGETABLES. — Fresh vegetables are arriving freely and prices are tending lower. New potatoes are quoted in bag lots at 6c per lb. Asparagus is quoted at $2 per doz.

MARKETS BY WIRE

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., June 6.—Sugar advanced 10c per cwt., now quoted at $7.64. Kraft and Royal Crown cheese in five pound boxes declined 4c per lb. Shredded cocoanut is easier and flour declined 50c per barrel. Creamery butter dropped 5c per lb. Lowney's cocoa is reduced 2c per lb. Kotenashi beans are quoted slightly lower at $5.60 to $6 per cwt.

Beans, Kotenash, per cwt.	5 60	6 00
Rolled oats, 80s	....	2 90
Rice, Siam	5 90	6 50
Japan, No. 1	7 15	7 50
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.	....	7 90
Sugar, pure cane, gran., cwt.	....	7 64
Cheese, No. 1, Ont., large	....	0 17½
Alberta cheese, twins	....	0 20
Do., large	....	0 22
Butter, creamery, lb.	0 31	0 35
Do., dairy, lb.	0 20	0 24
Lard, pure, 3s	....	10 80
Eggs, new laid, local, case	....	7 00
Tomatoes, 2½s	4 40	4 50
Pumpkin, 2½s case	4 05	4 25
Lemons, case	....	7 75
Corn, 2s, standard case	2 80	3 60
Peas, 2s, standard case	3 95	4 20
New early June peas, case	....	4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye, ½s	....	21 55
Strawberries, 2s Ont., case	7 95	10 00
Raspberries, 2s, Ont., case	7 60	9 25
Cherries, 2s, red, pitted	....	8 50
Peaches, 2s, halves	....	5 85
Do., 2s, sliced	....	6 25
Apples, evaporated, 50s, lb.	....	0 19
Do., 25s, lb.	....	0 19½
Pineapples, Hawaiian, sliced 2's	6 80	7 95
Do., canned, 2s	7 45	7 90
Potatoes, local ton	20 00	30 00

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S., June 6.—Rolled oats are higher at $4. Sugar dropped 25c making granulated $6.10 and yellow $5.60. Molasses is a shade higher at 60c per gal. Cheese is lower at 16c per lb. and creamery butter is also quoted at a lower price of 34c to 36c per lb. Canned corn is advanced to $1.60 per doz. and evaporated apples have advanced to 21c per lb.

Flour, No. 1 patents, bbl.	....	11 00
Cornmeal, bags	....	2 50
Rolled oats, per bag	....	4 00
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.	....	7 70
Sugar, standard, gran.	....	6 10
Do., No. 1 yellow	....	5 60
Molasses, gal.	....	0 60
Cheese Ont., twins	....	0 16
Eggs, fresh, doz.	....	0 32
Lard, compound	....	0 17
Do., pure, lb.	....	0 19
American clear pork, bbl.	....	34 00
Tomatoes, 2½s., stan., doz.	....	2 00
Hams, aver., 25-35 lbs.	....	0 28
Do., aver., 18-25 lbs.	....	0 32
Hams, aver., 12-18 lbs.	....	0 38
Roll bacon	....	0 24
Breakfast Bacon	....	0 32
Butter, creamery, prints, lb.	....	0 36
Do., creamery, solids	....	0 34
Raspberries, 2s Ont., doz.	....	4 00
Peaches, 2s, standard, doz.	....	2 90
Corn, 2s, standard, doz.	....	1 60
Peas, standard, doz.	....	1 85
Strawberries, 2s, Ont., doz.	....	3 60
Salmon, Red Spring, flats, cases	....	....
Do., pinks	....	7 00
Do., Cohoes	....	14 00
Do., Chums	....	6 00
Evaporated apples, per lb.	....	0 21
Dried peaches, per lb.	....	0 22
Potatoes, Nat., 90-lb. bag	....	1 10
Corned beef	3 00	3 55
Onions, Spanish, lb.	....	0 08
Do., American, bag 10 lbs.	....	13 50
Oranges, per case	....	8 50
Cauliflower, per doz.	....	3 50

British Columbia

FROM VANCOUVER, BY WIRE

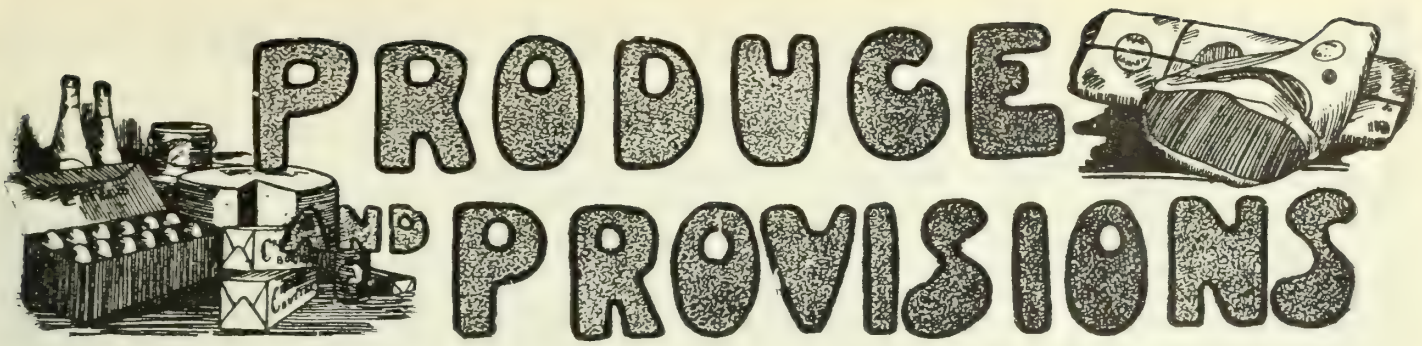
Vancouver, B. C., June 6.—Best grades of butter have declined 7c per lb., making the price 37c. New carrots are quoted at 60c per doz.; and turnips 50c per doz. Tomatoes continue very scarce and are bringing $8 to $9 per case. Royal Ann cherries are quoted at 30c; cauliflowers, $2.40; cucumbers, $3; strawberries, $5; rhubarb, $1.25. Winesap apples are selling at $3.50 per case.

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. Johns, N. B., June 6.—Clear pork is slightly lower at $33.50 per barrel. Shortening is advanced ½c per lb., making pails 16c and tubs 15½c per lb. Creamery butter is lower at 35c for prints and 33c for solids. Cornmeal is quoted at a lower price of $2.90 per bag.

Rolled oats, bag	....	4 00
Do., bbls.	....	9 00
Cornmeal, gran., bags	....	2 75
Rice, Siam, per cwt.	....	6 60
Tapioca, per 100 lbs.	....	9 50
Molasses, gal.	....	0 60
Tomatoes, cans, doz.	....	1 90
Raisins, Valencia layers	0 24	0 30
Currants, cleaned	....	0 20
Prunes, 90-100, 25-lb. boxes	....	0 14
Lemon peel	....	0 34
Orange peel	....	0 34
Citron peel	....	0 46
Walnuts	....	0 23
Almonds	....	0 22
Brazils	....	0 20
Peanuts	....	0 13
Filberts	....	0 16
Cocoanuts, bag	....	6 00
Potatoes, per bbl.	2 00	2 50
Onions, per lb.	....	06
Pork, clear, bbls.	....	33 50
Oranges, per case	....	9 50
Pigs' feet, per 20-lb. pail	....	2 25
Hams, shoulder, per lb.	....	0 22
Bacon, side per lb.	....	0 33
Bacon roll, per lb.	....	0 62
Lard, pure, in pails, lb.	....	0 16½
Lard, pure, in tubs, lb.	....	0 16
Shortening, in pails, lb.	....	0 16
Shortening, in tubs, lb.	....	15½
Butter, creamery, prints	....	0 35
Butter, creamery, solids	....	0 33
Oleomargarine	....	0 23
Cheese, whole, lb.	0 19	0 21
Cheese, twins, lb.	....	0 21



Peaches in Niagara Peninsula Promise As Big A Crop This Year As In 1920

Early Prospects For Fruits in This District Look Good, With the Exception of Sour Cherries and Raspberries Which Will Likely Be Light

GRIMSBY, June 6—(Special)—Early prospects for fruits generally in the Niagara district are fairly good, with the exception of sour cherries and raspberries. They promise to be very light. Shipping of strawberries has already commenced, and indications point to a fairly heavy crop. The sleet storm of last February did not damage fruit buds to any material extent, but in some sections of the peninsula considerable damage was done by way of broken limbs and branches. The strawberry crop throughout the peninsula and in the Burlington-Clarkson sections gives promise of a good yield.

Sour Cherries are Hurt

Sour cheries throughout the peninsula will be unusually light. There was a heavy bloom on both Richmond and Montmorency varieties but the low temperature of April 20th appears to have done considerable damage. In the districts of Fonthill and Burlington sour cherries look better. Raspberries also promise to be light. Old patches look particularly so. Gooseberries and black currants promise well and a full crop of these fruits is looked for.

Plums promise a heavy yield, although it is a trifle too early to make anything like an accurate estimate on plums. Much will depend upon developments of the next week or ten days.

A Heavy Crop of Peaches

Peaches will in all likelihood be a very heavy crop this year, and growers are predicting a crop equal or heavier than 1920. In fact it is stated that if they continue to hang on as they appear at present, it will be necessary for the growers to do some extensive thinning, otherwise the quality is likely to be of a small variety.

Duchess pears are almost a total failure throughout the Peninsula. Bartlett and other varieties promise a light to medium crop.

Most varieties of apples look exceptionally well and promise a fair crop, with the exception of Baldwins. This variety in most orchards will be light.

* * * *

Apples Look Well in N. S.

Kentville, N. S., June 6—(Special)—Although too early to give an accurate pronouncement upon the apple situation, yet so far as indications go, it would seem as though Nova Scotia is about to have one of the best crops in its history. The blooms on the trees this year have been as fine as were ever seen.

Mexico Is Again Entering the Banana Market

Montreal.—American fruit interests are planning to enter the banana industry in Mexico on a large scale. The plantation will be in El Hule in the State of Vera Cruze. The fruit from these districts is considered of much better quality and also better for shipping than that from Tabasco. The first shipment of bananas from Vera Cruze since 1910 was made on March 4th this year and consisted of 3,848 bunches. It is estimated that fruit shipped from El Hule to New Orleans can be placed on the market in Chicago or in some parts of Canada in six days.

An American firm are now shipping bananas from Tabasco to New Orleans, and New York is making shipments from El Hule via Salina Cruze and from there up the Pacific coast to San Francisco and Vancouver. Previous attempts have been made to export bananas by this route but the fruit did not reach the market in good condition. The distance between the two ports is over 1,800 miles and unless it is possible to load on faster ships than now in the service it is doubtful if such shipments will prove successful.

320 PER CENT. ON CAPITAL

(Continued from page 23)

a delusion. Mostly they state margins on cost. Only a few months ago I saw one issued by a wholesale grocer wherein all prices were based on cost with the given percentage added to that cost. An article priced at $1 wholesale, for example, was priced at $1.20 retail and the margin—always called "profit" of course— was said to be 20%. Any well posted merchant knows that is 16 2/3%. It certainly surprised me that, in this day and age, a wholesale grocer would let such a document go out under his signature.

But now I have a Profit Percentage Book, wherein margins are stated correctly. The only fault is that the word "profit" is retained, but that is a minor fault so long as the figures given are actually correct. The selling price invariably is given correctly to include the margin aimed at.

This book is laid out in a set of tables which show costs from 3c each, 36c the dozen, up to $2 each, $24 the dozen, so the range is wide enough to cover practically all grocery items. Then prices are figured out to exact fractions on the customary margins of 5, 10, 15, 20, 25, 30, 33 1-3 and 50%. The type is large, the paper substantial, the binding strong, so the book may be kept on anybody's desk ready for the constant reference it deserves.

This section of the book would be improved I think, if the 5% table were omitted and one of 16 2-3% substituted.

Other Useful Items of Information

There is a tabulation which shows cost of grain per bag—or feed of any kind—when price per ton is known—there are some other hints, of which I copy a few most useful and pointed:

"Far better not to sell goods than sell them below cost of doing business. The bustle caused by selling goods without profit is empty sound. Some day there may be a law to require merchants to show cause for being in business. With only those in business who could show good cause, business would be an earthly heaven compared with now. And most important: Sell your goods at a profit. Don't wait for your neighbor to raise. He may be waiting for you. In profit there is success. In loss there is only failure."

A. C. Pyke, secretary of the Canadian Wholesale Grocers' Association is attending the annual convention of the National Wholesale Grocers' Association of the United States in Chicago this week.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, June 7.—The produce market is quiet. Cooked meats and the smoked meats show an advance. This advance comes as a result of a keen demand on account of the hot weather with light supplies held by packers. Hogs are unchanged in price but hold firm. Fresh killed hogs are steady. Lard prices are easy with only a limited demand for small lots. Eggs are steady with a firm tone to new laid eggs but a weakness in storage eggs. Butter shows no change but has a weak tone. The same applies to cheese with a dull export market and yet there is a comparatively small make for this season. There is no feature of note in the fish market.

BUTTER PRICES UNCHANGED

Montreal.

BUTTER.—There is no important development in the condition of the butter market. An easier feeling prevails. After the drop in prices during the early part of the week there appeared to be a firmer tone but this did not develop to any extent. There is now a steady feeling in the domestic market for new make of creamery butter and a fair trade is passing at 33c per lb. for prints and 32c for solids.

BUTTER—

Solids, creamery, finest		0 32
Dairy solids	0 25	....
Prints, creamery		0 33

CHEESE PRICES STEADY

Montreal.

CHEESE.—The feature of cheese is the quiet state of the export market, which lends a weak tone to Canadian cheese. On the other hand there has been a fairly good demand from American buyers for cheese which has resulted in a fair amount of business coupled with much smaller offerings than a year ago at this period. This has offset to some extent the weak feeling and prices are holding steady.

CHEESE—

Old colored, twins	....	0 23
Old White	....	0 23
New Large, per lb.	0 16	0 17
New Twins, per lb.	0 16	0 17
Fancy Old Cheese, per lb.	0 28	0 30
Triplets, per lb.	....	0 17
Stilton, per lb.	....	0 30
Quebec	0 16	0 17

STORAGE EGGS WEAK

Montreal.

EGGS.—There is no change in the egg market. Prices are fairly steady with a firm tone and a good demand for strictly new laid eggs. There is a weaker tone however, to storage eggs with every likelihood of a decline in price. The production is keeping up and very heavy supplies are now in storage.

EGGS—

Specials	....	0 37
Selects, new laid	0 35	....
No. 1	0 32	....
Storage	....	0 29

HOG PRICES STEADY

Montreal.

FRESH MEATS.—There is no change in prices on live hogs. Bacon hogs, weighed off cars are quoted at $14.50 and heavier are about one cent per pound lower. Fresh killed hogs are selling at 21 and 22c per lb. There is no change in quotations on beef. The market is quiet and prices are steady. Fresh meats are in general off during this season and supplies on hand are not heavy so that prices remain fairly even.

FRESH MEATS—

Hogs, live (selected, weighed off cars)	$14 50	$14 75
Fresh killed	21 00	22 00
Fresh Pork—		
Legs of pork (foot on)	0 20	0 21
Loins (trimmed)	0 28	0 29
Trimmed shoulders	0 19	0 21
Untrimmed	....	0 17
Pork sausage (pure)	....	0 20
Fresh Beef—		

	(Cows)		(Steers)	
Hind quarters	0 15	018	0 12	0 16
Front quarters	0 10	0 12	0 05	0 08
Lions	0 23		....	0 28
Chucks	....	0 10	0 11	0 12

FISH MARKET QUIET

Montreal.

FRESH FISH.—There is little of note in the fish market. Prices are steady with a fair trade passing and ample supplies to meet requirements.

FRESH FISH—

Filets, 20 lb. boxes	....	0 16
Herring	....	0 08
Market Cod, fresh	....	0 06
Steak cod	....	0 08
Haddock	....	0 06
Halibut	....	0 23
Lake Trout	0 14	0 15
Flounders	....	0 10
Mackerel	....	0 10
Brook trout	....	9 60
Gaspe Salmon	0 65	0 75
FROZEN FISH—		
Haddock	....	0 06
Halibut	....	0 18
Chicken halibut	....	0 16
Market cod	0 05	0 05½
Steak cod	0 05½	0 06
Doree	0 06½	0 07
Qualla Salmon	0 10	0 11
Dressed B. C. Salmon	0 20	0 21
Gaspe Salmon	0 18	0 19
White fish	....	0 13
Dressed pike	....	0 07
Sea Herring, 100 lbs.	....	0 06½
Mackerel	....	0 13

COOKED MEATS HIGHER

Montreal

COOKED MEATS.—The law of supply and demand has forced cooked meats up one cent a pound early this week. Supplies held by the packers are light and the summer weather has brought a keen demand which is responsible for the advance.

LARD MARKET WEAK

Montreal.

LARD.—There is weakness in the lard market due to the limited demand. The sales are only for small lots to meet immediate requirements and only a small export. Prices are unchanged.

BACON ADVANCED

Montreal.

SMOKED MEATS.—The demand for bacon is heavy during this season and like cooked meats the price has been forced up by the demand. Coupled with this there has been a fairly good export market for Canadian bacon. Packers are only carrying light stocks and the market is strong even at the advance. Smoked meats are advanced one cent a pound all round.

BACON—

Breakfast, best	0 43	0 53
Smoked breakfast	0 33	0 43
Cottage rolls	....	0 35
Picnic hams	....	0 35
Wiltshire	0 30	0 32
MEDIUM SMOKED HAMS—		
Weight, 814, long cut	0 29	0 33
Do., 14-20	0 28	0 32
Do., 20-25	0 27	0 29
Do., 25-30	0 25	0 27
Over 35 lbs.	0 25	....

Anticipating a Big Demand for Lemons In Hot Months

Montreal.—Many buyers are asking about the prospects for the lemon market this summer. Fresh in their memories is the shortage that forced the price of lemons up last August to $15. a case. It is interesting therefore to note that a report from Greece states that the number of lemons cut this year amounts to 31,000,000 as compared with 29,500,000 last year. These lemons generally come on the market about the time of the biggest demand and therefore such a shortage may not be expected again unless there is a delay in shipments. So far the tendency in price is easy and large supplies of lemons are coming to the market.

Dealers Expect Big Demand

The wholesale fruit dealers expect a big demand for lemons this summer particularly on account of the new tax on soft drinks which will very likely force the price of bottled beverages up. The supply of lemons on the market is good but the demand has already shown an increase and many dealers and even households are putting a supply aside in case of an advance in price.

There is an impression among many retailers that lemons will not keep for any length of time. Wholesale fruit merchants say that Verdelli lemons will keep well from now until fall in cold storage. One dealer said that many homes were now buying lemons in fairly large quantities, extracting and bottling the juice with some sugar so that it will keep for use in cooling drinks in the hot weather. The general impression is that lemons will advance during July and August but not on the scale that they did last year.

ONTARIO MARKETS

TORONTO, June 7.—Production of fresh made grass butter is steadily increasing with prices dropping during the week. Storage operations have commenced which is likely to hold butter values steadier for the balance of the month. Cheese continues weak while eggs are also in a weak position with a likelihood for lower prices by the end of the week. Lard and shortening are fairly steady. Boiled hams are again moved upward in a strong market. Live hogs held steady during the week on a slightly higher basis of values which is the highest since about the first of the year. Smoked meats occupy a strong position with advances on hams and bacon. Fresh pork cuts are also higher. In the fish market there is little change other than a slightly lower price on fresh caught mackerel and a shade higher price on trout. Poultry is easier under heavier receipts and a limited demand.

BUTTER STEADIER

Toronto.

BUTTER.—Another drop in butter prices occurred during the week making the best grades of creamery prints 33c to 34c with second grades around 32c. The market at the present basis of values has a steadier tone, and it is the opinion of many in the trade that prices are about at the bottom. This is accounted by the fact that storage operations have commenced and as June butter has the biggest demand for this purpose a keen demand will tend to steady the market and take up any surplus production.

BUTTER—

Creamery prints, No. 1	0 33	0 34
Creamery prints, No. 2	....	0 32

CHEESE EASY

Toronto.

CHEESE.—The market continues easy. Quotations to the retail trade are unchanged but in view of the lack of export business and the steadily increasing production, there is a possibility of easier prices.

CHEESE—

Large, new	....	0 15
Do., Sept.	0 19	0 20
Stilton, new	0 18	....

Twins, 1c higher than large cheese and triplets 1½ cents higher than large.

WEAK MARKET FOR EGGS

Toronto

EGGS.—Little change in quotations has occurred during the week. Dealers however, are sending out a lower price to country buyers and it is expected that by the end of the week a cut of from one to two cents per dozen will be put in force. Many of the houses are now grading, the following quotations show the range.

EGGS—

No. 1, per doz.	0 32	0 33
Selects, per doz.	0 34	0 35
Selects in Cartons, per doz.	....	0 36

LARD FIRM

Toronto.

LARD.—The market holds firm under an increased demand for domestic consumption. Quotations are unchanged as compared with a week ago.

LARD—

1-lb. prints	0 17½	0 18½
Tierces, 400 lbs.	0 15¼	0 15½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

SHORTENING STEADY

Toronto.

SHORTENING.—The market held steady during the week with quotations unchanged.

SHORTENING—

1-lb. prints	0 17	0 18
Tierces, 400 lbs.	0 14½	0 15

Tubs are ½c. higher than tierces and pails one cent. higher than tierces.

NO CHANGE IN MARGARINE

Toronto.

MARGARINE.—There is nothing new of interest to report in the market for margarine. Quotations are unchanged under a moderate and fairly steady demand.

MARGARINE—

Margarine, No. 1	0 20	0 21
Do., No. 2	....	0 18

COOKED HAMS MOVE UP

Toronto.

COOKED MEATS.—The situation in cooked meats for several weeks past has been a strong one with rising tendencies, especially on boiled hams. Another advance was registered on this line during the week, making ordinary round trimmed hams 51c to 52c and square pressed 54c per lb. The market continues strong and is likely to continue for the balance of the summer season.

COOKED MEATS—

Boiled ham, lb.	0 51	0 52
Do., square pressed	....	0 54
Boiled shoulders	....	0 45
Head cheese, 6s, lb.	....	0 10
Choice jellied ox tongue lb.	....	0 60
Jellied pork tongue	....	0 30
Bologna	0 14	0 16

Above prices subject to daily fluctuations of the market.

HOG VALUES FIRM

Toronto

FRESH MEATS.—Hog receipts at the Union Stock Yards were considerably heavier during the week and as competition was keen, the market held steady on an advance of 25c making fed and watered basis $14.25. Cattle prices were from 25c to 50c higher and veal was also higher. Spring lambs arrived in increased volume but prices were fairly steady as compared with a week ago. There are no changes in dressed meats other than an advance of one cent per pound on fresh pork cuts.

FRESH MEAT—

Hogs—		
Live, fed and watered, cwt.		14 25
Live, f.o.b.		13 50
Live, off cars		14 50
Dressed, light, per cwt.	17 00	18 00
Do., heavy, per cwt.	12 00	14 00
Fresh Pork—		
Legs of pork, up to 15 lbs.		0 33
Loins		0 33½
Fresh hams, lb.		0 34
Tenderloins, lb.		0 52
Picnics, lb.		0 17
Montreal shoulders		0 21½
Boston butts, lb.		0 26
New York shoulders		0 20
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 18	0 22
Ribs, lb.	0 16	0 20
Chucks, lb.	0 07	0 09
Loins, whole, lb.	0 26	0 32
Hips, lb.	0 14	0 16
Cow beef quotations about 2 cents per lb. below above quotations.		
Calves, lb., top quality	0 13	0 15
Do., Medium	0 09	0 11
Sheep, whole, lb.	0 10	0 15
Do., yearling, lb.	0 28	0 30
Lamb, Spring, each	10 00	15 00

Above prices subject to daily fluctuations of the market.

SMOKED HAMS HIGHER

Toronto.

PROVISIONS.—Smoked hams and bacon are in a strong position reflecting the strong condition prevailing in the live hog market during the past few weeks. Quotations on hams and bacon are from one to two cents per pound higher. Dry salt and barrel meats show no change.

Hams—		
Small 6 to 12 lbs.	0 35	0 36
Medium, 12 to 20 lbs.	0 35	0 36
Large, 20 to 35 lbs. lb.	0 27	0 33
Heavy, 35 lbs., and upward	....	0 26
Backs—		
Boneless, per lb.	0 41	0 44
Rolled, per lb.	....	0 48
Peameal	0 36	0 38
Bacon—		
Breakfast, ordinary, per lb.	0 30	0 32
Do., special trim	0 37	....
Cottage rolls	....	0 32
Cottage rolls in casings	....	0 35
Rol. per lb.	....	0 27
Wiltshire (smoked boneless) lb.	....	0 29
Do., three-quarter cut	....	0 31½
Do., middle	....	0 33
Dry Salt Meats—		
Long clear bacon, av. 50 to 70 lbs.		0 19½
Do., av. 80-90 lbs.	....	0 17
Clear Bellies, 15-30 lb.	0 21	0 23
Fat backs, 10-12 lbs.	....	0 18

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—	
Mess pork	33 00
Short cut backs, 200 lbs.	37 00
PICKLED ROLLS—	
Lightweight	48 00
Heavy	40 00

Above prices subject to daily fluctuations of the market.

EASY POULTRY MARKET

Toronto.

POULTRY.—Under increasing receipts and a limited demand, the market tends easier. Spring broilers are increasing in numbers as well as in size, resulting in lower prices. Other quotations are likewise easier.

POULTRY—

Prices paid by dealers—

	Live	Dressed.
Turkeys	.....	30-35
Chickens, spring	40-45	50-55
Roosters	00-17	00-23
Fowl, 4 to 5 lbs.	00 21	00-25
Fowl, over 5 lbs.	00-23	00-27
Fowl, under 4 lbs.	00-14	00-22
Guinea hens, pair	1 25	1 50
Ducklings, 4 lb. and over	00-32	00-38
Ducklings	0 32	0 40
Prices quoted to retail trade:	Live	Dressed
Ducklings	0 32	0 38
Hens, heavy	0 25	0 30
Do., light	0 20	0 28

MACKEREL LOWER

Toronto.

FISH.—There is a good steady demand for fresh fish and the market

generally is steady. Fresh caught mackerel is slightly lower at 12c to 13c per lb. while trout is higher at 13½c to 14½c per lb.

FRESH SEA AND LAKE FISH

Cod steak, lb.	0 08	0 09
Do., market, lb.	....	0 08
Halibut, Med., lb.	0 16	0 17
Do., Chick, lb.	0 14	0 15
White fish, lb.	0 13	0 15
Trout, lb.	0 13½	0 14½
Pike, lb.	0 09	0 10
Perch, lb.	0 08	0 10
Mackerel	0 12	0 17

FROZEN FISH

Halibut, medium	0 17	0 18
Do., chicken	0 14	0 1
Salmon, Cohoe	0 15	0 16
Do., Red Spring	0 20	0 21
Do., Alaska Qualla	0 11	0 12
Do., Qualla	0 07	0 08
Sea Herring	0 07½	0 08
White Fish	0 10	0 11

SMOKED AND SALT FISH

Haddies, lb.	0 12	0 13
Fillets, lb.	0 14	0 16
Kippers, box	3 00	....
Holland Herrings, mixed, 10-lb. keg		0 85
Do., milkers, 10 lb. keg		0 95
Shrimps, No. 1 can	....	2 00
Do., No. 6 can	....	11 50

WINNIPEG MARKETS

WINNIPEG, June 7.—The weakness in the butter market is more pronounced under a further decline. Cheese shows little change but weakness continues. Cooked meats are in strong position under recent advances. Smoked hams and bacon show a better movement at higher prices. Lard and shortening are steady. Fresh white fish and pickerel are in good demand at lower prices. The hog market, due to light receipts is maintaining a firmness. Eggs are arriving in good quantities but quotations are unchanged.

BUTTER PRICES DROP

Winnipeg

BUTTER.—The butter market has an easy tone under a decline of 5c per lb. Good quantities are arriving from country districts and the demand is showing an improvement. The tendency is that butter will go still lower.

BUTTER—

Creamery, best table grade	....	0 35
Creamery, solids	....	0 33
Margarine	0 22	0 25

CHEESE POSITION EASY

Winnipeg.

CHEESE.—Little change has occurred in the cheese situation. The market continues weak. Dealers are quoting 16½ per lb. on new and 17c on old.

CHEESE—

Stilton cheese, large, lb.	0 23
Ont., large, lb.	0 17
Ont., twins, lb.	0 17½
Ont., triplets, lb.	0 18

EGGS ARRIVING FREELY

Winnipeg

EGGS.—Large quantities of eggs are arriving and many are going into storage. The demand continues good and an active trade is noted. New laid in cartons are quoted at 34c per doz. and No. 1 candled at 24c.

LARD MARKET STEADY

Winnipeg.

LARD.—The lard market is fairly steady with quotations firm and unchanged.

LARD—

Pure Lards, No. 1 Quality, per lb.	
(in tierces, 400 lbs.)	0 17
Do., wooden pails, 20-lb. pails	3 80
Shortening, tierces of 400 lbs.	0 15½
Do., per pail, 20 lbs.	3 50

COOKED HAMS ADVANCE

Winnipeg.

COOKED MEATS.—A fairly heavy demand for cooked meats has started and in consequence cooked hams are in a strong position and an advance of 2c per lb. has been noted.

COOKED MEATS—

Hams, best quality, skinned, 8-14 lbs.	0 47
Do., 12-14 lbs.	0 45
Roast Ham, lb.	0 49
Roast Shoulders, lb.	0 32

HAM AND BACON FIRMER

Winnipeg.

PROVISIONS. — The demand for bacon and hams shows an increase which coupled with the firm hog market has resulted in a stronger tone for all lines of smoked meats. Ham and bacon are advanced 1c per lb.

HAMS—

8 to 16 lbs., per lb.	0 37
16 to 20 lbs., per lb.	0 37
Boneless, 8-14 lbs., per lb.	0 39
Skinned, 18 to 22 lbs., per lb.	0 39
Do., 14 to 18 lbs., per lb.	0 39
Bacon, to 10 lbs., per lb.	0 45
Cottage rolls, boneless	0 26
Bellies 6 to 10 lbs., per lb.	0 43

POULTRY UNCHANGED

Winnipeg.

POULTRY.—The poultry market remains unchanged under a light demand.

HOGS CONTINUE FIRM

Winnipeg.

FRESH MEATS.—Under light receipts the hog market is maintaining a firm tone. Selected live hogs are quoted at $12.50 per cwt. The cattle market is active under heavy offerings and a good demand.

HOGS—

Selected, live, cwt.	12 50	....
Heavier	8 00	10 50
Light	12 25	12 50
Sows	7 50	8 50

WHITEFISH ARRIVES

Winnipeg.

FISH.—Fresh whitefish has arrived on the market and is offered at 13c per lb. Good supplies of halibut, salmon and pickerel are on the market at unchanged quotations. The demand for these lines is fair.

GROCERS INDIFFERENCE HELPS "CHAINS"

(Continued from page 20)

there is really being developed a kind of chain organization in which all of the advantages of the traditional department stores as such are retained, and in addition, advantages of studying chain store methods of operation, particularly as to the study of better methods of operation and in group purchasing.

"The way is open to all big chains to hire the best merchandising ability and to institute every possible economic device, but chain store organizers are no more infallible than other people, and in their efforts to introduce greater efficiency mistakes frequently occur.

"On the other hand, as concerns grow older their managers grow older; more conservative and less willing to try new things, with the result that new ideas are allowed to slip by, and aggressive competitors, either chain or independent gain the advantage. We have yet to see whether the second and third generation of chain store managers will do as well as their founders.

What Will Price Decline Do?

"What effect an era of generally falling prices will have on chain stores, should such an era lie before us, is yet to be seen. Up to 1920 the entire development of chain stores had taken place in a period of generally rising prices. With many individual exceptions, of course, quantity purchases suitable for considerable periods of use could be safely made during this period, since prices were almost certain to be higher at the end than at the beginning of the period. Assuming that we are to have a period of price declines now, will it be as easy for chain stores to make their profits as it has been in the past?

"Some chain organizations have adopted policies which are almost certain to reduce the fighting efficiency of their concerns. One of these is the practice of filling all executive positions from the ranks within the company. This is a policy that operates most excellently as a present incentive to the employees within the organization.

"It may even work so well for a time the employes will undertake work for an organization of that kind at less than market rate salaries, taking chances on getting promotion within in lieu of larger salaries elsewhere; but the ultimate effect as experience has repeatedly shown, is an inbreeding of ideas, a solid growth of conservatism and a more or less crystallized caste system within the organization, reducing its flexibility and preventing it from expanding and reducing its ability to take free advantage of opportunities presented to it under new conditions that arise. This is not an argument against promotions from within. It is rather an argument for filling positions of responsibility with the best possible men, no matter where they come from.

"The results of inbreeding work very gradually, however, and proper remedies may be applied in the concerns that follow these policies before the danger point is reached. Buying advantages are almost certain to be equalized between chain and independent retailers through the gradual development of associated efforts of the independent retailers themselves. Such co-operative associations grow slowly."

Mr. Grocer:--

It is not necessary for us to explain to you why it is to your advantage to push *Lipton's Tea.*

T. J. LIPTON

Winnipeg Toronto Montreal

57

Profits from Ketchup

Heinz Tomato Ketchup can mean only one thing — fresh red ripe tomatoes blended with pure spices, granulated sugar and onions. Years of experience and the finest materials insure the same high quality in every bottle. Such a product backed by the volume of newspaper advertising which it is receiving will, with proper attention, yield for you the most gratifying returns. Display Heinz Ketchup and watch your sales increase.

H. J. Heinz Company

Montreal Factory: Leamington Toronto

PASS IT ON

Do you pass your copy of Canadian Grocer on to your clerks and to your new friends in the trade?

Canadian Grocer will take them through the stores of dozens of successful merchants every week.

Markets, sales, advertising windows, the successful methods of hundreds of merchants reported for them.

Can you think of a more broadening influence and a more educative medium in which to get them interested?

The more your clerks know about the grocery business the more value they will be to you.
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TORONTO ONT.

WHAT THE THERMOMETER SAYS—

It's hot, and your customers do not want to eat hot food or cook it. Salads are popular. What an opportunity for the wide-awake grocer! Feature olive oils with your fresh vegetables but be sure that it is the best. COSTA Brand is **always** the best.

There are also other lines to feature, specialty lines on which there is a good margin of profit and no cutting. Here are some of them:

SPECIALTIES

Imported Genuine Roquefort in Individual 1½-oz. Portions.

Camembert—Italian Parmesan—Gorgonzola —Lion Brand Emmenthal Gruyere in 8-oz. packages and in Individual Portions.

Pate de Foie Gras Truffe—Caviar—Bar le Duc French Jelly—Pimentos—Tuna Fish in Olive Oil—Filets of Anchovies in Olive Oil —Antipasto (Delicious Hors d'Oeuvres), Truffles, etc.

Fancy Imported Macaroni and Noodles.

Raisins and Nuts in Season.

Importers and Distributors

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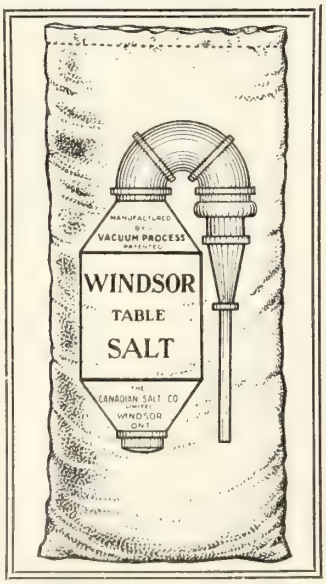
119 & 121 St. Henry St., Montreal, Que.

How Do YOU Order Salt?

DO YOU just ask your wholesaler for "salt" or do you name the brand? There's only one way to get the best quality and that is to simply ask for it by name.



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Windsor Ontario

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Florida and Mississippi Tomatoes—put up in one way only—sound—greens and over-ripe taken out.

Strawberries—Fresh cars daily—Canadian berries—to start next week. We have secured some of the best berry sections.

Golden Orange Valencias—Fresh car just in—bright, juicy fruit—absolutely sound.

Water Melons - Lemons - Bananas

Our service is known to be prompt.

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Guelph - Ontario

The "Super" Strength Sal Soda in handy 2½ lb. Cartons

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Your customers will like this convenient way of buying Sal Soda and you'll find it a big saving in time over the bulk soda. When you make a sale there is no fuss or trouble weighing and wrapping and the handy cartons bring this high-grade Sal Soda to your customer's home with all its original super strength and purity. Your wholesaler can supply you with Arm and Hammer Sal Soda. It is packed 36 to the case.

CHURCH & DWIGHT, LIMITED
MONTREAL

BABY'S OWN SOAP

50% PROFIT

Buy Direct From the Factory. Freight Prepaid. Minimum Quantity 2 Gross.

$38.40 less 20% and 5% - $29.18
Sell at 15c per cake - - $43.20

In Sask., Alta. and B.C. add 60c per gross and retail at 50c per box of 3 cakes.

ASK FOR PRICE LIST OF OTHER LINES

ALBERT SOAPS, Limited, 168 McCord St., MONTREAL, Que.

Pride of Canada
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Summer Trade.

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. Mackenzie & Co., 95 King Street East, Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION, LIMITED

CHICKEN HADDIES

are big Sellers during the Warm Weather

Sells at a Popular Price with good Profits

CHICKEN HADDIES REGISTERED

CHICKEN HADDIES

are Popular with Campers AND Picnic Parties

Already cooked, can be eaten Hot or Cold

THE MARITIME FISH CORPORATION, St. Nicholas Street MONTREAL

For quick turnover and steady profit keep Eno in a prominent place on your shelves.

Eno's national advertising, plus your counter, window, or showcase display, will build up big sales. Let us send you one of our beautiful window displays.

Summer is a thirsty season. A fizzing, bubbling, sparkling glass of Eno is a wholesome, quenching drink, and a valuable corrective at all times.

Every bottle of Eno sold means HEALTH to the consumer and PROFIT to you.

ENO's FRUIT SALT

Prepared only by

J. C. ENO, Limited, "Fruit Salt" Works, London, England

Agents for North America

HAROLD F. RITCHIE & CO., Limited

10 McCAUL STREET, TORONTO

GOOD HEALTH — ENO'S FRUIT SALT

NOTE: A series of unique and attractive show cards will be gladly supplied to dealers or others interested on application to the Canadian Selling Agents, Harold F. Ritchie & Co., Limited.

EDDY'S matches

No other matches are so well known to your customers, nor is it possible for you to sell them better, safer, more convenient or more economical matches than Eddy's.

"East or West, Eddy's Best"—best sellers, best money makers.

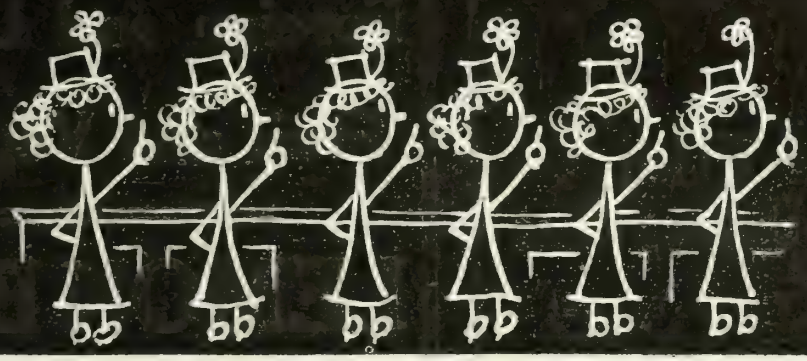
The E. B. EDDY CO., Limited Hull, Canada

Branches at Montreal, Toronto, Halifax and London, Ont.

AGENTS:

Schofield Paper Co., Limited, 2 & 4 St. Joseph St., St. John, N. B.
Jos. Emond, Quebec.
J. Lumley, Ottawa.
J. E. McEathron, Brockville.
T. H. Stewart, Kingston.
Alfred Powis & Son, Hamilton.
Tees & Persse, Limited, Port Arthur, Fort William, Winnipeg, Regina, Moose Jaw, Saskatoon.
Tees & Persse of Alberta, Limited, Calgary and Edmonton.
Mitchell Bros., Victoria and Vancouver.

Ever see this sight?
(You certainly have)



SIX women at the counter. All want to be waited on first. Only one or two clerks available. Both working fast and trying to satisfy everybody.

In the midst of such a rush, who can expect a poor clerk to stop and talk about an unknown name!

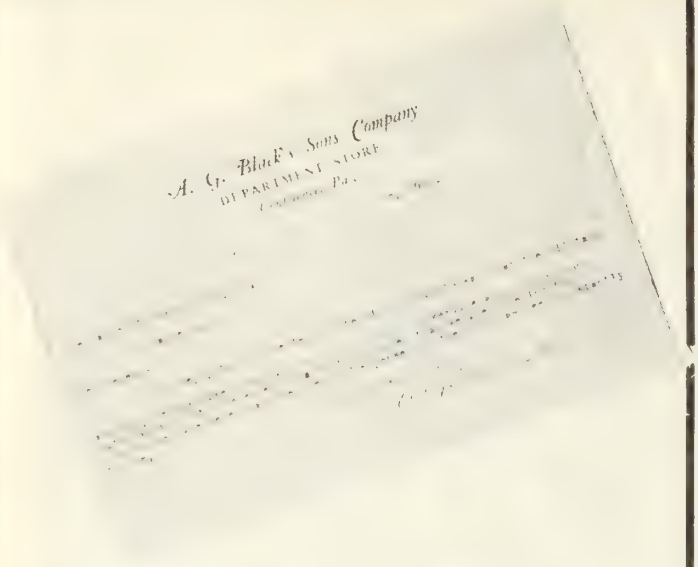
What a relief to put across the counter goods bearing a name that is known everywhere and starts no arguments.

"The better it's known, the better it sells"

The name of Procter & Gamble and Procter & Gamble brands are advertised to eighty million people all the time—living everywhere.

The Procter & Gamble Distributing Co.
CINCINNATI, OHIO

BRANCHES *Send Mail Orders to Nearest Address*
Atlanta, Baltimore, Boston, Chicago, Cleveland, Dallas, Denver, Detroit, Kansas City, Los Angeles, Memphis, Minneapolis, New Orleans, New York, Philadelphia, Pittsburgh, St. Louis, San Francisco, Seattle, Syracuse, Toronto, Ont.



A Profit Maker Which Has Had No Upkeep Cost

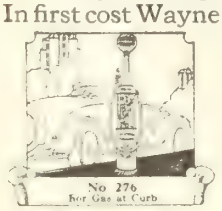
Back in the year when Theodore Roosevelt succeeded the martyred McKinley, A. G. Black & Son's Company installed a Wayne Pump in the Company's general store at Confluence, Pa.

For twenty years, nearly a quarter of a century, this pump has constantly sold gasoline at a profit for its owners. And in that time the pump has never cost a cent for upkeep or repairs. Only at the end of this time did a minor replacement have to be made.

What the A. G. Black & Son's Company has done, you can do, too. These Pennsylvania merchants have found the sale of gasoline profitable. And remember they started when automobiles were a novelty which people said could "never replace the horse".

Now, with the rich trade which automobiles have developed, think of your market for the sale of gasoline. Think how much greater your volume of this business will be today than it could have been in 1901.

A Wayne Pump, of course, will be your choice. In first cost Wayne Pumps may not be cheapest.



(Quality merchandise seldom is, as you know.) But where value is measured in terms of long and profitable service, Wayne Pumps are preferred by prudent buyers.

Canadian Tank & Pump Co., Limited

123 Adelaide St. West Toronto, Ont.

REG. U.S. Wayne TRADE MARK

HONEST MEASURE PUMPS

"GEORGIAN"

BRAND

BUTTER AND EGGS.

Foreign and Domestic

Fruit and Vegetables

LEMON BROS.

OWEN SOUND ONT.

A good line to Feature during Painting Season

"QUICK"

HAND CLEANER

During late spring and throughout the summer many of your customers will be painting their homes, verandah furniture, etc. Tell them that Quick will clean the paint from their hands quickly and efficiently and leave them soft and snow white. Suggestions like this always increase sales. Quick is made from a base of real Italian pumice stone. It removes grease, grime, etc., quickly and perfectly from the hands without the slightest injury to the skin. Quick costs only $1.25 a doz. It's a fast seller.

QUICK MANUFACTURING CO.

HAMILTON, ONT.

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

POSITION WANTED—CLERK IN GENERAL store, long experience. Good references. Can speak both languages. Age 24. Box 212, Canadian Grocer, 153 University Ave., Toronto, Ont.

GROCER OR GENERAL STORE CLERK making a change in near future, looking for steady position. Fifteen years Toronto experience five years general store; southern or western Ontario preferred. Married man, age 35. Box 214 Canadian Grocer, 153 University Ave., Toronto, Ont.

A YOUNG man with about three years experience as grocery clerk, wishes employment. Box 55, Alliston, Ont.

WANTED FIRST CLASS LADY CLERK FOR general store, Lambton County. State age, experience, salary and reference. Box, 401 Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—WOMAN CANVASSER TO INTRODUCE high quality food line into homes in Toronto. The product has an established reputation, and is strongly endorsed. Apply, Box 208 Canadian Grocer, University Ave., Toronto.

WANTED—BY OLD ESTABLISHED FIRM manufacturing jams, jellies, sauces; agents having good connection with wholesale trade, in the following territories, Montreal, Halifax and St. John, N. B., Box 218 Canadian Grocer, 153 University Ave., Toronto, Ont.

CLERK, MARRIED, 12 YEARS' EXPERIENCE in General Store. Have been manager for 10 years in the same store for groceries and hardware. Thoroughly understand buying. Am good stock keeper, not afraid of work. Available July 1st. Please state wages. Best of references. Am at present in New Brunswick. Box 204. Canadian Grocer, 153 University Ave., Toronto.

WANTED—SALESMAN DESIRES POSITION, over twenty-years in Dry Goods. Clothing, and General Store Business. Can take charge any department or General Store. References. Apply to Fred J. Brewster, Chipman, Queen's Co., New Brunswick.

FOR SALE

FOR SALE.—50 MERCHANT'S PRICE TICKets 50c. Samples 25c. M. Moorby, Newmarket, Ontario.

FOR SALE — CANNING MACHINERY, CONtents of a complete plant. 80 H.P. Boiler, Engine, Gas Engine, Motor, Retorts, Capper, etc. Box 210 Canadian Grocer, 153 University Ave, Toronto, Ont.

FOR SALE.—ONE EUREKA BUTCHER REfrigerator, size 6 ft. x 8 ft. x 10 ft., two glass doors. Has had ice in twice. Reason for selling. Phone or write E. C. Wallis, Sarnia, Ontario.

Good Sellers make business easy

BAKER'S

Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.

Registered Trade Mark

Made in Canada by

Walter Baker & Co. Limited

Dorchester, Mass. Montreal, Can.

Established 1780

Good papers furnish A.B.C. reports to their advertisers.

Canadian Grocer is a member of the Audit Bureau of Circulation.

Handled by Wholesale and Retail Grocers and Wholesale and Retail Druggists

Harold F. Ritchie & Co., Limited

Sales Agents for Canada

10 McCaul Street - Toronto, Ont.

When Writing Advertisers Please Mention This Paper

Personal Contact Gets More Trade

The best way you can make your business grow steadily is to meet and talk to passing motorists, and sell them on the service you can give them with a Bowser Chief Sentry. Then you can increase sales in your other departments.

The Chief Sentry not only saves time for the customer, but it enables you to handle more trade per hour.

The automatic features of the Chief Sentry, liberally advertised in the Saturday Evening Post and Literary Digest, reassure your trade that they will get full measure for their money. The sight glass on the discharge arm shows the customer that the measure is full. The tally bell announces the completion of each gallon of gasoline delivered. The Bowser centrifugal water separator insures as dry and pure gasoline as when first from the refinery. The recording meter acts as a perpetual sales register.

The Bowser Chief Sentry is high enough and big enough to make an impressive appearance and attract trade; it is low enough to go under any filling station canopy. It is unusually attractive in design. Bowser service, combined with your personality, will attract more motorists and **bring them back**. Ask for booklet C-11, which describes the Chief Sentry money-making possibilities.

Bowser Equipment is MADE IN CANADA by

S. F. BOWSER & CO., LTD.

TORONTO - CANADA

Branch Offices and Service Departments throughout Canada and in principal cities abroad.

BOWSER

ESTABLISHED 1885

ACCURATE MEASURING PUMPS

BOWSER PRODUCTS

For Handling Gasoline and Oils Wherever Sold or Used

Filling Station Pumps and Tanks for Gasoline.
Portable Tanks for Oil and Gasoline.
Storage and Measuring Outfits for Paint Oils, Kerosene and Lubricating Oils.
Carload Oil Storage Tanks.
Power Pumps.
Dry Cleaners' Underground Naphtha Clarifying Systems.
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When Answering Advertisements

Please Mention

CANADIAN GROCER

BUYERS' MARKET GUIDE
Latest Editorial Market News

TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

PASS IT ON

Do you pass your copy of Canadian Grocer on to your clerks and to your new friends in the trade?

Canadian Grocer will take them through the stores of dozens of successful merchants every week.

Markets, sales, advertising windows, the successful methods of hundreds of merchants reported for them.

Can you think of a more broadening influence and a more educative medium in which to get them interested.

The more your clerks know about the grocery business the more value they will be to you.

Pass Canadian Grocer on and if they want to subscribe, the price is $4.00 a year—(less than eight cents a week). Address

Canadian Grocer
153 University Avenue
TORONTO, CAN.

J. & J. Taylor's Safes for Sale

One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.
One J. & J. Taylor Safe, 18 inches deep, two feet 9 inches wide, four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 108, Canadian Grocer.
153 University Ave., Toronto

FRENCH PRUNE CROP A FAILURE

Reports received from France state the crop of French prunes this year will be almost a total failure. Last year the production was over 15,000,000 pounds and this year, on account of the recent damage, they do not expect to have over 2,500,000 pounds.

OLIVE MARKET ADVANCING

The Spanish olive market continues to steadily advance. Seville has shown an upward trend for some weeks and the shortage of 1921 fruit of all kinds has caused many of the exporters to withdraw from the market. All desirable sizes, abroad, are difficult to find and with the growing shortage, quotations on the New York market have been advanced.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

SIGN WRITING
Do Your Own Card Writing
Write for our Catalogue which will tell you what you need. Best goods at Closest Prices.
ARTISTS' SUPPLY CO.
77 York St., Toronto
Mention this paper when writing

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank Street

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

TEA
Individual Tea Bags
Are Manufactured By
NOCK and COMPANY
110 CHURCH ST., TORONTO
We offer a complete service, including Tea Bags, Filling and Labelling Bags, and packing cartons.
Let us quote you.

SHERER SANITARY GROCERY COUNTERS
We manufacture four styles of counters for the retail grocer
1. Dry bulk groceries.
2. Fruit and vegetables.
3 Combination counter and show case
4 Bakery goods
Ask for information about [illegible] you want
Dept. 57.
Sherer-Gillett Co., Ltd., Guelph, Ont.

Opportunities are Offered Every Week On This Page.
Are you making use of them?

THE McCASKEY

A COMBINATION which While Giving Complete Adding Machine Service—Constitutes

A CASH REGISTER

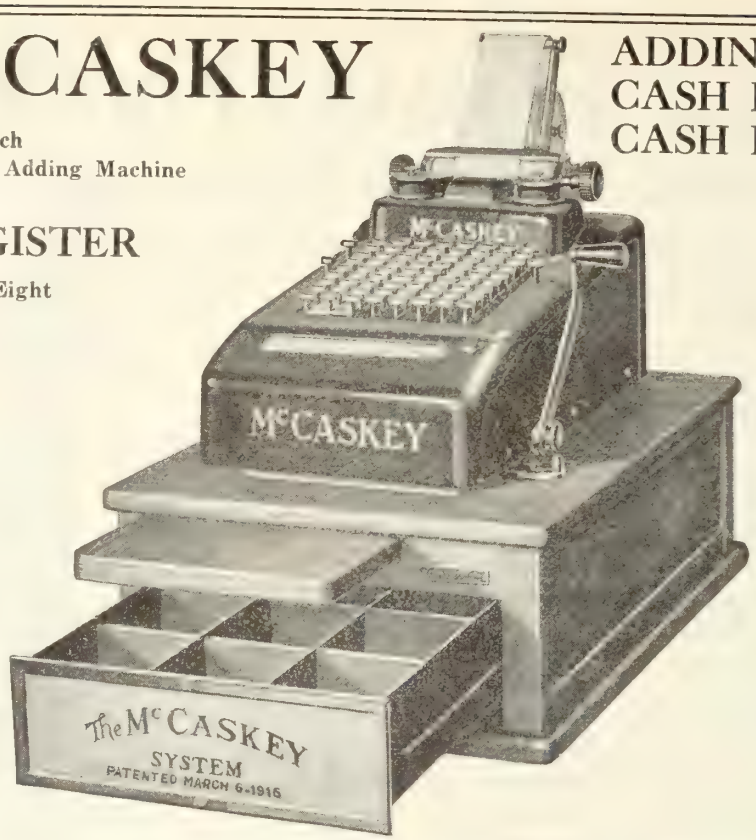
Equal to Any Four or Eight Drawer Cash Register

Adding Machine

By use of Duplicate Tape on Adding Machine a Cash Receipt can be given to Customer, the Duplicate remaining on Rewind Pin as record.

A TWO YEARS' GUARANTEE

with each Machine



ADDING MACHINE— CASH DRAWER— CASH REGISTER—

CHOICE OF THREE KEYBOARD ARRANGEMENTS

One or two rows of 9 symbol keys will give complete Department and Clerk control.

Cash Drawer

Operated by Adding Machine Lever—Bell Ringing when Opened.

A CASH SYSTEM for all lines of business. Without equal in price and service. It Adds, Subtracts and Multiplies. Sold on Liberal Monthly Payment Terms.

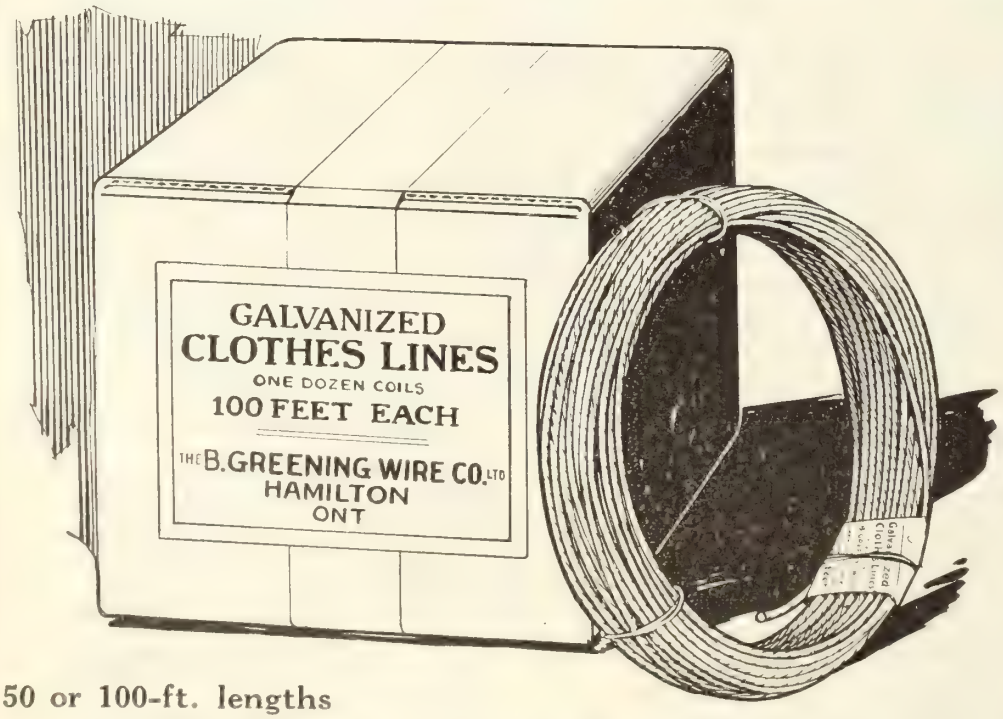
Another Addition to the Already Famous "McCaskey" Line of Specialties in Account Systems.

McCASKEY SYSTEMS LIMITED

Account & Cash Systems--Adding Machines
Sales Pads--Counter Check Books.

GALT - - ONTARIO

Greening's Galvanized Wire Clothes Lines



Have the call to-day because the lady of the house knows they outlast ordinary lines.

Your jobber will supply you or write us.

Will not rust—won't get rotten. Worth a dozen made of cotton.

50 or 100-ft. lengths

The B. Greening Wire Company Limited

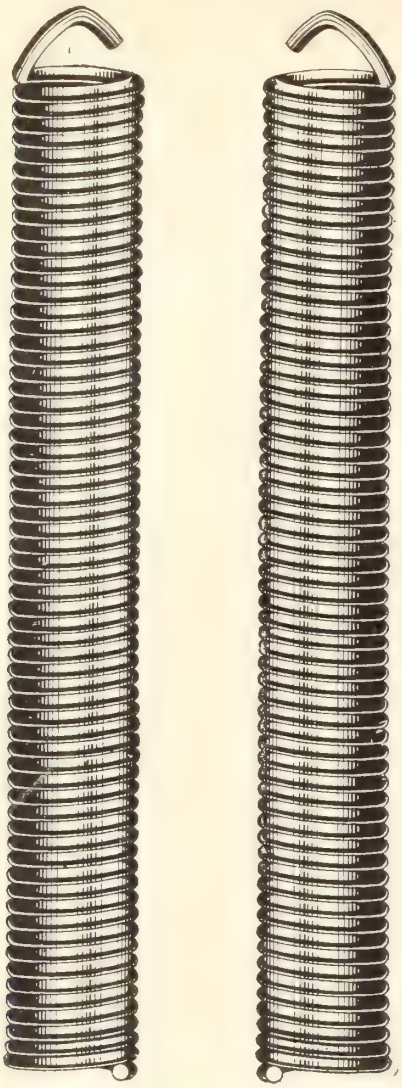
HAMILTON - - CANADA

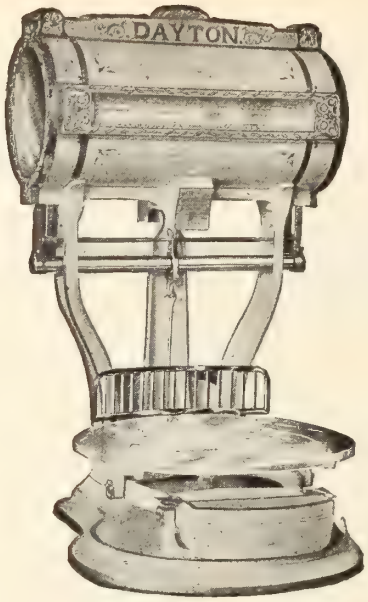
Bring the thirsty into your store

You'll bring everybody. Sell them bottled Coca-Cola. It yields big profits. Customers who come in for it buy other things.

Made in Canada
THE COCA-COLA COMPANY
Winnipeg — Toronto — Montreal

Sell by the case
for the home





Why Springs Mean Absolute Accuracy

Because springs obey scientific laws, they have become the basic principle of the watch, the speedometer and countless other modern instruments of precision. Spring-regulated scales have replaced earlier and cruder forms of weighing apparatus which depended entirely upon the force of gravity for their operation. The

Dayton Automatic Scale

embodies this established scientific principle. Scientifically constructed and tested springs enable the Dayton to respond with hairsbreadth precision to the tiniest fractions of weight. Weight and price computations are given instantly with unvarying accuracy. The Dayton Scale is the most durable made—no one has ever seen a Dayton wear out. As a time saver, profit protector and winner of your customers' confidence, every Dayton you install in your store will pay for itself many times over.

Sold on attractive monthly payments without interest; or discount for cash.

Sent in your answer to our great $1,000 Cash Prize Contest yet? Just answer the question: "What Reasons Would You Advance to Sell a Dayton Scale?" Answers must be in by June 30.

International Business Machines Co., Limited

FRANK E. MUTTON, Vice-President and General Manager. Head Office and Factory: 300 Campbell Ave., Toronto.

For your convenience, we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld.

THE DAYTON IS MADE IN CANADA

The Largest Circulation of any Trade Paper in Canada

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI. PUBLICATION OFFICE: TORONTO, ONT., JUNE 16, 1922 No. 24

The Match Company, Limited, Plant at Berthierville, Quebec, the finest and most modern Match Plant in Canada

THE Match Company Limited have established the finest and most modern Match plant in Canada at Berthierville, Quebec.

Machinery of new type is being installed, the patents of which they control, which will enable them to produce the most perfect matches Canada has known.

THE MATCH COMPANY LIMITED

EXECUTIVE OFFICES: 137 McGill Street, Montreal

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation.

EDDY'S matches are best.

Why?

Because they are the result of 71 years of experience and research.

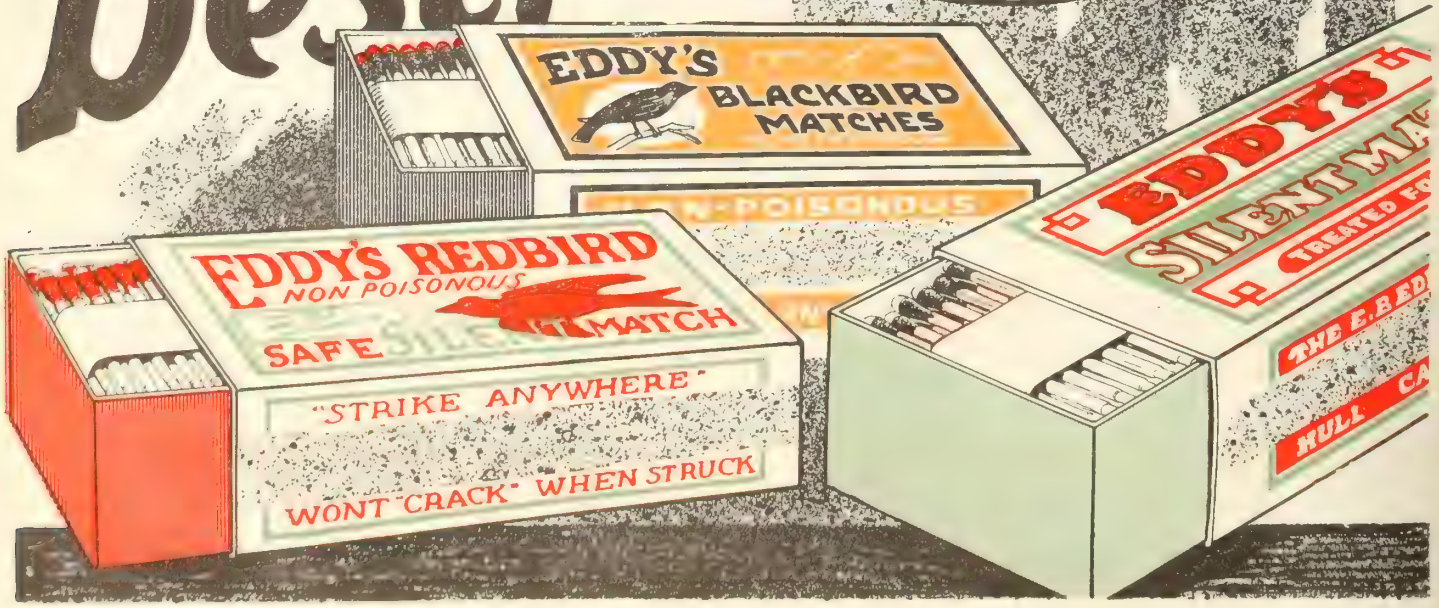
Because every EDDY MATCH is a safe, sure light. No flying heads, no dangerous afterglow. Non-poisonous.

Because your customers want EDDY MATCHES.

Because EDDY MATCHES give you more profit.

The E. B. Eddy Co., Limited
Hull, Canada

Branches at Montreal, Toronto, Halifax and London, Ontario.



"EAGLE BRAND" CONDENSED MILK
"ST. CHARLES" EVAPORATED MILK
MALTED MILK—SQUARE PACKAGES

Borden's

"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
"REINDEER" CONDENSED MILK

—the name that has stood for the best in milk products for over 60 years

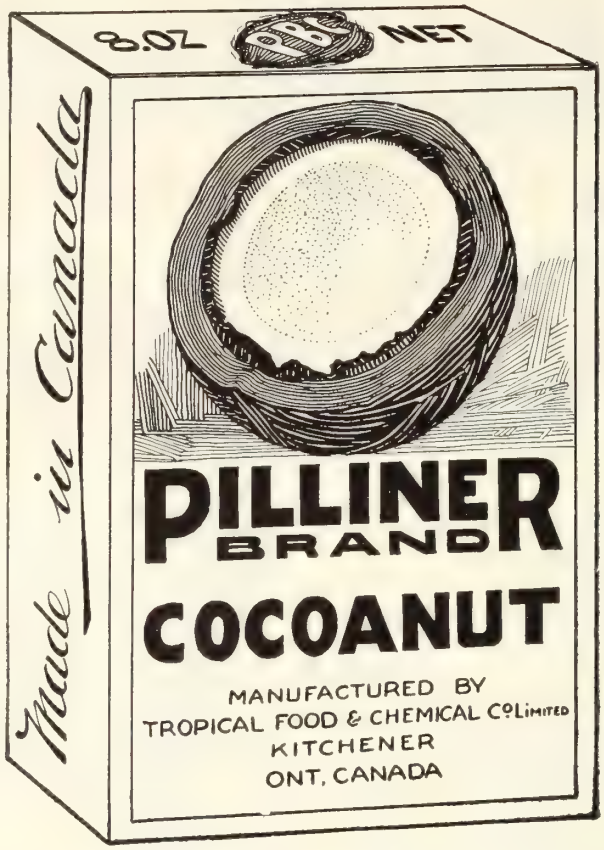
Include Sales Tickets with window display. Feature Tall Size—and watch the sale grow.

¶ Clerks who dress the sales windows of modern grocery stores have it within their power to bring not only big profitable business to their employers but also to win rapid advancement. Frequent attractive window displays of **Borden's** popular summer lines have helped thousands of aggressive window-dressers to obtain results that have merited advancement. Why not try a good Borden display—it always pays.

A SIZE FOR EVERY NEED

MONTREAL **The Borden Co. Limited** VANCOUVER

Sold by the Package



Made in Canada

Better During the Warm Weather

During the hot summer months bulk cocoanut loses weight and flavor quicker than in the cool weather.

Pilliner Brand Cocoanut in sealed air-tight cartons keeps perfectly under any conditions. The carton is impervious to all kinds of weather.

When you sell Pilliner Brand Cocoanut this summer you will be sure that your customers will come back with no complaints. This Cocoanut is made from the finest selected Jamaica nuts. Not a bit of the original flavor is lost because the carton keeps it in.

Cocoanut is the basis of many pies, puddings and other warm weather dishes.

Ask your jobber or write us.

Messrs. Cruickshank & Guild
32 Front Street, Toronto
Distributors for Eastern Canada

Messrs. Mason & Hickey,
Winnipeg, Manitoba
Distributors for Western Canada

Tropical Food & Chemical Co., Limited

KITCHENER - ONTARIO

A Profit, with no Capital Invested,

CAN BE OBTAINED BY SELLING

—"SALADA"—

There is no possibility of loss on the grocer's part, as every pound of "SALADA" is guaranteed to sell or the full purchase price will be refunded.—The Demand is so great that the Tea, almost invariably, is sold, and the profit made, before it has been paid for.

"SALADA"

LET "SALADA" EARN MONEY FOR YOU

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers' Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
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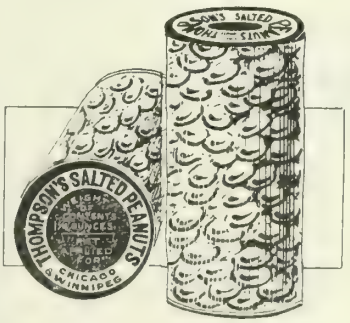

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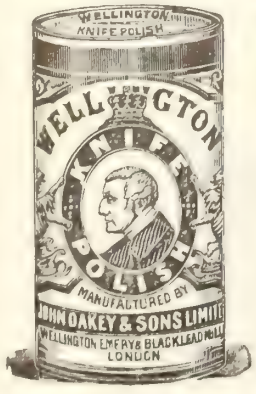

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KNIFE POLISH
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
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Agents:
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Thistle Brand Canned Sea Products

should be on your shelves. Give to your customers who want the **best,** the opportunity to buy the **best.**

Finnan Haddie
Clams
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Lobster

For Frank E. Davis Fisheries, Ltd. pack only the very finest fish.

General Sales Agents
Tippet & Co., Ltd.
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Bacon Looks Best in a "Riteshape"

AND so does butter, lard, fruit, fish—in fact most every food product you sell in bulk looks its very best when served in a Riteshape. But it not only looks better—it KEEPS better. No odor, no contamination, no waste. And here's another thing—you can do up average quantities—such as half-pounds, pounds and two pounds all ready for serving quickly when the rush comes. The Riteshape certainly does save your goods, your time and your money besides giving you the best opportunity for tasty displays. The Riteshape is made in all sizes from ½ lb. to 10 lbs. Each dish carefully examined and warranted perfect.

Write for samples and prices.

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Profit by *O'Keefe's* Popularity

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Ale - Lager - Stout

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Eureka Refrigerators
vs.
Hot Weather

Eureka Refrigerators and hot weather always work together, for the hotter the weather, the more you need a Eureka; and the hotter the weather, the better the Eureka will work and save your perishable foods.

Don't let this summer pass with your old ice box. If you do you will pay money out for perishable foods which need perfect refrigeration and you will also pay out money for ice, which when put into a faulty refrigerator will not give you value for your money. So therefore you are spending it for nothing.

It is real economy to purchase a Eureka Refrigerator —they are patented and fully guaranteed.

Write for free literature and prices

Eureka Refrigerator Co., Limited

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STICKNEY & POOR'S
RAPID COOKING
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Makes delicious wholesome desserts. Suggest it to your customers.

S & P Rapid Cooking Tapioca is one of the justly famous S & P line.

Next time you make up an order for—Mustards, Spices or Seasonings specify—

STICKNEY & POOR'S
Your co-operating servant,
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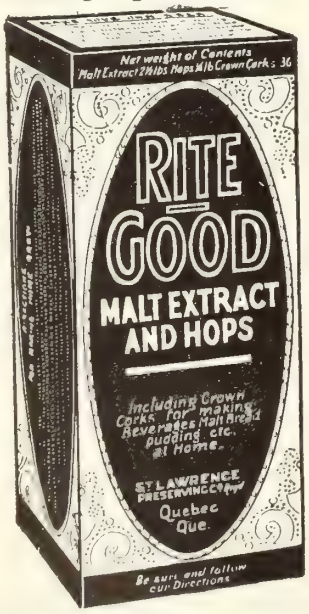
STICKNEY & POOR SPICE COMPANY
1815 Century old — Century honored 1922
HALIFAX
Mustard Spices Seasonings

Making High Class Brew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Malt Extract 2 lbs. Hops ¼ lb. Crown Cork: 36
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GOOD
MALT EXTRACT
AND HOPS
Including Crown Corks for making Beverages, Malt Bread, Pudding, etc. at Home.
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Be sure and follow our Directions

Guaranteed a Real Drink

AN EXCELLENT DRINK

of Rich Creamy Brew that is meeting with a big demand in all parts of Canada

Many of your customers will require the use of a good malt extract during the warm weather for making home brew.

Rite Good malt extract will please those who are particular and require a high class malt extract easily made. Directions on each package.

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The St. Lawrence Preserving Co., Regd.
QUEBEC

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[New "A" Size]

Display Cartons for Summer Trade

These handy "moisture proof" cartons are a particularly easy line for the merchant to handle — there is no weighing, no wrapping, they take less time to sell and there is no container to return for credit note.

They especially appeal to campers, picnickers and summer resorters, and a nice display during the vacation season will make increased sales.

Each carton contains a popular variety of well-known "Christie" quality biscuits packed in a way that prevents breakage and keeps them fresh, crisp and delicious. Each biscuit is marked with the "Christie" stamp of approval and you have the assurance that the quality is supreme and that they are genuine.

BISCUITS OF QUALITY

The following popular lines packed in this new "A" size display carton.

"Virginia"
"Arrowroot"
"Arrowroot Wafers"
"Lemon"
"High Tea"
"Wedding"
"Fruit Drops"
"Fig Bar"
"Vanilla Wafers"

CHRISTIE, BROWN & CO.

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Sapon Soap has become popular with the trade because—

It is a quick seller and returns a good margin of profit.

The reason for its popularity with the consuming public is because—

It is an absolutely pure soap which costs no more than ordinary soap. As the name implies—it is made of cereals—not a particle of animal fat enters into its manufacture.

Order a small quantity from any wholesaler. Try a cake of Sapon in your own home—you will then realize what a wonderful toilet soap Sapon really is.

Made in Canada by

SAPON SOAPS OF CANADA LTD., Hamilton, Ont.

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SAPON
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Made in a Variety of Shapes and Perfumes

ONE CONCLUSION

can be drawn from the continued growth of RED ROSE TEA SALES—the confidence both the grocer and the public have in its unvarying quality.

RED ROSE is a TEA you can bank your last penny on—its standard has not varied in 28 years, and its advertising has made it a ready seller in every corner of Canada.

T. H. ESTABROOKS COMPANY, Limited

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HOW MUCH ARE YOU WORTH?

In this country we reckon individual wealth in terms of a man's total assets. Jones is worth $5,000; Smith is worth $50,000; Brown is worth a million.

In France people estimate their wealth not by reckoning principal but by income—assured income. LeBlanc is worth 1,500 francs income a year; Garneau is worth 20,000 francs a year and Daudet is worth 250,000 francs a year.

The French can indeed teach us something. A man is worth only his absolutely safe yearly income, not the value of his securities, business and other assets that fluctuate in value.

Investments should not be reckoned in terms of their par value or even their market value but according to the income they bring. Investments have lost their value as such when they are not paying dividends or when interest is in default. The investments that will bring in the steady income are the ones you naturally seek. But how difficult it is to choose from among the array of tempting securities offered. So often securities that seemed so promising have proven utterly worthless.

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Wherever mustard is used, these two famous brands are known and recognized as superior to all others—Because they are stronger, they last longer, and thus represent the economy plus quality that every housekeeper wants.

The dependable quality of Colman's and Keen's reflects to the credit of dealers handling these lines.

COLMAN-KEEN (Canada) Limited
520 King Street West, Toronto.

A Valuable Impression

A pleasing impression upon customers is of value. You can create one and at the same time save your goods from damage by spreading sheets of TANGLEFOOT in your show windows, especially over Sunday.

TANGLEFOOT will then be at work for you and will not only catch the flies, but attract the attention of people who pass your store to your efforts to keep your stock clean and fresh. For 1922 TANGLEFOOT has been considerably reduced in price.

Remember TANGLEFOOT *catches the germ as well as the fly, and that poisons, traps or powders cannot do it.*

CANADIAN GROCER

Vol. XXXVI TORONTO, JUNE 16, 1922 No. 24

Stamp Tax on Receipts is New Proposal

Hon. W. S. Fielding Makes a Number of Important Changes in His Original Budget—Tax on Soft Drinks, Cigarettes, Cigars, is Reduced, and on One, Five and Ten Cent Lines of Confectionery the Tax is Removed—Other Modifications

OTTAWA, June 12. (Special).—Hon. W. S. Fielding, Minister of Finance in announcing certain modifications in taxation, as brought down in his budget of May 23, introduces a new tax, not heretofore in operation in Canada. It is proposed to tax all receipts for ten dollars and up two cents. All amounts under ten dollars are exempt. This is undoubtedly one of the most important changes in the original budget, as affecting the retail trade. The exact text of the government's intention in this regard, is not definitely known, but the new tax is evidently a similar one to that which has been in vogue in Great Britain for many years.

"The expression 'receipt,'" according to the resolution of the Hon. Mr. Fielding, "shall mean any note, memorandum or writing whereby any money amounting to $10 or upward, or any bill of exchange or promissory note for money amounting to $10 or upward, is acknowledged or expressed to have been received, deposited or repaid, or whereby any debt or demand of the amount of $10 or upward is acknowledged to have been settled, satisfied or discharged, or which signifies or imports any such acknowledgment, and whether the same is or is not signed with the name of person." No reference is made to cash slips given over the counter.

Does Not Apply to Cash Slips

A. E. McLean, sales manager of the National Cash Register Co., Toronto, in discussing the tax on receipts with Canadian Grocer expressed the opinion that it did not apply to cash sales over the counter. Thus the ordinary cash slips passed over the counter to the person paying cash would not have to carry a stamp. In Mr. McLean's opinion cash register slips will not be considered receipts according to this Act, although the resolution of the Finance Minister does not particularly say so. The British Act, it is pointed out, applies only to formal receipts bearing the words, "received from etc."

The British practice, apparently is to exempt from receipt tax any cash transaction over the counter, unless a formal receipt is issued, and to place the tax only on a formal receipt issued for two pounds or over. Mr. McLean believes the Canadian practice will be based on that of the British.

Grocery bills, if they come to $10 and over, when paid must bear a stamp, cancelled by the persons receiving the money. The manner of cancellation is for the person issuing the receipt to write his name in such a way that it crosses the stamp. Legally, the receipt will be worthless if it does not bear the stamp.

"It is evidently the intention of the Finance Minister to follow the British Act, but as he has not made public his regulations," added Mr. McLean, "we will have to wait for further announcements. However the ruling does not come into force until January first next."

Wants More Particulars

E. M. Trowern, Dominion Secretary of the R.M.A., when spoken to about the receipt tax, was not

MODIFICATIONS IN THE BUDGET

Tariff item No. 143, affecting cigarettes, is changed. On cigarettes the weight of the paper covering to be included in the weight for duty, the duty is $4.70 per pound and 25 per cent, as compared with $5.25 and 25 per cent. in the announcement of May 23.

The Inland Revenue Act is amended on cigarettes. The $9 per thousand in the May 23 Budget is reduced to $7.50 per thousand. On cigarettes made from raw leaf tobacco, weighing more than three pounds per thousand, the excise is $12.50 per thousand.

The former tax of 49 cents per hundred lbs. on beet sugar is now reduced to 24 cents per 100 lbs. Sugar, sugar drainings, melado, sugar concrete and molasses testing over 56 degrees, and not exceeding 75 degrees per 100 lbs., 12 cents. The former excise was 25 cents. For each degree over that amount of polarization the new tax is one half cent per hundred. Formerly it was one cent per hundred.

Confectionery, which may be classed as candy or a substitute for candy, other than 1 cent, 5 cent, and 10 cent lines, is still taxed 5 per cent.. The change as compared with the first announcement is in the exemption of the lines priced under 10 cents.

The tax on soft drinks is reduced from 10 cents per gallon to 5 cents. An ad valorem tax of 5 per cent. is applied to the soda fountain man. Ale, beer, porter and stout are reduced from 15 to 12½ cents per gallon.

Excise taxes on cigars are charged as follows:

(a) Valued at not more than $40 per thousand—per thousand, 50 cents.

(b) Valued at more than $40 per thousand, and not more than $110 per thousand—per thousand, $3.

(c) Valued at more than $110 per thousand and not more than $150 per thousand—per thousand, $7.

(d) Valued at more than $150 per thousand and not more than $200 per thousand—per thousand, $10.

(e) Valued at more than $200 per thousand—per thousand $16.

Stamp tax on cheques is changed. It is now two cents on every cheque or express order for $50 and units of $50, up to $5,000. In no case can the stamp exceed $2.

A new tax is the tax on receipts. Up to $10 receipts are to be exempt. On every receipt from $10 up a tax of two cents is charged. No matter what the size of the receipt above $10 the tax remains the same.

The tax on telegrams and cables is cut from five cents to three cents.

prepared to make any statement in regard to the same, until such time as Mr. Fielding makes it clearer as to just what form of receipt and transaction it applies.

Is This Basis Workable?

Regarding the change now made in the previous clause referring to the valuation of goods from countries of depreciated currency it is now proposed to have the value of the article determined by the standard of the English value. If two parcels come into Canada on the same day, one being from England and one from Germany, both of the same character, the value shall be determined by the value of the English article, if the articles are made in England of like value.

Where the articles are not made in England, and therefore the English standard of value will not serve the purpose the value in a neighboring country where the currency has no substantial depreciation is taken. It might be Holland or Switzerland, or some of those countries where there is no substantial depreciation. The standard is the English value. Whatever is the English value of the article is taken as the value of the foreign country, in any case in which there is a depreciation of currency.

C. B. Watt of Watt & Scott, importers, Toronto, in expressing his opinion of this change in the budget, declared that the basis of determining the value was very reasonable, that is, taking the English valuation of the article, but he does not believe it is workable, unless some provision is made for the determining of this value. One customs collector might say a thing is worth a certain price in England, and another collector reckoning the English value in a different way might arrive at an entirely different figure. Providing it is left to the collectors, Mr. Watt believed that it would not be workable.

This Tax Is Better

F. G. Riseborough of the Dominion Sugar Co., Toronto office, looked upon the reduction in the tax on beet sugar as an improvement. He believed that cutting the tax in half would not result in such hardship to the growers and to his company as the one first proposed. Instead of 49 cents per hundred the tax is now 24 cents.

The tax on cheques that caused a good deal of opposition at the first announcement has now been changed to read: "A stamp of two cents on every cheque for $50 and units of $50 up to $5,000. In no case can the stamp exceed a total of $2."

Soft Drink Makers in Montreal Say They Will Have to Absorb Tax

See Little Improvement in Changes in Budget As Far As Soft Drinks Are Concerned—Cigarette Manufacturers Say Consumption is Reduced Since Budget Announcement

MONTREAL.—Some of the local manufacturers express satisfaction in the compromise made by the government in the new taxation. Others feel that it is simply complicating matters. Manufacturers are not building their hopes too high on this until the government has made an official statement. In view of this the different manufacturers are reticent about saying anything in regard to their plans. Some of the manufacturers of soft drinks are still in Ottawa and those who could be reached by a Canadian Grocer representative stated that the 50 per cent. reduction in the tax on soft drinks did not improve the situation very much in view of the fact that it made it almost imperative that the manufacturers absorb the tax of 5 cents per gallon or 5 cents per dozen bottles of the small size, which as one manufacturer said "is a fair statement of the profits we now make on soft drinks." So far the feeling is, as the Finance Minister said in his speech to parliament, that the manufacturers will have to absorb the tax and continue selling their soft drinks at present prices. This they are not anxious to do since it cuts off a good part of their profits which they claim are already small in percentage. On the other hand they are not anxious to advance the price since they feel sure it will but increase the overhead cost of manufacture.

Cigarette Industry Hurt

Like the other manufacturers, the cigarette makers refuse to make any definite statement until they have discussed the matter among themselves. The representative of one firm said quite unofficially to a Canadian Grocer representative that already the sale of cigarettes had been cut down from 40 to 50 per cent. and that even at the higher rate of taxation the government was losing money by their recent increase in the excise tax. When asked if the government reduction of $1.50 per thousand of cigarettes taxation would make any change in the present advanced retail price on cigarettes, this gentleman, while claiming to know nothing officially of the plans of the cigarette makers, intimated that it might mean a reduction in the retail price. It is evident that the manufacturers of cigarettes are anxious to have the retail price brought back to the basis of sale prior to the announcement of Mr. Fielding's budget. Nothing will be known definitely of this prospect until the cigarette manufacturers have had a chance to discuss the matter among themselves. In the meantime it is impossible to get a statement from any one of them.

Confectioners Hold Meeting

Immediately on the announcement of the proposed reduction in taxation on the 5 and 10 cent confections, the confectionery manufacturers of Montreal held a meeting. Prior to the meeting each of the manufacturers refused to express their views but it is believed that they are partly satisfied with the adjustment made, which will allow the 5 and 10 cent confections to remain on the market and also safeguard the childrens' one cent treats.

Will Still Increase the Cost of Bottled Goods 10 Per Cent.

Toronto, June 14.—Bottlers of soft drinks express themselves as appreciating the change in the tax on soft drinks. The old tax on this line was 10 cents per gallon but under the amendment the tax is reduced to 5 cents. The new tax, however, will still have the effect of increasing the cost of bottled goods 10 per cent. One manufacturer points out that the small bottle which formerly cost the retailer 40 cents per dozen will now cost 45 cents per dozen. "This will mean that the retailer cannot sell it for five cents, as fifteen cents profit on a dozen is not great enough," said this manufacturer. "There is always a certain amount of loss in handling bottled drinks, so the retailer will have to advance the price to six or seven cents."

Still Do Not Like the Five Per Cent. Confectionery Tax

Toronto, June 14.—"We still do not like the idea of an excise tax of 5 per cent. on candy," C. J. Bodley, secretary of the biscuit, confectionery and chocolate industries of Canada, remarked to Canadian Grocer, in commenting on the modifications in the budget. The Toronto members of the association held a meeting on Tuesday of this week when the change was discussed. It is held that the five per cent. tax is a hardship at this time, and while the removal of the tax on the one, five and ten cent lines is fully appreciated, it is felt that the entire tax should have been removed.

Another meeting of the entire association is called for next Wednesday in Toronto when the matter will be further discussed and steps taken to urge the complete elimination of the tax.

Big Export Inquiry Strengthens Sugar

Heavy Shipments Both From Canadian and U.S. Refiners to European Sources Result in Higher Prices for Raws—Canadian Refiners Announce an Advance of From 50c to 60c Per Cwt., Making Price Montreal Basis $6.50

THE STRENGTH of the sugar market was again in evidence during the past week when all refiners announced an advance of 50 to 60c. per hundred, making the Montreal basis $6.50 for standard granulated.

This advance came as a result of the increasing cost of raws and the increase in the demand for export to European sources both from Canadian and U. S. refiners. The price of American refined sugar is advanced from $5.40 to $6 and the export price for the same sugar is advanced to $4.25 as against the former price of $3.70, net cash in New York.

The advance in the raw markets is attributed in the main to the heavy demand from the United Kingdom and practically the whole of Europe for both raws and refined sugars, and although there does not appear to be any check in this inquiry. A short time ago it was considered that Germany would have sufficient sugar to meet its requirements, but recently a demand has materialized from that quarter, indicating that sugar is needed. Russia has also become a factor in the situation.

Domestic Consumption Greater

Domestic consumption both in Canada and the U. S. has shown a rapid increase and with good fruit crops in prospect and the heavy consuming period at hand there is every reason to believe that the strong tone prevailing will become accentuated.

Another factor has been the heavy shipments of sugar from Cuba, totalling over 3,000,000 tons of both old and new crop combined, during the period from Jan. 1 to June 3. It is estimated that 1,823,345 tons of which amount about 300,000 tons have been sold, leaving an available balance for Canada, United States and Europe for the next six months of only 1,500,000 tons.

Exports Jan. 1 to June 3

The following table compiled by Willett & Gray, in regard to the situation of the Cuban crop, shows the exports from January 1 to June 3 and the estimated amount available for the next six months.:—

Old crop (1920-21) exports from Jan. 1 to June 3	1,146,772 tons
Exports of new crop for the same period	1,875,201 tons
Total exports Jan. 1 to June 3	3,021,973 tons
Cuban crop estimate	3,750,000 tons
Consumption	130,000 tons
	3,620,000 tons
Carry-over on Jan. 1, 1922 of old crop	1,225,318 tons
	4,845,318 tons
Deducting exports as above	3,021,973 tons
Balance supply available	1,823,345 tons

Out of the above balance, however, there must be deducted from 250,000 to 300,000 tons which have already been sold.

"As far as Porto Ricos are concerned," says Willett & Gray under date of June 9, "there are only 150,000 tons still to be shipped from that island, while the Louisiana crop is practically exhausted and there is only a comparatively small quantity of domestic beet granulated to be distributed. There are about 50,000 tons Philippines afloat and shipments from these islands will likely continue between 30,000 and 50,000 tons for the next few months."

NEW MANAGER OF THE NIAGARA FRUIT GROWERS

Ottawa, June 13.—Charles W. Baxter, Dominion Fruit Commissioner, has severed his connection with the Canadian Civil Service and enters immediately upon his new duties as manager of the Niagara Peninsula Fruit Growers, Limited.

Exports of Refined and Foreign Sugars From U.S. in April

IT WILL BE noted in this table that Canada is not included for the year 1922. The total imports of sugar for Canada for the twelve months ending March 31, 1922 were 883,283,112 tons as against 706,825,703 tons in 1921, an increase of 176,457,409 tons.

To	April 1922	Total 1922	Jan. 1 to April 30 1921	1920
Algeria	2,130	4,291	.....	.....
Argentina	2,075	16,606	14,451	.....
Azores	100	167	6	1
Belgium	1,955	4,231	.....	4,545
Bermuda	144	289	287	14
British India	4,800	12,455	1,043	.....
British Honduras	1	30	63	.....
British W. Africa	221	515	137	1,235
Canada	.....	.....	2,016	122
Canary Islands	594	1,294	254	186
Chili		214	39	.....
China	18	5,059	21	23
Cuba	37	177	1,692	218
Denmark	249	1,386	1,000	.....
Egypt	2,576	11,868	812	.....
England	36,051	96,136	20,910	72,263
Ireland	490	1,809	2	145
Scotland	5,846	9,971	268	6,162
Finland	1,278	1,413	.....	1
France	27,158	75,877	202	105,100
French Africa	95	202	63	741
Germany	1,851	6,381	814	541
Gibraltar	.....	116	245	3,395
Greece	5,834	15,996	18,943	2,354
Greece in Asia	640	3,412	.....	.....
Hayti	16	321	290	195
Hong Kong	.....	5,275	.....	.....
Italy	1,507	5,896	17,916	151
Jamaica	7	269	105	12
Japan	108	213	1,033	57
Latvia	1,126	1,128	.....	.....
Malta Gazo Cyp Is.	375	1,457	286	.....

To	April 1922	Total 1922	Jan. 1 to April 30 1921	1920
Mexico	3,232	6,878	7,163	269
Morocco	314	1,636	55	.....
Netherlands	3,156	6,249	4,334	112
Newfoundland	226	814	1,137	279
Norway	5,883	9,186	.....	21,796
Other British W. Ind.	60	224	267	38
Palestine	1,492	2,841	.....	.....
Panama	69	341	481	2
Paraguay	.....	.....	179	.....
Philippine Is.	221	675	539	708
Portugal	.....	261	49	.....
Poland and Danzig	.....	.....	.....	466
Roumania	580	1,604	901	70
Russia in Europe	493	558	307	321
San Domingo	9	63	676	16
Sweden	45	45	2	.....
Spain	5,393	21,712	19,148	7,739
Spanish Africa	.....	950	3	3
Switzerland	.....	.....	.....	16,111
Turkey in Asia	.....	.....	2,245	123
Turkey in Europe	3,035	8,108	5,941	2,109
Ukraine	1,050	1,598	.....	.....
Uruguay	2,291	8,807	4,439	50
Virgin Islands	29	245	251	40
Yugo Slavia, Alb., etc.	570	1,772	285	.....
Other Countries	442	1,777	421	219
Totals	125,872	360,818	131,721	247,939

Includes 3,362 tons of re-exports of imported cane sugars in April 1922.

Includes 5,694 tons re-exports of imported cane sugars to April 30, 1922, and 64,192 tons re-exports of imported cane and beet sugars to April 30, 1921.

Will Not Injure The Family Grocer

Independent Grocers Must Meet the Competition of the "Chains" on the Basis of Service and Cleanliness—the "Chains" are here to Stay, Declares Montreal Wholesaler.

Third of series of articles on chain stores

MONTREAL.—Grocers here are asking themselves and each other, "How successful will the chain stores be in our city?" and "Will they hurt the legitimate grocery business?" The answers given by different grocers are interesting and vary considerably. The general opinion among the family grocers is that these chains will not hurt their business, but they do fear the price cutting. As Henry Russel, proprietor of Russel's Market, 847 St. Catherine St., west, Montreal, said to a Canadian Grocer representative, "These chain stores will never steal the trade of a grocer who gives good service, reasonable prices and quality. The man who may well fear is the one who has gained his transient trade though cut prices. For many years back grocers have built up a splendid business on the monthly credit plan and on delivery service. I do not think that any sensational offers of cut prices and novel systems will spoil that business."

Worthy of Thought

Many other grocers have expressed the same feeling but still that optimistic expression may be too assuring. The coming of the chain stores may well make the independent grocers think. There is little use of side tracking the question by saying that they will not succeed, for they are already growing rapidly in other centres and those who have studied the question say that the chain stores are here to stay. The point that the individual grocers must realize is that chain stores make a feature of lower prices and say little or nothing of service. In fact in some chains there is even no semblance of service.

What Wholesalers Think

"There is no doubt but that the chain stores have established themselves in this city for good," said Joseph Laporte, sales manager of Laporte Martin, wholesale grocers of Montreal, to Canadian Grocer representative. "There is no use in saying that they are only a fad. They are filling a place in the community but they certainly are not and will not take the place of the wide-awake grocer who is giving service to the public. I will grant that it will go hard with some but it will mean that the grocers must spruce up and put more energy and initiative behind their work."

How To Compete

When asked on what grounds the grocers can best meet the competition of the chain stores, Mr. Laporte replied, "By featuring service and cleanliness. There is room for great improvement in the cleanliness and general appearance of many grocery stores. There is no denying the fact that no matter how economical a certain class of customers may be, they all appreciate and demand service. If the grocery trade sets its thoughts towards featuring service and quality not only will the grocers hold their own with the chain stores, but they will greatly improve the status of the grocery business."

What the Chain Stores Say

In view of this it is interesting to know what the chain stores think of the competition they are offering the independent grocers. In a pamphlet distributed recently by the executive of a new chain of stores established in Quebec, the following paragraph appears:

"Actual tests of operation have proved that our stores undermine other chain grocery stores just as chain stores make inroads upon the neighboring grocery store business. This is true because we undersell other chain grocery stores just as chain stores undersell the corner grocery."

On the ground of cut prices they attract the public and "undermine" the "corner store." Little is said in the pamphlet about service. The word only appears once when it says "instead of customers waiting—— for a clerk to serve them 30 or 40 people can serve themselves at once." But this is not service. Perhaps the popular demand for service has been under estimated. Retail grocers claim that there is just as great if not greater demand for service than there ever was and on this ground the individual grocers may counteract the appeal of cut prices.

Room For All

"The chain stores are not taking the place of the independent grocers," said M. Zahler, general manager of the newly formed Pure Food Stores, Ltd., of Montreal, who are now operating sixteen stores in this city. "We do not hope to undermine the grocery business, but we want to build a place for ourselves and hope that our coming will be a benefit to the grocery business. As I see it our competition will bring more energy into the business, instead of frightening men out of the trade it will bring better men into it. We fill a place that in no way competes with the grocer who has a large family trade and who makes features of his service to his customers. His is a place in the community that is sound. It is built on the basis of popular demand. Yet, we hope too, that our place is also built on popular demand for in every city there are people who are willing to carry their own parcels and pay cash so that they may save on their purchases. We do not cut prices. We simply charge for the goods themselves and the comparatively small overhead that we have.

Credit and Delivery Costs

"No one can tell me that a merchant can give credit and delivery and not have it cost either himself or his customers something. Somebody must pay for it. There are two distinct classes of people in the city. Those who demand service and are willing to pay for it and those who are willing to sacrifice the service to save the expense. The chain cash and carry stores serve one class, and the family grocer the other. There are therefore two equally distinct classes of grocery stores and ample room for both to succeed and grow. One will not and cannot supplant the other. I grant, however, that the small grocer who has not in the past carried on his trade in a business like way, the one who has cut prices regardless of cost, merely to meet competition, will disappear. He lies between the two classes. He must ally himself with one or the other. For that reason I predict that the class of grocery stores will improve, the stamp of grocers will improve and the business itself will be on a healthier basis on account of the advent of the cash and carry chain stores."

Rochester Board of Trade Visits Montreal

Montreal.—During the week end of June 10th, 225 members of the Rochester Chamber of Commerce visited Montreal. They came from Rochester by boat, arriving here on Friday night. Saturday morning they were the guests of the harbor commission and were taken over the water front on the S. S. Three Rivers. At noon they were entertained by the Montreal Board of Trade at luncheon. The president of the Montreal chamber, Wm. Birks, addressed the gathering and Mayor Van Zandt of Rochester, replied. Some of the party attended the races on Saturday afternoon and all left Sunday morning for Cornwall where they took the boat for Rochester.

Can. Wholesale Grocers in Convention

Many Matters Affecting the Grocery Trade Generally Are Taken Up in the Annual Gathering of the Canadian Wholesale Grocers' Association, Meeting in Niagara Falls This Week—Attendance is Large, With Many Manufacturing Concerns Represented

By Staff Correspondent Canadian Grocer

NIAGARA FALLS, Ont. (Staff Correspondence)—The feature event in connection with the fourth annual convention of the Canadian Wholesaler Grocers' Association held at the Clifton House this week was the session on Tuesday with the manufacturers. Many of the latter declared themselves on their attitude toward wholesalers. These statements resulted in many questions about maintaining list prices and selling direct, and the discussion became quite lively at times.

There was a large attendance. More than 100 wholesalers were present, nearly a hundred manufacturers and agents. Forty-eight ladies were here with their husbands.

The question of "Drop Shipments" came up and a resolution, not to try to stop them but to regulate them so that list prices would be maintained, was passed.

Addresses of welcome were given by Mayor Newman of Niagara Falls and John W. Charles of Marland Woolnough Co., and also president of the Chamber of Commerce of Niagara Falls. W. C. Cross of Hall & Fairweather, Limited, St. John, N.B., responded. The president then asked Zepherin Hebert of Montreal to respond for the ladies, which he did in very acceptable terms. Mr. Charles then announced the social programme arranged for the pleasure of the visitors.

President Chaput, in his address, said:

"My remarks will necessarily be brief as the secretary in his report will refer more particularly to the work of the Association during the past year.

"Four months of my period as your president, I was away from Canada, and was fortunate enough to have our worthy Honorary President Hugh Blain consent to have a directing hand over the Association affairs during my absence and I am sure you will agree with me that it could not be left in worthier hands.

"We, in the Wholesale Grocery Business have passed through a very trying period, which has required of us all a very close supervision of our businesses. Our lumbering, fishing, mining, agricultural industries have all experienced an extremely dull and unsatisfactory business depression, but I am pleased to say that almost a complete reversal is taking place at the present time and conditions in all these important Canadian industries have recently shown a marked improvement. Markets are looking better, even sugar is showing signs of life.

ARMAND CHAPUT

Who presided at the annual convention of the Canadian Wholesale Grocers' Association in Niagara Falls this week.

"The nerves of business are steadying and I feel better over the outlook than I have for some months. The Wholesale Grocery business got it first, got it probably worse and had it longer than many others. They were the first to strike bed-rock and to rebound and I believe they will be the first to lead the procession back to prosperity.

"We have all been disappointed that the Court of Action brought against our Association has not yet been decided although over a year has elapsed since the hearing was concluded, the withholding of this decision which we all feel will fully uphold our rights should not however deter us in continuing to maintain the position that the most economical method of distributing a manufacturer's or producer's goods is through the Wholesale Grocery Channels, and I hope that during this Convention we can by conference with our manufacturing friends impress this point on them.

"If there were need for our Association among Wholesalers Grocers, the necessity is more pronounced now than ever before and this fact is admitted by the biggest men in the Wholesale Grocery business to-day.

"The consideration of social problems comprehends group action, and the wholesale grocer who labors under the impression that he individually can correct the things which are the cause of the present chaotic condition in the Wholesale Grocery business is making a big mistake.

"Your asociation as a whole has already taken action on the cheque tax and protested to the Government."

Mr. Hebert in referring to the president's address incidentally objected to the cheque tax stamp recently announced by the Finance Minister. He had suggested to a cabinet minister that it was class legislation as it burdened the larger firms and corporations and did not affect the smaller ones. He believed that some modification was to come. His proposal was a tax of two cents on cheques, etc., up to $100 and a straight five cents tax above that amount.

Secretary's Annual Report

Secretary A. C. Pyke reported the admission of six new members during the year, three in Quebec, two in Nova Scotia and one in Ontario.

"Our efforts," he said, "to have manufacturers arrange so the wholesale grocer would not have to lose the manufacturers' sales tax were continued during the year and we were successful in having a very large percentage of the manufacturers of proprietary lines meet our views in this respect. The increased tax to two and one-quarter per cent made it necessary to again approach the manufacturers and I am very pleased to report that already an extensive list of manufacturers have acceded to our request and are arranging so the wholesale grocer will not have to lose this new tax of two and one-quarter per cent.

"The arranging of this Sales Tax with manufacturers has meant a tremendous amount of correspondence as well as a great many personal interviews but it has been the means of saving many thousands of dollars to our members. We are still continuing our efforts and are very hopeful that we will soon have every manufacturer in line.

Breakfast Cereal Classification

"The proposed new Freight Classification No. 17 has engaged our attention for some time. This new classification proposes to change the classification on many grocery lines and also increase the minimum carload weights on numerous grocery items. We have had three sessions with the Freight Classification Committee in Montreal. At the first session the re-classification of breakfast cereals in packages was considered. They proposed changing classification on these items from eighth in cars and and fourth in L. C. L. to fifth in cars and third in L. C. L. We join-

ed with the traffic men of several of the cereal manufacturers in opposing this change and are pleased to say we were successful.

"Rule 24 of Freight Classification No. 16 which went into effect in May, 1921, and has been enforced since that date raised the classification one class on all packages which weigh less than twenty pounds or measure less than thirty-six united inches. This meant an increase in freight paid on articles coming under this rule of from 20% to 50%. We strenuously objected to this rule and requested its suspension and after an argument of considerable length we succeeded in having them recommend its suspension which became effective in December.

"In March last another hearing was held in which we opposed any increasing of carload minimums.

"The whole grocery list is to be considered at another session of the classification committee to be held June 27 and 28, when this association will be heard and a grocery list will be submitted by us for adoption in the new classification. In this work we have been very ably assisted by Mr. Zeph Hebert of Montreal and Mr. St. Clair Balfour of Hamilton.

Labelling of Food Products

"At our instigation, over a year ago, the Department of Health of the Dominion Government postponed the enforcing of the various clauses of Food and Drug Act until January 1 of this year. This Act requires all sealed containers of food to have plainly marked on their labels the net weght of contents, as well as correct description of the contents. As they had not enforced the Act on manufacturers the wholesale grocer at the beginning of this year had large quantities of goods on hand which were liable to seizure if the Act was enforced as planned.

"We had several conferences with the various Government departments interested and finally secured from them a promise that as far as the wholesale grocer and retail grocer were concerned they would withhold taking any action until July 1, but would enforce the Act as far as the manufacturer was concerned.

"This was a concession which your association should appreciate and govern themselves accordingly.

"We joined with other associations and Boards of Trade in requesting that the Act passed at the last session of Parliament requiring all goods imported into Canada to be marked with the country of origin should be considerably modified. We were requested by the Government to submit suggested changes in this Act and am pleased to say that our suggestions were adopted by the late Government which removed any objections that we had against it. Since then, however, the enforcing of the Act has been suspended and the new tariff changes proposed by the present Minister of Finance practically cancels it.

"Several of our members having written me regarding the situation created by manufacturers' representatives calling on them and presenting orders from the retail trade to be filled through wholesalers and soliciting quantity orders from the wholesale grocer based on the retail orders submitted. In many cases the retailers have refused these goods when delivered by the wholesaler and he is thus left with a much larger stock than desired. Accordingly the association prepared a rubber stamp and supplied one to each of our members, which read as follows:

> This order is given subject to seller's guarantee that retail orders submitted are bona-fide and will be accepted by retailers, and if not in accordance with above, goods may be returned to manufacturer.

Ideas on Sales Tax

"As several changes had been suggested in the Sales Tax and the Government having been urged by the Canadian Manufacturers' Association and others to amend the Act at the present session of Parliament by releasing the manufacturers from paying any Sales Tax and doubling the amount collected from the wholesaler it was deemed advisable and in our interests to arrange a conference with the Minister of Finance and Minister of Customs, when our views on the Sales Tax could be presented. Accordingly we met both the Minister of Finance and Minister of Customs in Ottawa on April 21st, and submitted our views which were as follows:

"That we heartily approve of the present Sales Tax and the method of collecting and administering same. We expressed the opinion that the present Act was being enforced fairly and working very smoothly and urged that it be continued as at present. If however, any change was contemplated we suggested that the tax be collected solely at the point of production, that is to say from manufacturer producing the finished article as it reaches the consumer and on imports through Customs. We also stated our strong objections to what is called a 'Turnover Tax.'

"The Minister of Finance stated that it was very refreshing to have such an influential and important association such as the Wholesale Grocers express their approval of the Act and not desiring any change, in fact he assured us that we were a very welcome deputation, and it is very pleasing to know that the Minister in his recent budget practically adopted the suggestions made by us and the wisdom of our efforts with the former government when the Sales Tax was first introduced two years ago to require manufacturers who sold to retail trade direct to pay the government an amount of sales tax double that charged to the wholesale grocer, can now be very fully appreciated as the Sales Tax at present shows a difference of two and one-quarter per cent. in favor of the wholesale grocer.

"The increase in the Stamp Tax on cheques, money and express orders as outlined in the new budget would mean a very large increase in the cost of doing business and we have accordingly protested to the Government against this proposal and have suggested a tax of two cents on cheques up to one hundred dollars and five cents on all cheques over that amount.

"May I suggest this motto for your consideration?

"I will run my business as I would like to see my competitors run theirs."

The treasurer, Thomas Kinnear, reported total receipts for the year of $7,412.92 and expenditures of $7,115.03, leaving balance of $297.09.

Desire To Hamper Trade

I. F. Hellmuth, K.C., counsel for the Canadian Wholesale Grocers' Association, in an address on Monday afternoon thought that the judgment in the last wholesale grocers' suit of the Ontario Attorney-General, had been too long delayed. He thought the judge, who was no doubt overworked, was perhaps making sure that his decision would be such that there would be no necessity of further litigation on the same subjects.

During this past session, he said, legislation was proposed making all resale price agreements void and of no value, but it has been withdrawn for at least another session.

"It is a pity that in this country," he said, "there is a desire on the part of some people always to hamper trade. If it were left to honorable bodies of business men to carry out agreements in respect of their own problems it would undoubtedly benefit consumers.

"Anyone can sell an article at any price he chooses so long as that price is reasonable. In Canada we have been allowed to fix the resale price up to the present time. It has been claimed by A. W. Roebuck, counsel for the Ontario Attorney-General that this method is conducive to higher prices to the consumer but this is a fallacy, as has been shown in other countries."

Mr. Hellmuth urged constant vigilance on the part of the association to watch every piece of legislation proposed in the Houses of Parliament. He did not think the term "Middleman" should be held in disrespect. Russia was the only country on earth where middlemen were done away with and look at its condition at the present time.

Percy Eby: "We have adopted the policy during the past year of getting the manufacturer to fix the resale price pending the judgment on our case and I would like to know from Mr. Hellmuth if that is the proper course."

Mr. Hellmuth replied that that was the big question that came up in connection with this case and his opinion was that such a contract is perfectly legal.

Hugh Blain of Toronto who has recently recuperated from a severe illness and who was mentioned as one of the pioneers of the wholesale grocers

(Continued on page 22.)

Manufacturers State Their Position

Representatives of Manufacturers of Foodstuffs and Kindred Lines Meet in Conference With the Canadian Wholesale Grocers' Association at the Annual Convention of the Latter in Niagara Falls This Week

By Staff Representative of Canadian Grocer

NIAGARA Falls, June 14.—Fred T. Smye (Balfour Smye Co.,) reported for the special committee dealing with manfacturers' relationships. He claimed that business conditions during the past two years had been unsatisfactory. This was partly due he claimed to the continued persecution of legitimate business interests on the part of the Ontario attorney general. This had caused considerable nervousness and uncertainty among wholesalers and manufacturers. There were springing up all sorts of chain stores, stores on wheels, etc. Severe losses were being experienced.

"There are some manufacturers," he maintained, "who were doing business on a fair legitimate basis but there are others who are not playing the game. There are manufacturers whose business has been built up through the jobbers and who have turned against them to supply goods direct to the retail trade. In many instances in the United States these retailers have developed to such an extent that they are now manufacturers themselves. There are wholesalers who are not doing right—wholesalers who continue to buy from manufacturers who are selling direct.

"Manufacturers should declare through what channels they are distributing their goods.

"Manufacturers too, selling through the jobber should allow the jobber a reasonable profit. The special committee also considered that the sugar refiners should meet the wholesale grocers at the earliest opportunity in Montreal and go thoroughly into the problems that have been existing and which have meant such a loss to everybody during the past year. He moved a resolution covering the above points.

R. J. Carson, (Kingston) stated that jobbers in Toronto and elsewhere were coming into Kingston and offering sugar at the Montreal price. His idea was that the manufacturers should state their prices and see that they are maintained.

H. G. Flint, (Shredded Wheat Co.,) stated the policy of his firm was to sell through the wholesaler with the exception of one or two accounts that were with them for many years. "We try to mildly insist upon the jobber taking the margin of profit that we provide. If at any time you find anything objectionable we want you to take it up with us."

Want Price Maintained

Geo. H. Millen, president of the E. B. Eddy Co., said his firm always sold through the wholesale trade and always intended to and to allow a fair margin. J. F. Taylor, also of E. B. Eddy Co., reaffirmed Mr. Millen's statement. "We expect every wholesaler to sell our matches at the list price, and we always endeavor to insist that this is done," he said.

Zeph. Hebert (Hudon Hebert) thought that jobbers who did not live up to their obligations should be cut off "even on circumstantial evidence."

John Miller, (Lever Bros.) stated their business is done through the jobber with a few exceptions that are approved by the wholesalers. "We discipline those," he said, "who do not live up to their obligations. But we think our relations and obligations should be on a 50-50 basis. There are travelers working on a profit commission basis who are passing out part of the jobber's margin in order to get business. This disorganizes trade and we maintain that the jobber should see that his salesmen live up to our terms."

H. G. Bauld, M. P. P, (Halifax) asked why soaps were being sold in the Maritime provinces through the retail trade. Mr. Miller replied that when his firm went to the Maritimes in the first place it was necessary to get a start through the retailer.

"I have no doubt," he added, "that if satisfactory arrangements can be made as far as wholesalers buying only from manufacturers who sell through the jobber is concerned and maintaining list prices, we would sell through the jobber same as we do in Ontario and Quebec."

A lively discussion then took place in regard to cutting of prices in the Maritimes. W. C. Cross (St. John) referred to some Montreal house coming in and cutting the price. Mr. Hebert claimed this was done because prices were already being cut by Maritime province firms. Mr. Miller stated that conditions of this kind were coming up from time to time and were being met with good success by careful analysis and co-operation.

Selling Soap To The Chains

Charles Parsons (Parsons Brown Co., Toronto,) asked why certain chain stores were being sold direct and who cut prices whereas some good retailers were cut off who had never been cutters.

Mr. Miller replied that they believed that the chain stores could be controlled better if sold direct than if sold through the jobbers.

Mr. McCulloch (Truro, N. S.) asked when a change would be made and soap would be sold through the jobbers. Mr. Miller replied that the soap firms would be glad to meet the maritime province firms and go thoroughly into the matter.

Opposed to Pooled Orders

J. T. Owen (Proctor & Gamble) said that their business was handled through the wholesale grocer. "We do not sell through brokers. There may be some jobbers we sell whom your association do not consider legitimate wholesalers but we will be glad to deal with any jobber who does not live up to his obligations on tangible evidence received." He did not think jobbers should solicit pooled orders from a group of retailers as that was the same as cutting prices. He referred to a certain Ontario town where most of the retailers were buying on the basis which made it difficult for the manufacturer to do business there. His firm, he said, would be glad to discuss the soap matter with the maritime province firms.

A. J. Major, (S. J. Major Ltd., Ottawa), asked if the soap companies are supplying bodies of retailers joined together as buying organzations. Mr. Owen said his firm was not selling such organizations.

Answering Fred T. Smye, he said that his firm was not selling any soap in car load quantities direct to retailers and billing direct.

A. D. Rettinger (Palmolive Co.)—"Our policy in Canada is to sell the retail grocer through the jobber. We do sell general stores and other stores direct but not if their grocery department is the predominating one."

President Chaput thought that many of the problems to be rectified could best be dealt with by individual firms or by local or provincial organizations.

Differences of Opinion Found

Geo. F. Benson, (president Canada Starch Co.,) declared their policy was to sell through the jobber to retailer. He thought there should be co-operation on the 50-50 basis between the jobbers and the manufacturers. He found a great many differences of opinion when traveling about among the trade and considered it very difficult to come to clear cut decisions particularly at present time.

John Dillon (London) urged that the making of individual contracts was the one method of correcting evils.

Mr. Benson was not sure that it would be legal for his firm to do this and he would not like to take any action until he was sure he was right.

Alex. Hutchison (St. Lawrence Starch Co., Port Credit, Ont.) did not think there were any firms that co-operated more with the wholesalers during the past 30 years than the starch companies. "The cutting that has been going on among many of the wholesalers has left us so that we do not know where we are at and until Justice Orde renders his decision we cannot move in the direction suggested by Mr. Dillon."

What is a Legitimate Margin?

R. K. McIntosh, (Canadian Postum Cereal Co.) stated that his firm did not sell to chain stores but only through the wholesale trade with the exception of a few larger retailers which policy has been approved of by the association. He did not think it was fair to cut the price of an article and keep up the price of a competitive article. Mr. McIntosh urged more frequent committee meetings between manufacturers and wholesalers. There was the point as to what a fair profit to the wholesaler was. He sometimes thought that some of the wholesalers considered 15 per cent. too much by the way they cut prices. The wholesalers should get together and see what a fair profit is. He felt that deciding on a fair profit, getting and maintaining the list price was the best method of removing many of the ills in the trade.

J. F. O'Brien (Kellogg Corn Flake Co., Battle Creek, Mich.): "We do not sell in Canada any retail stores or chain stores; we are working with the wholesaler and if we are doing anything in Canada displeasing to you, we hope you will let us know about it."

He deprecated the policy of some jobbers allowing travelers to cut prices by rebating. There was too much of that sort of thing and it was often the fault of the wholesaler if he did not get his proper margin of profit.

James Wagstaffe (Wagstaffe Limited) declared that his firm found that in some cases when his travelers took retail orders to the wholesaler, other goods were substituted. He did not think that was fair and if it continued he thought that his firm and the wholesaler would inevitably drift farther apart. He believed however that the wholesale channel was the most economical as it cut down losses in bad debts. Mr. Wagstaffe urged wholesalers to take special care in regard to quality of jams they sold as standards were about to be consistently enforced.

Should Reprimand Members

Frank Gordon (Battle Creek Toasted Corn Flake Co., London) also urged that more meetings should be held between wholesalers and manufacturers. "In our business," he said, "we have never sold direct nor through chain stores and we believe we are 100 per cent. perfect as far as the wholesale trade is concerned." Wholesalers' associations should, he thought, reprimand their own members if they do not maintain list prices. As a manufacturer his firm always endeavor to see that this trade kept the list price but without the strong arm of the associations, the best results could not be secured.

Wm. H. Dunn, (The Borden Co.) said that it was always the policy of his firm to sell through the wholesale trade. "We do not sell the chain stores nor the wholesaler who sells them," he stated. "We also see that our list prices are maintained. It is in our interests that the jobber's margin be maintained so that his interest may be retained in our goods."

In answer to some direct questions on the part of wholesalers, Mr. Dunn declared that if it were found any retailer were buying direct he did not know of it and would like to have the matter brought to his attention.

F. D. Bristley (Royal Baking Powder Co., New York) mentioned that in the United States they were scarcely permitted to discuss resale prices. After a great deal of research by some of the leading merchandisers in the United States, the conclusion was reached that most of the problems of the trade could be handled by the manufacturers and wholesalers as they came up and not by government commissions.

T. A. Wilson (Genesee Pure Food Co.) affirmed his belief that the most economical method of doing business was through the wholesaler. In answer to questions he said that there were certain competitions that have to be met. Answering a question of Mr. McCulloch (Truro, N. S.) in regard to selling direct and discounts allowed, Mr. Wilson said his was the only firm that made any pretence of selling jelly powder through the wholesale trade. More than 75 per cent. of their sales were made through the jobber.

J. W. Johnston (Canada Nut Co., Vancouver,) states that his firm had always sold through the wholesaler but that there were competing firms who went direct to the retailer and whose goods were being backed by certain wholesalers. He did not think that was fair.

CAN. WHOLESALE GROCERS' CONVENTION

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was asked to take a place on the platform. He was referred to by one of the members as the "grand old man of the Wholesale Grocers' Association."

Those Who Registered

John W. Charles, Marland Woolnough Co., Niagara Falls, Ont.; M. D. Lemon, Lemon Bros., Owen Sound, Ont.; C. A. Kitchen, Kitchen Bros., Fredericton, N. B.; Joseph Laporte, Laporte Martin Ltd., Montreal; Joseph Paradis, Langlois, Paradis Ltd., Quebec, P.Q.; Geo. M. Mitchell, Hon. Sec. Quebec Wholesalers, Quebec; A. C. Pyke, Toronto; L. A. Langlois, Langlois, Paradis Ltd., Montreal; Robt. Pettigrew, Rioux & Pettigrew, Quebec, P.Q.; Joseph Cote, Joseph Cote Ltd., Quebec, P. Q.; J. A. Grenier, St. Lawrence Vinegar Mfg. Co., Quebec; J. F. Edgett, Reed Co. Ltd., Moncton, N. B.; H. Bazin, Troz, Turcotte & Co., Quebec; E. E. Turner, Whitehead & Turner Ltd, Quebec; Edgar Levasseur, L. H. Levasseur Reg'd., Riviere du Loup, Que.; Sir Hormisdas Laporte, Laporte, Martin Ltd., Montreal; J. R. Smith, John Sloan & Co., Belleville; James T. Gillard, W. H. Gillard & Co., Hamilton; T. H. Kinnear, Thos. Kinnear & Co., Toronto; Zepherin Hebert, Hudon, Hebert & Cie., Montreal; Wm. J. Bryant, Birks Corner & Co., Ltd., Montreal; Alph. E. Provost, Provost & Allard, Ottawa; L. H. Major, L. H. Major & Soubliere Ltd., Ottawa; H. W. Chamberlain, Castle Ltd., Ottawa; F. F. Barbour, G. E. Barbour Co. Ltd., St. John, N.B.; Edgar Poulit, W. Pouliot Ltd., Joliette, Que.; Archie Foster, National Grocers Ltd., North Bay, Ont.; H. C. Beatty, Sec. Montreal Wholesalers; R. M. Alexander, Nash Simington Co., Calgary, Alta.; M. R. Freedman, J. Freedman Co., Ottawa; Harold F. Ritchie, Harold F. Ritchie & Co., Toronto; W. D. Martin, Stratford Wholesale Grocery Co., Stratford, Ont.; H. N. Robertson, Geo. Robertson & Son, Kingston; H. Trennich Bate, H. N. Bate & Sons Ltd., Ottawa; J. S. Royer, J. B. Renaud & Co., Quebec; F. W. Morse, Cape Breton Wholesale Grocers, Sydney, N.S.; R. M. Symons, R. S. Seeton & Co., Halifax, N.S.; Stanley W. McCulloch, McCulloch, Creelman Ltd., Truro, N.S.; E. A. Sanders, Sec. N. S. Wholesalers' Association, Halifax, N.S.; F. W. Humphrey, F. W. Humphrey & Co., Toronto; W. F. Skitch, Louis Petrie Ltd., Calgary, Alta.; Wm. Charles, W. G. A. Lambe & Co. Toronto; S. Higgins, Higgins & Burke Ltd., Toronto; W. H. Craig, W. G. Craig & Co., Ltd., Kingston; Hunter White, Sec. N. B. Wholesalers, St. John, N. B.; Henry G. Bauld, Bauld Bros. Ltd., Halifax, N.S.; A. J. Major S. J. Major Ltd., Ottawa; R. J. Carson, Kingston; Jno. E. Davy, Robertson Grocery Co., Kingston; H. M. Cowan, John Sloan & Co., Toronto; W. P. Eby, Eby-Blain Ltd., Toronto; Geo. H. Denault, Denault Grain & Provision Co., Sherbrooke, Que.; J. T. Festing, J. T. Festing & Sons, St. Catharines, Ont.; Fred T. Smye, Balfour, Smye & Co., Hamilton; T. B. Garland, D. W. Harmer Co., Ltd., and Fred R. Parnell, D. W. Harmer & Co., Ltd., St. Catharines; W. H. Kenny, T. Kenny & Co., Ltd., Sarnia, Ont.; O. E. Trusdale, George Foster & Sons, Brantford; Wm. C. Cross, Hall & Fairweather Ltd., St. John, N.B.; R. F. Finley, W. F. Hatheway Co., St. John, N. B.; R. A. Stephens, C. Stephens Co. Ltd., Collingwood, Ont.; Hugh Blain, Eby-Blain Ltd., Toronto; Wm. Turnbull, Edward Adams & Co., London, Ont.; C. S. Parsons, Parsons, Brown & Co., Toronto; A. H. Simpson, The Simpson Co., Guelph, Ont.; H. H. McKinley, Wood & McConnell, Sydney, N.S.; Robt. Murray, R. McGregor & Sons, Ltd., New Glasgow, N. S.; Frank Harding, The

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Sask. Retailers Discuss Many Questions

Annual Convention in Regina Last Week is Representative Gathering, and is Marked by Much Interesting Discussion on Vital Subjects—T. H. Masterson, Regina, the New President

By Staff Correspondent Canadian Grocer

REGINA, June 8.—The 9th annual convention of the Saskatchewan Provincial Board of the Retail Merchants' Association opened in the City Hall Auditorium yesterday. Delegates from all parts of the province started to register at 9 o'clock, and for an hour the reception committee greeted them. Attendance numbers were up to expectations.

His Worship Mayor Grassick extended the welcome of the city to the delegates and in his address stated that the people of Regina knew what problems the retail trade have been up against during the past year and more. They appreciated the difficulties of the association and of its members. "I know I speak for them," he said, "when I say they are glad to see you gather together to discuss your problems, and I hope the convention will be successful in every way."

E. B. Gass, president Regina Chamber of Commerce, also welcomed the members of the R. M. A., and stated that the retailers were coming together to discuss business at a critical time. He had been engaged in trade in Western Canada a long time, and he remembered the time when such an organization as the retail merchants had now, would have been impossible.

"There was too much distrust in the old days, but the co-operation that the members have to-day is a splendid idea," he said.

He brought out this fact, that he would like to see the merchants take up the question of good roads in this Province, as they are very essential for the betterment of business. He also reminded the merchants of the association of the Boards of Trade of Saskatchewan and pressed for co-operation between the two organizations.

G. W. Stockton, retailer of Carlyle, replied to the address of welcome on behalf of the retailers and thanked the mayor and Mr. Gass. He believed, he said, that the business of retailing is second to none. It is necessary to have good retailers. He believes that the people of this country were coming more and more to realize the difficulties of the merchants, and the sooner they realized them, the problems of the association would greatly disappear. In speaking of the middleman, Mr. Stockton stated that he is performing a service that is necessary, and as the people demand it and are paying for the same there should be no kick coming. It is up to the retail merchants' association, however, to see that there were no more middlemen than the people want.

JACK WOOD
of Swift Current, Sask., who presided at the convention of Saskatchewan Retailers in Regina last week.

The President's Address

Jack Wood, of Swift Current, president of the association, referred to the financial difficulties of the past year or two. "We have been forced to study the strictest economy," he said, "in order to bring the association to the position in which it now stands. No doubt as many of you are aware, our financial conditions did not appear any too rosy last year, but through cutting down the different departments and overhead expense, we are glad to say we are in a strong position.

"The financial position of many of the merchants was still not as good as might be desired, but it was steadily improving, and the members of the organization might look to a brighter future." Speaking of the discontinuance of the collection department, which had been maintained by the association, he said it had been decided to drop it because it was costly and it had never given the service it was originally intended to give.

"The reason why this department did not pay," he continued, "is because the bills sent in by the members for collection were old debts on which every effort for recovery had been made before they were turned over to the department, and in many cases the majority of them were impossible to collect. Under this condition the association was not given a fair chance to make good. The cost was more than we could afford to pay for the service, and therefore it was discontinued, which had also resulted in the cutting down of the staff and further economy."

He referred to the amendments enacted at the last session of the Provincial Legislature to the Hawkers and Pedlars Act. They were partly satisfactory, but further representations must be made before the government in regard to this contentious law.

He referred briefly to the freight rate problem and said that the association was strongly represented on group dealing with this problem and the members might expect results.

Mr. Wood pointed out the cash and credit systems in vogue in the province, and stated that more retail merchants to-day than ever before were doing a strictly cash business. The members might emulate the systems adopted by the mail order houses of the country, and would do well in adopting their system. In conclusion Mr. Wood thanked the executive that worked with him during the year to make the work of the association so successful.

Unable To Be Present

J. A. Banfield, Winnipeg, president of the Dominion Board of the Association was to have spoken at the convention but a telegram was received from him stating it would be impossible for him to attend. He extended his congratulations to the assembled delegates and wished the convention success.

A telegram from the officers and board of the Ontario Provincial Association containing greetings to the Saskatchewan Convention was received and read to the audience by the chairman, J. Wood.

The exhibit of manufacturers and wholesaler producers in the basement of the city hall received many visitors not only among the delegates attending this convention but also among citizens.

Income Taxation Discussed

In his address on taxation P. McAra, federal inspector of taxation for Saskatchewan, outlined his work. He referred to the difficulties he has encountered in reaching all the taxpayers and finally went into technical details in regard to filling out of returns by merchants. The West is a difficult place to collect taxes with its population scat-

tered over miles of country. It is relatively easy to collect taxes in an urban community but to go into the highways and byways of Saskatchewan was work for a large and highly efficient organization. In respect to the willingness of the people to comply with the act, the Province of Saskatchewan was up in the front rank of the Dominion. Mr. McAra gave figures of tax collection in this province for 1920, stating that in that year there was a gross income of $40,000,000 out of which no tax was collected because of the exemption provisioned in the act. About 100,000 families filed returns in that period and about 50,000 of them were not assessable. These figures were exclusive of the income derived from mercantile businesses. There were several classes of retailers doing business in the West and the worse ones were those who did not see the necessity for annual stock taking. The ones who did not worry about the wholesalers and the banks and the one who did not see why he should submit to the government a statement of his expenditure and revenue assets and liabilities. The speaker declared that the branch of the department in Saskatchewan was trying to make friends of the people. It was trying to make the merchant, the profesisonal man and the worker co-operate with it, for that is the only method by which it could be efficiently operated.

Dean Rutherford of the University of Saskatchewan in addressing the retail merchants of Saskatchewan remarked that the big problem of retailers, farmers and every citizen of the province was to strive to establish permanent homes, thus making for the progress and stability of Saskatchewan.

Say Banks Have Advantage

A question of importance was presented by the executive committee in regard to the Dominion Government Bank Act, section 88 which allows banking institutions to take liens on crops, threshed grains or seed grain in return for loans to the owners and does not make it necessary for these liens to be registered within a certain time limit as other instruments are required to be. It is explained that a lien taken by a bank is the first charge in all cases against the grain or chattels or stock of a farmer. It may be taken in secret, that is by agreement between the bank and the owner who is accepting a loan and is not registered and in reality gives the bank power of attorney.

Secretary F. E. Raymond read a letter which stated that he had confidential information from a bank clerk that arrangements were being made between the elevators and the banks under which all grain cheques issued during 1922 and 1923 would only be made payable to the persons to whom the cheques were issued. This would be a very serious matter to the retail merchants as it would mean that if this action was taken the grain cheques would have to be paid through the local banks, and when the latter were creditors, they would seize the money before the creditor merchant had a chance to get his share, even though it was the intention of the owner of the cheque to divide up the proceeds.

A. J. Humphries of Raymore, said that a farmer had told him that a bank manager had stated that all grain cheques must be cashed through the bank. While he characterized this as a bluff he expressed the opinion that it was a practice which should be discountenanced.

This was generally conceded to be an injustice to creditor retailers who are thus excluded from ascertaining prior claims to their own. A resolution was unanimously passed urging the federal government to amend the bank act requiring such encumbrances to be subject to registration.

Secretary's Report

Provincial secretary F. E. Raymond made his report in part as follows:

The year through which we have just passed has been one of re-adjustment for us as it has been for you who are actively engaged in commercial pursuits. You have felt the pinch of falling prices and have had to take your losses, in some cases serious in the extreme. Doubtless, there are those among you who protected against this loss by taking advantage of a rising market in previous years as you were quite justified in doing. Many did not do so, but rather gave to their customers full advantage of the price at which they were able to buy. As a result of this, there are some who found it extremely difficult to tide over these strenuous times, and have only been able to do so because of leniency shown them by their creditors. The situation has been accentuated by the conditions surrounding the 1921 crop from the time it was put into the ground until sold. As you all know the crop was sown and harvested under war prices and about the time it was ready for market the price dropped to practically a pre-war basis, with disastrous results to the agricultural interests. This reacted with almost equally serious effect upon the retail trade for two main reasons. First, that quite generally speaking, retail merchants were unable to collect their outstanding accounts. Secondly, because buying among those interested in agriculture was restricted to a very large extent. This condition still obtained, although perhaps not to the same degree because of the favorable prospects surrounding crop conditions at the present time, and because also of those who were able to hold grain for a time secured a better price for it, which allowed them something to the good on the year's operation. There is a lesson here which I think we can all take to heart to good purpose and that is the utter dependability of the commercial life of the country upon agriculture, and I feel that we should strive with all the forces at our command to assist agriculture to the very limit of our ability.

The conditions which I have very briefly outlined have, of course, had their effect upon the Association through falling membership and in other ways which will be dealt with in some detail later on in this report. However, I am pleased to say that owing to the vigilance of your Provincial Executive we have weathered the storm successfully and are now in an easier position financially than we have been for some time. We have not been able to do all that we would like to have done, by way of holding meetings in various parts of the Province. That the importance of this is appreciated is illustrated by the fact that we have been requested during the course of the year to arrange for meetings at which merchants from a number of towns would be brought together at some central point. We were compelled to forego them for financial reasons.

During the months of August and September we were privileged to have with us our Dominion President, J. A. Banfield of Winnipeg, and our Dominion Secretary, E. M. Trowern of Ottawa, who, following the close of the Dominion Convention at Winnipeg, addressed meetings at Regina, Moose Jaw, Swift Current, Prince Albert, North Battleford, Saskatoon and Yorkton, at all of which the attendance was good. In every case the merchants in the district surrounding the city where the meetings were held were circularized, which resulted in quite a number from outside points being present on one occasion. It is my hope during the coming year to arrange a number of meetings throughout the province and to have at each one a speaker of some note along commercial lines in addition to an Association representative.

Closes Collection Department

We found it necessary in January of this year to close our Collection Department in the Provincial Office in so far as the handling of accounts on a commission basis is concerned, owing to the loss incurred in its operation. Moreover, due to existing conditions the results being obtained were not satisfactory to ourselves, nor were they to those for whom we were handling the accounts.

Decrease in Membership

Our membership at the present time is somewhat less than it was at the beginning of January, 1921, but it has not decreased to the extent that one might think considering the trying times through which we have passed. Many of those who have not renewed their membership would have done so gladly had they considered that their financial position warranted them in doing so. Whether they were justified in taking this stand is an open question, but the fact remains that they could not see their way clear to pay out any more money for any purpose than was absolutely necessary. Our actual paid up membership on December 31, 1921, was 2,157. At the present time it is 1912. A decrease of 245 covering a period of seventeen months. This reflects a considerable amount of credit on our two organizers, Messrs. McQuarrie and Anderson, and also speaks well for the esteem in which the association is held.

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T. H. MASTERSON, REGINA, IS ELECTED PRESIDENT

Election of officers for the ensuing year resulted in T. H. Masterson, Regina, being elected president; G. G. Wray, Regina, 1st Vice-President; Ralph Miller, Prince Albert, 2nd Vice-President; A. J. Humphries, Raymore, 3rd Vice-President; S. E. Fawcett, Saskatoon, Treasurer, and F. E. Raymond, Saskatoon, Provincial Secretary.

J. Wood, of Swift Current, expressed the pleasure he had in his work as president and paid a warm tribute to the assistance rendered by the executive and the devotion of the staff of the provincial office.

T. G. Masterson, the newly elected president, in accepting office expressed appreciation of the services rendered by his predecessor, Jack Wood. The merchants endorsed the remarks by rising and singing "He is a Jolly Good Fellow." Three cheers and a tiger.

Retailer Holds The Strategic Position

"If it Were Not for the Work of the Retailer the Whole Economic Fabric Would Collapse," Declares Prof. Swanson of Saskatchewan University in Addressing R.M.A. Convention—Premier Dunning Urges Patience in Matter of Credits

By Staff Correspondent Canadian Grocer

REGINA, June 9.—Addressing the retail merchants of Saskatchewan at their annual convention, on the occasion of their banquet on the closing evening, Hon. C. A. Dunning, Premier of Saskatchewan, was the chief speaker. The newly elected president, T. H. Masterson was in the chair. Other speakers on this occasion were W. W. Swanson, professor of economics at the University of Saskatchewan, and N. S. Jones of Hamilton, Ont.

In the course of his address the Premier enumerated some of the more important resources of the southern part of the province, dealing with their recent progress and the possibilities for future development on a large scale, instancing the clays, sodium sulphate deposits, epsom salts and lignite coal.

Premier Dunning, speaking on the problem of credits as related to existing conditions, declared there were three kinds of credits; merchants' credits, wholesalers' credits and bankers' credits. The trouble with all three classes of credits in the past had been that when credit was not needed badly it had been very free but when it became a vital necessity they had all got cold feet. Credit had always been either too free or non-existent. In the matter of credit they had been extremists.

Referring to the credits extended by merchants to their customers, the Premier said Province had not intended that one crop should pay for the debts of five years and he urged them to "be easy and if you cannot be easy, be as easy as you can." The province of Alberta, he said, had had to pass legislation to compel creditors to be easy. He did not want to see legislation of that kind enacted in Saskatchewan and he felt sure as the result of conferences the Government had had from time to time that such legislation would not be necessary here.

Unjustly Criticized

Prof. Swanson, in his address, remarked that retailers and wholesalers had been unjustly criticized on the ground that they stood between the producer and consumer, but people did not stop to consider the countless services they rendered between the production of the raw articles and its receipt by the consumer. If it were not for the work of the retailer and the middleman the whole economic fabric would collapse. The retailer held the strategic position in the realm of commerce and if he did not live up to his responsibility there was suffering all along the line.

It was decided to hold the 1923 convention in Prince Albert in June and a proposal to adopt the policy of pooling fares of delegates attending the convention in future as a measure for distributing the burden of traveling expenses equally among the delegates.

The speaker emphasized the necessity for proper preparation for the business of merchandising. Both farming and retailing were highly scientific industries and special preparation was necessary to ensure success and to render service. If the retailer prepared for his job he had one of the biggest opportunities and tasks in life. Some of the troubles of the present day were due to the fact that men had gone into the business in a haphazard way without making efficient preparation. It was not only necessary to prepare beforehand but after they were in business it was essential to be on the alert and to keep up-to-date.

In this province it was the first duty of the retailers, professional men, and everyone who made a livelihood here to understand the problems of others and particularly the problems of the agricultural classes. In this province above all else it was necessary they should be rural mnded. Their first obligation was to study the problem of the farmer, not in an academic way but by linking up with his organization and activities. They could not as a class achieve anything unless they linked themselves in close association with other classes of the communty.

Favors Cash Basis

Another necessity for the present day was to get down to a cash basis of doing business, or nearly as possible to a cash basis. People had been spending too much on things that counted little in life. Until people met their debts they had no right to the moving picture class of luxuries.

In his concluding remarks the speaker emphasized the importance of co-operation among the retailers to promote efficiency, co-operation with one another and co-operation with their employees in order that real service could be rendered. What was needed was the kind of co-operation that sank personal differences for the benefit of the community as a whole. They must get that kind of thing in the local community if they were going to have it the world over.

Sask. Grocers Discuss Question of Wholesalers Selling to Consumers

Grocers' Section of the R.M.A. Convention in Regina Debate Problems of Vital Interest to Their Own Trade—Unfair for Wholesalers to Sell Restaurants, Boarding Houses, etc.

REGINA, June 9 (Special).—Arrangements were made for a division into trade sessions of the annual convention of the Saskatchewan R. M. A. for the purpose of discussing their own problems. G. W. Stockton was appointed chairman of the Grocery Section. The meeting of the Grocers' Section opened with a consideration of a report of the work of the Dominion grocers' trade section committee represented by F. E. Raymond, secretary of the association. Although E. M. Trowern, Dominion secretary, has not called a meeting of the committee, the work is going ahead. Reference was here made to the conference to be held between wholesale grocers and retailers at the convention of the former in Niagara Falls. A number of matters of mutual interest, particularly the question of selling direct by the wholesalers to restaurants, hotels and boarding houses are to be discussed.

Unfair to Sell to Consumers

At the conference between Saskatchewan wholesalers and retailers in Regina, in April, 1921, certain policies were laid down, although it was pointed out, so far no agreements had been entered into. At this conference it was agreed that it was unfair to sell to consumers direct as well as to boarding houses, restaurants and hotels.

The grocers present endorsed these sentiments and several other phases of business relations between the two were discussed, one being the question of wholesalers selling direct to clubs, and municipal institutions. In this connection the problem of coming to an agreement was a very difficult one, as in this

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Revision of the Budget

MODIFICATIONS in the Budget as announced this week by the Hon. W. S. Fielding, Minister of Finance, are important as far as the grocery trade is concerned, and an intimate knowledge of the same by the merchant is advisable. The retailer who is handling cigars, cigarettes, soft drinks and certain lines of confectionery, will view with approval the reductions that have been made in the excise taxes on these commodities, for after all, it is the merchant who in the final analysis has to collect these taxes from the consumer. He must advance his prices to meet this increased taxation, and undoubtedly had the former taxes ruled sales would have been affected. The fact that the burden has been made some easier, should not, as it was feared in some quarters it would, retard business.

The new feature in the revised Budget is the tax that has been placed on receipts tendered in payment of debts, etc. A stamp tax of two cents is to be placed on receipts for ten dollars and upward. This regulation does not come into force until January first of next year. Merchants who give receipts on payment of accounts will be faced with another expense, and like the stamp tax on cheques, the retailer must see to it that the cost of adhering to such a regulation must be figured in his overhead. The stamp tax on cheques is also subject to certain changes.

Other revisions in the Budget of May 23 apply to sugar made from beets, the former tax of 49 cents per hundred being reduced to 24 cents, and the clause relating to goods imported from countries of depreciated currency is completely altered in its original effect.

Will Enforce Jam Standards

JAM STANDARDS are to be more strictly enforced from now on than in the past. A number of jam manufacturers have been taking the matter up with the Government with a view to having the regulations enforced strongly and particularly to have a more definite understanding in regard to the regulations permitting the 10 per cent. apple juice.

Retailers who are particular about the quality of jam they sell will welcome this move. So many jams have been selling on a price basis that it has been difficult for merchants who have stuck to the high quality lines securing the business. As a matter of fact the sale of the poor quality jam has been having a detrimental effect on all jam sales and the sooner this condition of affairs is remedied the better for all concerned.

Improved Outlook in West

THE MEMBERS of the Retail Merchants' Association of the Province of Saskatchewan have just closed their annual convention, where many matters of vital interest to retailers generally and grocers in particular, were discussed. The president in his address referred to the difficulties of the retailers in the past year in this province, but expressed the opinion that while these were not yet entirely eradicated, the turn had been made towards better things. With the prospects very favorable for good crops in the West, the merchants were filled with optimism and were preparing for improved conditions.

While collections, it was pointed out, have been bad with a number of merchants, the president referred to the fact that more retailers in Saskatchewan to-day were doing a strictly cash business than ever before. He believed that many more might emulate their example.

While conditions in the West in the past year have greatly increased credits, and meeting payments as a result has been well nigh impossible, with a return to more prosperous days in the coming months, merchants generally and especially in the West will be well advised to maintain a close watch on collections, and endeavor to do business as much as possible for cash, or on such short terms of credit as to be practically as good as cash.

Stimulating Summer Trade

"THE ONLY man to suffer from a summer slump this year will be the man who thinks people spend all summer in a hammock."

The foregoing truth will be worth bearing in mind by all business men during the next few months. If this is done the wheels of industry will not slow down during the mid-summer months but keep business active and prepare the ground for better business in the latter part of the year.

A great deal of preaching has been done by business experts that the return of active business on a profitable basis can be assisted a great deal by aggressive merchandising action on the part of retailers. No doubt every retailer has been putting forth greater effort for business in the last year than for some months prior to that time, but in many cases there must be a lack of appreciation of the amount of energy which is required to stimulate business.

The result of this situation was clearly demonstrated recently when investigations among the trade revealed the fact that of the merchants called upon about thirty per cent. reported the turnover of merchandise for the past six weeks to be in advance of that of the best year in the past. In certain other cases where only the value of turnover was known it was reported that this was within fifteen or twenty per cent. of the value of turnover for the best equivalent period in the past. With the decline in prices it is therefore evident that the actual turnover of merchandise was probably as great as the best equivalent period.

In other cases merchants complained of poor business, of unemployment, of high prices, etc., and reported business to be in a very bad state. A closer investigation revealed the fact that the former merchants were turning such factors to good use and utilizing every possible selling help. This comparison was sufficiently extensive to prove that despite average local conditions business could be greatly stimulated providing the right methods were used. To avoid that "summer slump," thought should be given now to methods of stimulation.

The picnic season is now here, and it is the grocer's opportunity to make the most of his opportunities to push the sale of those lines that are particularly fancied for outings of this kind.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Quebec

Henri Jonas, president of the Henri Jonas Co., Ltd., St. Paul St., Montreal, returned this week from Paris and a visit to England.

A. Martin & Co., successors to Wm. Davies, retail provision stores are closing all their stores at one o'clock on Monday afternoons during the summer months.

J. F. Harries and H. H. Cromwell both of the Montreal staff of the Canada Starch Co. have opened a grocery brokerage business at 11 St. Sacrement St., Montreal, under the name of Harries & Cromwell.

Angus McIntosh, 11 St. Sacrement St., Montreal, has recently obtained the agency for Quebec and the Maritime Provinces for Gordon McDonald Co., of London, Eng., makers of Dirk brand soups. He is also the Quebec agent for Luden's cough drops of Reading, Pa., Wagstaffe's, Ltd., of Hamilton, Holbrook's, Ltd., Birmingham, Eng., and Sapon Soap of Canada.

The Piggly-Wiggly self-serve grocery stores officially opened their first two Montreal stores on Saturday, June 10. Each customer on leaving the store was given a carnation as a souvenir of the event. The novelty of the system appealed to the people and the stores were well filled all day. The Bishop St. store is large and bright and the arrangement of the goods is particularly attractive.

Ontario

The retail merchants of Midland are closing their stores every Wednesday afternoon during the months of June, July and August.

At a meeting of the Retail Merchants' Association of Stratford held in the Chamber of Commerce rooms recently, the following officers were elected: President, A. Knechtel; First Vice-President, A. W. Fisher; Secretary, A. L. White; Treasurer, W. J. McNully (grocer). An Executive Board was also formed, consisting of representatives of various lines of trade. Members of the board are: Drugs, E. A. Robertson; butchers, Gordon U. Belacker; hardware, A. W. Fisher; electric, W. Bennington; plumbers, H. J. Peters; boots and shoes, A. Knechtel; jewelers, N. F. Bab; confectionery, H. G. Ranuin; furniture, W. White; groceries, W. J. McNully; music, A. J. Flannigan; dry goods, D. C. Wilcox; books, J. H. Kenner.

Takes Over Old Established Grocery House in Hamilton

Hamilton, June 13. (Special).—The old established wholesale grocery business of James Turner & Co., in this city has been taken over by S. W. Somerville, owner and manager of the wholesale grocery business of Bristol & Somerville. These firms have been competitors for upwards of 60 years. The Turner firm was first established in 1844 by James and John Turner.

On the death of John Turner, Alexander Turner became a partner of James Turner, who later was appointed to the senate and who died about 40 years ago. At his death Alex. Turner became the head of the concern, and with him in the company were A. G. Osborne and Lloyd Mewburn. In 1903 the firm was merged with the Canada Grocers, Limited, but in 1905 it withdrew and resumed its individuality again. On the death of Alex. Turner, his son, Campbell Turner, became the president, and Samuel Vila and John A. Turner were taken into the company. Since the death of Campbell Turner, Mr. Osborne has been president and financial director, and Mr. Vila has been vice-president and general manager of the company.

The firm which the purchaser of the Turner company now controls is also one with a long record. It was established 62 years ago—in 1862—by J. J. Foster. Subsequently it was acquired by Lucas & Park, and later R. T. Steele and George E. Bristol became partners. It operated for many years under the name of Lucas, Steele & Bristol. In 1917 it became known as George E. Bristol & Co., and the following year the firm name became Bristol, Somerville & Co. Since that time Mr. Somerville has been the proprietor and active manager.

At a meeting of the Retail Merchants' Association of Kingston, W. Y. Mills was re-elected president unanimously The other officers elected are:—First vice-president, H. Moore; second vice-president, Bert Abernethy; third vice-president, E. Walsh; secretary, Gordon Smith; treasurer, Frank Kinnear. W. Y. Mills presided and introduced J. C. Campbell, Eastern Ontario secretary, Ottawa, who discussed the work of the Dominion Board and dealt with a number of matters of vital importance to the retailers.

On Monday night Sutton Osborne's grocery store in Newmarket was broken into by forcing the front door. A quantity of tobacco was stolen from this store, and it is reported that on the same night Cellar's store at Jackson's Point was entered and $1 stolen, also tobacco and cigars.

It is suspected that the thieves were travelling through the country in an automobile. Constable T. B. Kirk of Newmarket and Constable Chadwick of Sutton are working on the thefts.

A band of gipsies travelling in four automobiles stopped at Hales' store, McKay's Corners, Harwich township, not far from Chatham, the other evening about dusk. Some of the women entered the store and asked Mrs. Hales, who was alone in the store, to look at some goods. Suddenly one of the gipsies asked where the money was kept, and one woman then entered behind the counter while the others started helping themselves to articles in the store. Screams of Mrs. Hales frightened the visitors and before neighbors arrived the gipsies had disappeared.

Favor Civic By-law Closing Stores at Wednesday Noon

Ottawa, June 12 (Special).—A resolution favoring the adoption of a civic by-law calling for the closing of grocery stores on Wednesday afternoons during the summer months, was carried at a meeting of the grocers' section of the Ottawa branch of the Retail Merchants' Association. It was reported to the meeting that a number of merchants were closing Wednesday afternoons, and that the butchers were circulating petitions asking for the adoption of such a by-law in their trade. The meeting accordingly instructed Major R. W. Porteous to proceed with the circulating of such petitions on behalf of the grocers.

A. S. Moreland reported that the Ottawa Pure Food Show, held under the auspices of the grocers at the Central Canada Exhibition was showing progress. One Toronto broker had subscribed for nine stalls, and most of the others were taken.

Alex Phillips, member of the Dominion Advisory Board of the Retail Merchants' Association, was elected a delegate to the Wholesale Grocers' Association convention to be held at Niagara Falls.

KING OSCAR

KING OSCAR
SARDINES
CHR. BJELLAND & CO. STAVANGER NORWAY
CHOICEST FISH IN PURE OLIVE OIL
KING OSCAR BRAND SARDINES
For Your Picnic and in your Home
With hard boiled eggs, lettuce and salad dressing—they are delicious.
Remember KING OSCAR brand for the choicest sardines, also ask for KING OSCAR Kippered Herrings.
5

Reproduction of extensive newspaper and billboard advertising that will appear this summer—across Canada—and will help to make this high quality line the fastest selling sardine in the country.

KING OSCAR
SARDINES
The Unexpected Guest
causes this hostess no worry, because she wisely keeps on hand several tins of the delectable KING OSCAR Sardines, as well as KING OSCAR Kippered Herrings.
6
CHR. BJELLAND & CO. STAVANGER NORWAY
CHOICEST FISH IN PURE OLIVE OIL
KING OSCAR BRAND SARDINES

King Oscar advertising will help you to increase your turnover, and we would urge you for your profit—to link up your store—by featuring and displaying the high grade, first quality Brand.

We will be glad to send any Grocer Electros for Local Advertising

SARDINES

Reproduction of Poster that will appear in many towns and cities to supplement the newspaper advertisements and help you make more profit.

Make sure of Deliveries by Ordering Early through your Wholesaler

JOHN W. BICKLE & GREENING

Hamilton - Canada

SASK. GROCERS DISCUSS QUESTION OF WHOLESALERS

(Continued from page 25)

province wholesalers were barred from selling direct to such institutions, and purchases then would likely be made direct from wholesalers in the other provinces. An instance was cited of a hospital in Saskatchewan purchasing direct from a Winnipeg wholesaler.

At this conference at Regina, a suggestion was made, that the retailers furnish the wholesalers with a list of contractors who would be entitled to buy their supplies wholesale, though it was pointed out this would be a difficult matter to regulate, necessitating frequent revision of the lists. It was stated that a number of small contractors at Moose Jaw were securing their supplies at wholesale, although they are not entitled to it.

Up To Municipalities

The question of asking the Provincial Government for legislation requiring restaurants selling groceries to conform with the local early closing by-laws or else be forced to abandon the sale of groceries was debated for some time. F. E. Raymond pointed out that the Provincial Government adopted the attitude that the municipalities were empowered to adopt such by-laws and that it was entirely up to the local authorities.

T. G. Crosby of Broderick, said that the merchants in his district were of the opinion that restaurants and retail businesses should not be operated together, and he moved that a committee be appointed to interview wholesalers of this province to ascertain what they would be prepared to do in the way of refusing to sell to restaurants, hotels and boarding houses in the country towns.

H. G. Smith of the wholesale grocery firm of H. G. Smith Ltd., Regina, was prepared to give his word he would not sell direct to the Chinese or to any restaurant, hotel or boarding house. Another retailer suggested that wholesalers were trying to evade this question, and the yellow peril is creeping in and taking business away from the white man.

A resolution to appoint a committee to confer with the wholesalers was carried and T. G. Crosby of Broderick, W. B. Scott, Langham and G. W. Eisnor of Woodrow were appointed.

Approve of Changes

The Hawkers and Peddlers' Act came up for discussion. Mr. Raymond explained the effect of recent amendments to the act and they appeared to meet with the approval of the convention. It was pointed out that while the new legislation made it prohibitive for merchants in a village to solicit orders out in the country tributary to his place of business, without a license, a number of country merchants were now taking out a provincial license and soliciting business in the country within a radius of 15 or 20 miles of the town or village and were fighting the travelling salesmen with their own weapons.

SASK. RETAILERS DISCUSS MANY QUESTIONS

(Continued from page 24)

During the year six executive meetings and two interviews with the Government were held. We were also represented by our president and two other members of the Executive at a joint conference called by the Government on November 11, to consider general conditions. With but one exception all members of the Executive were present at, and took an active part in the proceedings of our Dominion Convention held in Winnipeg last August.

At our first interview with the Government which took place on October 11 and which in addition to the Executive, was attended by representatives of the Music Dealers, Grocers and Butchers Trade Sections, the following legislation was proposed.

1. An amendment to the Hawkers and Peddlers Act, exempting piano and organ salesmen from the necessity of taking out a Provincial license, also to provide for more stringent regulations governing the sale of meat by farmers and others not regularly established in the business.

2. An amendment to the Attachment of Debts Act reducing the amount of the exemption from $75 to $50, also to provide that no exemption will be allowed in the case of accounts incurred for food and clothing in addition to board and lodging.

3. An amendment to the Egg Marketing Act to provide for compulsory marking on the part of the producer.

4. That in the case of the Government appointing a Municipal Tax Commission, retail merchants be allowed representation on the same.

5. An amendment to the Small Debts Act to provide for a Judgment Summons.

6. An amendment to the different Municipal Acts affected giving the right to assess as stock in trade such commodities as flour and feed, handled through grain elevators and sold in a retail way.

Our suggestion that the marking of eggs by the producer be made compulsory was also looked upon with greater favor than on former occasions, and while the Egg Marketing Act itself does not require this, regulations have been passed which provide that upon request, the producer shall be furnished with a stamp for that purpose. A meeting of retail merchants interested together with representatives from the department of Agriculture, the wholesalers and the transportation companies to discuss this whole matter has been arranged for during the course of this convention.

We were given no encouragement in connection with our request for a Judgment summons under the Small Debts Act and in spite of repeated efforts have not been successful in this respect. No particular objection was taken to our request that provision be made for assessing flour, feed, etc., sold in a retail way from grain elevators and we were promised that the matter would be given full consideration. Evidently, however, the Government could not see its way clear to grant this request as no amendment to the Act was passed.

S. F. Fawcett, treasurer of the Saskatchewan association presented a financial statement of a very healthy character showing a surplus on May 31, 1922 of $5,095.29.

Those in Attendance

The following Saskatchewan merchants registered as delegates to the Convention.

R. Maze, Assiniboia; John G. Klotz, Alan; A. T. Forrester, Aneroid; H. Elliott, Admiral; W. M. Sisson, Assiniboia; S. Pergamit, Aneroid; T. G. Grosby, Broderick; S. Whittaker, Briercrest; Harvey Ashton, Briercrest; Andrew Walton, Benson; A. H. Griffiths, Benson; W. M. Johnston, Corinne; G. W. Stockton, Carlyle; W. J. Robinson, Davidson; M. Bronstone, Darmody; Ben Brachman, Edenwold; T. B. Dynes, Fleming; A. Wedin, Griffin; D. Brownstone, Herbert; A. M. Brownstone, Herbert; George B. Sharpe, Herbert; J. F. Funk, Herbert; J. A. Leoppky, Herbert; Roy J. Rinker, Hazenmore; F. J. Hoskin, Hearne; T. E. Maxwell, Grand Coulee; W. M. Aitkin, Gull Lake; S. J. Smith, Gull Lake; W. Thatcher, Limerick; S. K. Gryde, Leader; H. A. Stone, Leader; F. W. Dalzell, Liberty; S. S. Hall, Lloydminister; K. M. Taylor, Moose Jaw; C. Williams, Moose Jaw; Hugh Rorison, Moose Jaw; J. W. Allen, MacRorie; W. E. Clothier, Indian Head; R. C. Finley, Kincaid; J. A. Williams, Kincaid; J. Haddadd, Kincaid; William Maxwell, Kincaid; A. J. Wyman, LaFleche; John Bullied, Lumsden; W. B. Scott, Langham; W. Ballingall, Moose Jaw; George J. Morrison, Moose Jaw; Clem Alexander, Moose Jaw; A. B. Tedford, Mortlach; A. T. Breton, Montmartre; E. E. Andrews, Moose Jaw; A. F. Haddad, Meyronne; R. A. Miller, Prince Albert; R. Foret, Pontiex; H. S. Andrews, Pangman; A. M. Scott, Meyronne; J. P. Beauchamp, QuAppelle; J. H. Hamblin, QuAppelle; A. J. Humphries, Raymore; J. F. Robinson, Regina; James A. Struthers, Regina; Granfield Wray, Regina; H. D. MacPherson, Regina; P. A. Butcher, Regina; W. M. Van Valkenburg, Regina; James Morton, Regina; S. Johnson, Regina; G. W. Anderson, Regina; A. Hunter, Regina; Staffen, Regina; R. H. Williams, Regina; R. W. Handel, Regina; J. T. Lawson, Regina; J. A. McLachlan, Regina; Theo. Zeats, Regina; A. Aird, Regina; W. Cluff, Regina; W. J. Newman, Regina; J. Schwartzfeld, Regina; G. D. Raymond, Regina; H. R. Lumby, Regina; L. R. McVicar, Regina; F. K. Kimsch, Regina; Jack Wood, Swift Current; J. G. Laycock, Swift Current; S. Schwanz, Rocanville; R. H. McLeod, Rocanville; J. H. Craig, Rouleau; Thomas Smitton, Stilton; A. Gryde, Sceptre; W. J. Wheeler, Sedley; W. J. Keller, Shaunavon; W. W. Cooper, Swift Current; F. E. Raymond, Provincial Secretary, Saskatoon; H. G. Pizzey, Saskatoon; W. B. McQuarrie, Saskatoon; J. L. Hutchinson, Saskatoon; T. R. Brown, Saskatoon; R. J. Wall, Saskatoon; S. E. Fawcett, Saskatoon; H. T. Bevans, Saskatoon; A. J. Ries, St. George; W. C. Paynter, Tantallon; H. E. Hamilton, Unity; Huck & Kleckner, Vibank; W. E. Haggie, Vancouver; H. Talbot, Wilcox; R. Midmore, Wilcox; John T. Scott, Willow Bunch; W. C. Wright, Woodrow; G. W. Eisnor, Woodrow; C. O. Glover, Windthorst; V. R. Code, Watrous; G. O. Grest, Watrous; O. Thierman, Webb; E. H. Hawkins, Winnipeg; W. R. Kell, Winnipeg; L. C. Woodill, Winnipeg; A. H. Presswood, Yellow Grass; J. C. Baker, Yellow Grass; A. H. Wilkinson, Yellow Grass.

(See also page 39.)

DANFORTH BUSINESS MEN TO HOLD BIG PARADE

Danforth Business Men's Association (Western Section) in Toronto held a well atended luncheon and business meeting in Playter's Hall, Danforth Avenue, Toronto the other day, with Herbert J. Taylor in the chair. J. Eccles gave an illustrated talk on business-getting and advertising, and a discussion on the forthcoming parade concluded an enjoyable gathering. Ald. W. A. Summerville briefly outlined the progress of the association since its inauguration.

WESTERN CANADA NEWS

W. A. McKay of the Codville Company, Limited, Winnipeg, is on a trip to San Francisco, where he is attending the Shriners' convention.

S. C. Burton, of Cameron & Heap, wholesale grocers of Regina, Sask., is on a trip to San Francisco and Honolulu, attending the Shriners' convention.

Sid. Jeffries has joined the sales staff of Cameron & Heap, wholesale grocers, Regina.

Retailer is Quick to Lend Co-operation

Vancouver, B. C., June 12 (Special).—It is astonishing to note the number of retail windows that have been obtained to advertise a coming motion picture. Almost every third retail window along the main streets in Vancouver contains one of these cards pushed right up close to the glass.

Why have merchants that refuse to put in the ordinary advertising card, made space for this one? The reason is not far to seek. The genius who drafted the window card sensed the fact that there must be something in it for the dealer too—and there is.

The card features a certain precocious juvenile screen artist who will appear in "School Days." He's a red headed, freckled kid, and he is holding a large school slate. Below the slate is scrawled an invitation to "come and see me in School Days," but the slate is left for the dealer's own message and in every case the dealer has his own message written on the slate with chalk.

This looks as if the retailer is quick to co-operate with the advertiser who does not "want it all himself."

The cards most frequently seen in use in British Columbia grocery stores are the ones in which a generous portion of the card is left for the dealer's own message.

APPOINTED DIRECTORS OF WETASKIWIN CREAMERY CO.

Wetaskiwin, Alta.—W. W. Prevey, E. R. Rasmuson, A. A. Ellis, J. P. Donald, J Berry, A. P. Moan and A. Kaiser Jr. were appointed directors of the Wetaskiwin Creamery Co., at the annual meeting the other day. W. W. Prevey was elected president, E. R. Rasmuson, vice-president and A. P. Moan, secretary-treasurer.

Henri Jonas who has just returned to his office in Montreal after a visit to France has secured the Canadian agency for Ls. Heenry's Pate de Foies Gras which is made in Strasburg, France.

R. THOMPSON

Proprietor of the Lynn Valley Store, British Columbia, and president of the North Vancouver Retail Merchants.

Death of Chief Magistrate of the City of Winnipeg

Winnipeg, Man., June 13.—Edward Parnell, Mayor of Winnipeg for the past eighteen months, died in Victoria, B.C., on Friday morning last after a long illness.

Edward Parnell spent the early years of his young manhood in London, where his father still resides. In that city Mr. Parnell established a large bakery business and made a reputation for business ability. He took a keen interest also in civic affairs and in one election was defeated for the mayoralty by Sir Adam Beck.

Mr. Parnell came to Winnipeg in 1909, and established the Spiers-Parnell Baking Company, Limited. He was a successful mayoralty candidate in the 1921 election, and was returned by acclamation for the present year. A couple of months ago failing health sent him to British Columbia in the hope of recovery, and reports from Victoria during the past few days had indicated that his condition was serious.

Travelers in the Prairie Provinces Elect Officers

Yorkton.—The 12th annual session of the United Commercial Travellers of the three prairie provinces has just been concluded.

Next year the grand council will meet at Saskatoon on the first and second of June. It was discovered at the session which just concluded that the finances of the jurisdiction were never in better shape than during the past year and although conditions have been very trying, the membership is quite as large as it was a year ago.

Thos. Fox, of Saskatoon, was elected grand counsellor and Bro. Osborne of Saskatoon, and Bro. Clark of Winnipeg, were made grand past counsellors and presented with a jewel by Fred J. C. Cox, past supreme counsellor of the U. C. T. of America, who also installed the officers for the coming year, who are as follows: T. Fox, grand counsellor; W. H. Lewis, grand junior counsellor; H. A. Knight, grand past counsellor; W. H. McCracken, grand treasurer; J. C. Dunlop, grand conductor; J. W. Lightbody, grand page; S. G. Caldwell, grand sentinel. Grand executive committee, J. E. McRobie, W. C. Swanson, R. Schuman and J. King. Representatives to supreme council, T. D. Osborne, W. E. Clarke, H. F. Moulden, H. A. Knight, G. H. Neill; alternates, F. Agnew, T. Fox and A. Colquhoun.

MANITOBA CREDIT MEN ELECT NEW PRESIDENT

Winnipeg, Man.—The board of directors of the Canadian Credit Men's Association, Manitoba division, at a meeting last week elected Duncan Cameron, M.L.A., president, and A. Patterson vice-president. The board of directors, who were elected a week ago, is as follows: R. M. Palmer, of G. F. Stephens & Co., Ltd.; A. Brock, of Hudson's Bay Co.; D. Cameron, of D. E. Adams Coal Co.; J. M. Coutts, of Campbell Bros. & Wilson; D. T. Grant, of Western Canada Flour Mills; R. Guthrie, of Finnie & Murray, Ltd.; H. A. Innes, of Ames-Holden-McCready, Ltd.; G. E. McEatheron, of J. S. Fry & Sons, Ltd.; A. Paterson, of the G. McLean Co.; R. W. Pollock, of Dominion Rubber System, Ltd.; H. S. Rooke, of Cassidy's, Ltd.; A. I. Stewart, of National Drug & Chemical Co., Ltd. Edward Barry is manager of the Manitoba division.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

MARKETS AT A GLANCE

THE outstanding feature in the market for general grocery commodities is the increasing strength in sugar. Refiners have advanced quotations 60c, making the Montreal basis $6.50.

Production of sugar in Cuba, up to date, has been heavy, causing the estimate of 3,500,000 tons to be increased to 3,750,000 tons. Exports from Cuba were also heavy which for the period from January 1 to June 3 amounted to over 3,000,000 tons of both old and new crop sugars, leaving an estimated balance available for the next six months of 1,500,000 tons.

The tone of the raw market continues very strong with buyers interested at 3c c. & f. New York, which figures to 4.61 duty paid. Sellers, however, appear indifferent, apparently anticipating an advance. Sales of 11,000 tons San Domingos is reported at 3c c. & f. to Halifax, N.S. Also 5,000 tons Cubas at 2.96c f.o.b. Cuba which is equal to approximately 3.11c c. & f. New York in bond. The European market holds very firm following a heavy advance.

The Cuban sugar campaign is closing very fast: 32 factories are now at work as against 53 during the same period last year and 37 in 1920.

Trading in spot teas has shown greater activity during the past week. The strength in the market is becoming more apparent and many buyers are now anxious to cover their requirements for the next three or four months.

Cereals are generally steady but more strength is noted on rolled oats with higher quotations. Dried fruits show little change but some interest is noted in the 1922 pack of prunes since the Oregon growers announced opening prices.

The new pack of lobsters is showing evidence of being a small one. Packers have cut deliveries 50 per cent and attribute this situation to the short catch and export demand. Canned vegetables continue firm under a good movement.

QUEBEC MARKETS

MONTREAL, June 15.—The feature of the grocery market is the advance in refined sugar to $6.50 per hundred lbs. with strength in the raw market backing it up. Cubas c. & f. New York are quoted at 3c this week. Molasses is also up 2c per gallon. Corn syrups are unchanged. Canned tomatoes 2½s, are advanced 10c per doz. with short supplies to carry over until the new pack. All attention is directed towards the new prices in this market and dealers are showing anxiety to unload some canned fruits. Another new price on compound jams, however, shows an advance over last year's prices. There are some more advances in package teas. It is definitely established that the first of the new crop Japan teas will be on this market in July at a reduction of about 20 per cent. on last year's prices. Lemons are advancing in price and the demand is heavy. More fresh fruits are quoted on the market with a good demand. Grape fruit is high in price. Local vegetables on the market show a big reduction in many lines. Cotton twines are higher in price. Rolled oats are advanced. Dried apples are scarce and higher in price. There are also higher prices on some sizes of prunes.

CANNED TOMATOES HIGHER

Montreal.

CANNED GOODS—The feature of the canned goods market is an advance of 5c per doz. on standard canned tomatoes which are now quoted at $1.70 per doz. The market in this line shows strength and available supplies are limited. Some brands of gallon apples show an advance and are quoted at $5.00 per crate of ½ doz. Raymonds compound jams, with apple, are advanced in price. All varieties packed in 12 oz. glass are advanced 10c to $1.80 per doz. Cases of 12 4-lb. tins are advanced to $6.25 per case and pails are advanced 1c per lb. to 11c. In other lines there is little change. Buying is limited to small lots for immediate requirements and the trade is looking forward to the new season's prices.

CANNED VEGETABLES.

Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Cabbage, Simcoe, 2½s	180	....
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob,) gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 30	1 40
Do., 2s	1 40	1 50
Do., 2½s	....	1 70
Do., gallons	....	6 25
Parsnips, Simcoe, 2's	1 80	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 50
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s	....	3 25
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
CANNED FRUITS		
Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 60	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.	....	18 50
Cherries, red, pitted, heavy syrup, doz. 1	....	3 20
Do., 2½	....	3 50
Do., 2	3 20	3 30
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Raspberries 2's	....	3 75
California Peaches—		
1s	....	2 90
2s	....	3 25
2½s	....	4 40
Strawberries, 2's	....	3 30
Peaches, heavy syrup—		
2's	2 60	2 75
2½s	....	4 20
Pears, 1s, Keiffer	....	4 30
Do., 2-lb.	2 45	3 10
Yellow cling, halves	....	2 60
Yellow cling, sliced	....	2 60
2's	....	2 80
2½s	....	4 20
Bartlet Pears	....	3 40
Greengage Plums, heavy syrup.	2 20	2 00
Lombard plums, heavy syrup, 2-lb.	....	2 40

ROLLED OATS ADVANCE

Montreal.

CEREALS—The fature of the cereal market is an advance in the price of rolled oats. Prices have been cut in this market recently and this is now almost entirely done away with, with a general price of $3.35 per 90 lb. bag. Jute bags of 12¼ lbs. are advanced 5c to 55c. Other lines are steady with a limited movement on account of the summer season.

CEREALS—		
Rolled oats, bag	3 35	3 50
Oatmeal		3 75
Pearl Hominy		1 40
Corn meal	2 50	2 80
Graham Flour, 98 lbs.		7 65
Buckwheat Flour		4 25
Pot Barley		3 25
Pearl Barley		3 85
Beans, Ont.		3 50
Do., Can.		3 30
Lima Beans		0 06
White beans		0 07½
Green peas, dried	0 03	0 05¾
Split Peas		0 07¼

COFFEE PRICES STEADY

Montreal

COFFEE—The coffee market is simply marking time until the new crop is available. There is no indication as yet of the new level of prices. In the meantime there is a fair movement of stocks to cover immediate requirements and prices are steady.

COFFEE—	
Mocha	0 50
Java	0 45
Maracaibo	0 40
No. 1 Blind compound	0 35

DRIED APPLES SCARCE

Montreal

DRIED FRUITS—The feature of the dried fruit market is the advance in evaporated apples, as predicted in Canadian Grocer of the last two weeks. On 50-lb boxes the price is now 25c per lb. and in less quantities 26c per lb. The supplies are so limited, however, that many wholesalers have none to offer. Santa Clara California prunes 90 to 100 show an advance of ½c and are quoted at 12½c on this market, as a result of strength in New York and at the Coast. Reports state that supplies at the Coast are entirely cleaned up and that all available stocks are held in second hand.

DRIED FRUITS—		
Apricots, fancy		0 35
Do., choice		0 31
Do., slabs		0 29
Apples (evaporated) 25 lbs.		0 26
Do., 50 lbs.,		0 25
Peaches (fancy)		0 28
Do., (choice)		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Cut mixed		0 31
Lemon		0 25
Orange		0 25
Citron		0 40
Raisins		
Valencias		0 19
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown	0 25	0 27
Fancy seeded (Bulk)	0 18	0 19
Do., 16-oz.	0 20	0 21
Cal. Seedless, cartons 12 doz.		0 21
Do., 16 oz.		0 24½
California Seedless, in bulk	0 19	0 20
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, excelsior, (36 10s), pkg.		4 50
Dromedary, (36-10 oz.)		7 20
Loose	0 10	0 12
Figs, 4 crown		0 21
5 crown		0 22
6 crown		0 23
7 crown		0 25
Mats, Portuguese		0 08
Smyrna cooking, bags		0 13
Prunes (25-lb. boxes)—20-30s		0 32
40-50s		0 10½
50-60s		0 15
60-70s		0 14½
70-80s		0 14
80-90s		0 12½
90-100s		12½

MORE PACKAGE TEAS UP

Montreal.

PACKAGE GOODS—About the only changes of note in package goods come in teas. More package teas are up following recent advances in some brands. Primus brand teas are advanced ten cents a pound to 54c and Minto teas are advanced 4c to 59c a pound wholesale. Sal Hepatica is advanced slightly to cover increased sales tax. The price for the small size is now $3.65 and the medium size $9.30 a doz.

PACKAGE GOODS—		
Breakfast, food, case 18		3 50
Cocoanut, pound packages, per lb.		0 34
Do., ¼ lb. packages		0 37
Corn Flakes, 3 doz. case	3 40	2 40
Cornmeal, yellow, 24s		2 85
Rolled oats, 18's		2 00
Rolled oats, 20's		5 00
Aluminum package, 20s		6 25
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		2 55
Hominy, pearl or gran., 2 doz.		3 00
Scotch Health Bran (20 pkgs.)	case	3 50
Pancake Flour, case		7 15
Pancake flour, self-raising, do.		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat, 36s, case		5 40
Do., 20s case		50
Self-raising flour, (3-lb. bags, doz.		2 30
Do., (6-lb. pkg.) doz.		4 50
Corn starch (prepared)		0 09
Corn starch, 1 lb. pkgs.		0 07½
Potato flour		0 14½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 35
Shredded wheat		4 45
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		0 09¼
Celluloid starch, 45 pkgs., case		3 30
Malt Breakfast Food, (36 pkgs.)		9 60
Macaroni		3 15
Spaghetti		3 15
Egg noodles, Quaker		2 25
Canadian cheese loaf, lb.		0 27
Pimento loaf		0 29
Swiss cheese loaf		0 42

NUT MARKET QUIET

Montreal.

NUTS—There is no change in the market for nuts. The demand is light at the present time but markets abroad lend a firm tone in walnuts and almonds which in some cases has stimulated buying for fall delivery.

NUTS—		
Almonds, Tarragona, per lb.		0 19
Valencia shelled almonds 3 crown		0 44
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily,) per lb.		0 16
Brazils, shelled		0 50
Peanuts, Jumbo		0 15½
Do. shelled No. 1 Spanish		0 10½
Do., salted red		0 17
Do., shelled, No. 1 Virginia		0 12½
Peanuts (salted)—		
Fancy wholes, per lb.		0 34
Fancy splits, per lb.		0 29
Pecans, shelled	0 90	1 00
Walnuts, Grenoble in shell		0 30
Walnuts, Marbot	0 26	0 28
Do., new Naples		0 28
Do., Bordeaux, shelled	0 65	0 67

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

NEW JAPAN TEAS SOON

Montreal.

TEAS—There is little change in the tea market which maintains in every detail the strength it has been gathering. Primus Brand teas have been advanced 10c per lb. to 54c wholesale. The retail price will be 65c per lb. Some early Japan teas are expected in Montreal by the first of July. As stated before, the price is to be about 20 per cent. lower than last year's prices. The crop is about two weeks later than last year, according to recent reports, on account of cold weather but the quality and the quantity is good.

TEAS—		
Pekoes	0 38	0 45
Broken Pekoes	0 45	0 60
Orange Pekoes	0 50	0 70
Broken orange Pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
Above retail prices range of quotations to the Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

RICE PRICES FIRM

Montreal.

RICE—The rice market shows no change. Prices are steady under a limited demand with a firm tone reported for Southern rices. Local wholesale prices are unchanged. Tapioca is advanced ½c per pound to 9c in bag lots.

RICE—		
Carolina, extra fancy	0 07½	0 08
Do., fancy		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Rangoon, B, per cwt.		5 75
Texas rice		0 05½
Tapioca, per lb. (seed)		0 09
Do., (pearl)		0 09
Do., (flake)	0 08	0 08½
Sago	0 08	0 08½

PIMENTOS ADVANCED

Montreal

SPICES—The New York market for spices reports a quiet state with interest lagging except in seeds. The exchange market in Sterling is steady at the recent advance and this has a direct influence on import values. This steadiness in exchange has slightly stiffened futures for pepper, but as far as local markets are concerned there is no change. Local wholesalers are, however, quoting a slight advance in little Pimentos, making the price 52c a lb. in 100 lb. lots and 60c per lb. in less quantities. This advance is backed up by reports of strength from the Carribbean. There is more activity in the wholesale market in prospect of an improved demand during the pickling season of August and September.

SPICES—		
Allspice	0 18	020
Cassia, pure	0 25	0 26
Cassia compound		0 18
Cocoanut, 20 lb. pails, per lb.		0 22½
Do., sweetened, lb., packages		0 34
Chicory, (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 32
Pure, ground		0 35
Cream of Tartar, French pure	0 44	0 60
Do., American high test	0 65	0 80
Whole Cloves		0 55
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 80	0 82
Do., 2½ shaker tins, doz.		1 15
Nutmegs, whole—		
Do., 64, lb.		0 30
Do., 80 lb.		0 28
Do., 100 lb.		0 30
Do., ground, 1 lb. tins		0 35
Pepper, black		0 24
Do., white		0 32
Do., white, compound		0 18
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Do., black, compound		0 15
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Turmeric	0 25	0 30
Pickling spice	0 25	0 28

SUGAR PRICES UP

Montreal

SUGAR—Those who put aside the

stocks of granulated sugar in the prospect of an advance have not been disappointed. All refined sugars are now quoted at $6.50 per 100 lbs., an advance of 50 cents per 100 over last week's prices. The market is firm at this level. The raw sugar market in New York, while showing a temporary weakness, is much stronger than a week ago with an advance to a price of 3 cents per lb. c & f. New York for Cuba's July shipments. The American market for refined sugar also shows an advance quoting $5.80 and $6.00 per 100 lbs. There is also some demand locally for light crystal raw sugar which is also advanced ½c a lb. to 5½c. This demand is limited but is sufficient to warrant local wholesalers carrying a supply.

SUGAR—

Granulated sugar, per cwt.	6 50
Do., barrels	6 55
Granulated gunnies, 5-20	6 70
Do., cases, 20 5-lb. cartons	6 90
Do., gunnies, 10-10	6 80
Do., cases, 50 2-lb cartons	7 00

MOLASSES ADVANCED

Montreal

SYRUPS—Some of the local wholesalers have advanced their quotations on Barbados molasses by two cents a gallon. This follows the general strength of the market which comes with the higher values on raw sugars. One branch of the cane sugar industry naturally follows the other. This makes the price for the island of Montreal 60 and 61 cents per gallon in puncheons. There is no change in corn syrups which have a fair movement at steady prices.

MOLASSES—

Puncheons, Island of Montreal	0 60	0 61
Barrels		0 64
Half barrels		0 65
Puncheons, outside of Montreal		0 60
Fancy molasses in tins (ginger bread)		
No. 2, 2-doz. per case		4 20
No. 3, 2-doz. per case		4 60
5-lb. tins		3 95
10-lb. tins, per case		3 60

These prices are temporarily nominal.

CORN SYRUPS—

Barrels, about 700 lbs.	0 05½
Half barrels, about 350 lbs.	0 05¾
Quarter barrels, about 175 lbs.	0 06¼
2 gals., 25-lb. pails, each	2 00
3 gals., 38½-lb. pails, each	2 35
5-lb. tins, per case	4 20
10-lb. tins, per case	4 00
24 2-lb. tins	3 75

WHITE CORN SYRUP—

24 2-lb. tins	4 25
12 5-lb. tins	4 70
6 10-lb. tins	4 50

VEGETABLE PRICES DOWN

Montreal.

VEGETABLES—Local vegetables on the market have brought many reductions and many more are expected next week since local garden truck is rapidly maturing. Local beets, lettuce, spinach, turnips and carrots are quoted at a price much lower than the imported vegetables. Radishes are also lower. Egyptian onions are also lower in price. American washed celery is on the market quoted at $2.75 per doz.

VEGETABLES

Asparagus, Canadian 11 qt. basket	3 00	4 00
Beets, new doz.	1 50	1 75
local	1 00	1 25
Green beans	3 00	3 50
Wax beans	4 00	5 00
Cauliflower, doz.	3 00	4 00
Cabbage, new crate	3 50	4 00
Carrots, new, per doz.	1 25	1 50
Carrots, local, per doz.		0 90
Celery, imported, crate	9 00	9 50
Celery, washed, doz.		2 75
Mushrooms, 3 lb. basket		3 25
Lettuce, local, box 2 doz.		3 50
Parsnips, bag	2 00	2 50
Peppers, green, per crate	5 50	6 00
Montreal Potatoes	1 15	1 25
New Potatoes (Bermudas) per barrel	8 00	9 00
Do. per lb.		0 15
Bermuda onions, crate		2 50
Egyptian onions, per 100 lb.		5 00
Spinach, barrel, local	0 50	0 75
Cucumbers, basket	3 50	4 00
Green Peas, per hamper	8 00	9 00
local, 20 lb.	4 00	5 00
New turnips, per doz.		1 50
Parsley, per doz.		2 00
Radishes, per doz.		0 20

STRAWBERRIES AND LEMONS HIGHER

Montreal

FRUIT—Fruit dealers are predicting an advance in lemons again this year. The price shows an advance of 50c a case this week. The demand for lemons is heavy in prospect of the advance and many dealers are laying aside some of the new crop. Oranges show a little easier trend on account of the falling off in the demand. California cherries and Georgia peaches are lower in price but local strawberries are higher, quoted at 30c per quart basket.

FRUIT—

Apples, Greenings	10 00	10 50
Spys	12 00	14 00
Baldwins	9 50	10 00
Boxes, 175s, 210s,	3 75	4 50
Bananas (as to grade) bunch	6 00	7 00
Lemons, California	7 00	8 00
Lemons, 300s-360s, Messina	5 50	
Florida, grape fruit	8 00	9 00
Spys	10 00	12 00
Domestic		6 00
Russets	8 00	9 00
California Valencias	8 50	
Oranges, late Valencias		7 50
California Pears, per case		7 00
Domestic strawberries, per qt.		0 30
Pineapple, per crate, 24s	6 00	
Do., 36s,	5 25	5 50
California cherries, per box		4 00
Georgia peaches, per crate		5 00
Watermelons	0 60	0 75
Canteloupes, crate	3 75	4 00
Honey Dew Melons 6-8	6 00	6 50

COTTON TWINES HIGHER

Montreal.

TWINES—An advance of approximately three cents a pound is quoted on cotton twines this week. This makes the 4 ply red and white in cones 48 cents a pound. The 4 ply balls are 44 cents an advance of 2c a lb.

4 ply balls, per lb.	0 44
3 ply balls	0 42
3 ply cones	0 41
3 ply tubes	0 41
4 ply cones	0 43
4 ply red and white	0 44

ONTARIO MARKETS

TORONTO, June 14.—The feature of the market is the strengthening character of the sugar market under influence of a heavy export demand. Refiners announce an increase of 60c per cwt., making the Toronto basis $6.84. Canned vegetables continue firm while lobsters are scarce. Teas show greater activity with certain blends quoted at a higher price. Red Rose tea crimson label is advanced five cents per pound. Rolled oats are strong with quotations higher. There is little change in the spot situation on dried fruits other than an increase in the quotation on citron peel. New crop Brazil nuts have arrived on this market. Shelled walnuts and almonds are unchanged. Peanuts are strong and higher. Rice and spices are steady. Prospects for a good fruit crop look promising, with the exception of raspberries which are reported light. New potatoes are slightly higher but old potatoes show no change.

ROLLED OATS HOLD STRONG

Toronto

CEREALS.—Outside of the continuing strong position in rolled oats, cereals show practically no change. For sometime past rolled oats have been showing considerable strength, and although quotations have been steadily advancing a few cents at a time, manufacturers still claim that rolled oats cannot be milled for the price at which they are quoted to the retail trade. Some wholesalers have advanced rolled oats to $3.35 per 90-lb. bag. There are others offering at $3.25, but state that the latter figure will have to be advanced.

CEREALS—

Barley, pearl, 98s		5 00
Barley, pot, 98s		3 75
Cornmeal, golden, 98s		2 80
Oatmeal, 98s		3 85
Corn flour, 98s		2 80
Rye flour		4 40
Rolled oats, 90s	3 25	3 35
Rolled wheat, barrel		6 25
Cracked wheat, bag		5 00
Breakfast food, 98s		4 75
Rice flour, 100 lbs.		10 00
Flaxseed, 98s		7 00
Peas, split, per bag		7 50
Marrowfat Green peas, Ont.	7 75	8 50
Graham flour, 98s		3 75
Whole Wheat Flour		4 10
Wheat Kernels		5 25

BEANS UNCHANGED

Toronto

BEANS.—This market shows no change as compared with a week ago. Stocks are not large but the demand is not particularly active at this season.

BEANS—

Ontario hand picked, per bu.		4 40
Do., No. 1 lb. pickers, per bu.	3 90	4 00
Cal. Limas, per lb.	0 11	0 11½

LOBSTER DELIVERIES CUT

Toronto.

CANNED GOODS.—Enquiries for tomatoes for second hand sale were again in evidence during the past week. Holders, however, are fairly firm in their ideas and it is generally considered that stocks will be cleaned up. Demand for canned fruits for local consumption is rather quiet but there appears to be good demand for shipment to summer resorts and camping outfits. There is every reason to believe that the volume of new pack canned lobsters available this season will be rather limited. Can-

ners have cut deliveries 50 per cent. The reason for this is on account of the short pack and the big export demand, chiefly from France and the U. S. Brunswick sardines are reduced to $4.75 per case. Campbell's pork and beans are advanced to $1.70 per doz. Delmonte No. 10 yellow peaches are quoted at $14 per doz.

CANNED GOODS—		
Shrimps	2 40	2 90
Salmon—		
Sockeye 1s, doz.	....	5 60
Do., ½s, doz.	....	3 25
Alaska red, 1s.	....	4 25
Cohoe 1s, doz.	....	2 90
Do., ½s, doz.	....	1 45
Pinks, 1s, doz.	....	1 50
Lobster ½-lb., doz.	4 15	4 25
D.. ¼-lb. tins	2 75	3 00
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	1 80
Herrings in Tomato Sauce—		
Ovals 1s per doz.	1 75	2 15
Ovals ½s, per doz.	....	1 30
Kippered Herrings—		
Ovals 1s, per doz.	1 75	2 00
Ovals, ½s, per doz.	....	1 30
Canned Vegetables		
Peas, standard, doz.	1 80	1 85
Do., Early June	2 15	2 25
Do., Sweet Wrinkle	....	2 40
Do., Extra Sifted	....	3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.	....	2 15
Do., Golden wax, fancy, doz...	....	2 25
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.	....	6 60
Canadian corn	1 20	1 50
Tomatoes, 2½s doz.	1 70	1 80
Pumpkins, 2½s	1 90	1 80
Spinach, 2½s doz.	....	2 95
Do., 2s	....	2 25
Pineapples, sliced, 2½s doz.	....	3 75
Do., sliced, 2½s, doz.	....	4 25
Apples, gal. water pack, doz.	....	5 60
Do., gal. steam pack. doz.	....	6 80
Do., 2½s, doz.	....	1 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.	....	3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Blueberies, 2s	2 35	2 45
Strawberries, 2s, H. S.	4 50	5 00
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	3 00	3 25
Do., 16 oz. doz.	3 50	3 90
Do., 4s, each	0 85	1 07
Strawberry, 12 oz. doz.	....	3 05
Do., 16 oz. doz.	3 25	3 60
Do., 4s, tins	0 92	0 98
Raspberry, 12 oz., doz.	2 40	3 05
Do., 16 oz., doz.	3 25	3 60
Do., 4s tins	0 85	0 90
Marmalade—		
12 oz., glass, doz.	2 25	2 45
16 oz., glass, doz.	2 75	2 90
No. 4 tins, each	0 58	0 65

COFFEE STEADY

Toronto.

COFFEE.—Nothing of interest has developed in the local situation in the coffee market. Quotations to the retail trade are unchanged under a good seasonable demand.

COFFEE—		
Java, Private Estate	0 51	0 53
Begotas, lb.	....	0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Rio, lb.	0 23	0 25
Santos	....	0 35
Mocha, lb.	0 52	0 55

PACKAGE CEREALS UNCHANGED

Toronto

PACKAGE GOODS.—Quotations on package cereals are unchanged. Market conditions are fairly steady.

PACKAGE GOODS—		
Rolled Oats, 20s, round case	....	5 00
Do., 18s, case	....	2 00
Do., 20s. square case	....	5 00
Do., Aluminum Prem., 20s	....	6 15
Corn Flakes 36s, case	2 70	3 50
Porridge Wheat, 36s, reg., case	....	6 00
Do., 20s, family, case	....	6 80
Package Peas, per doz.	....	0 90
Cornstarch, No. 1, lb. carton	....	0 09
Do., No. 2, lb. cartons	....	0 07½
Laundry Starch	....	0 07
Do., in 1-lb. cartons	....	0 07¾
Do., in 6-lb. wood boxes	....	0 10¾
Do., in 6 lb. tin cannisters	....	0 11½
Celluloid starch, case	....	3 80
Potato flour, 1-lb.	....	0 14½
Fine Oatmeal, 20s	....	5 75
Cornmeal, 24s	....	2 30
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Self-rising Pancake Flour, 24s	2 70	4 75
Buckwheat Flour, 24s	....	2 70
Self-rising Pancake Flour, 18s	....	3 85
F. S. Hominy, gran. case	....	3 00
Do., pearl, case	....	3 00
Scotch pearl barley case	....	2 70
Puffed rice pancake flour, 24s	....	2 90
Macaroni 30-16 oz. per case	3 15	3 40
Do., 30-8 oz. per case	2 00	2 20

PRUNE PRICES NAMED

Toronto

DRIED FRUITS.—Some interest is manifest in prunes. The Oregon growers have announced opening prices which, on the average, are about 1½c per lb. lower than last year. It is said that some bookings have been made for the new crop but future buying is not large as many believe that the opening prices will not hold. Although prices for the new 1922 crop of California prunes have been named by some of the independent packers, the association have not yet named their prices but are expected to do so by the end of the month. Citron peel is advanced to 49c per lb.

DRIED FRUITS—		
Citron caps, 12-lb. boxes, lb.	....	0 49
Lemon caps, 12-lb. boxes, lb.	....	0 31
Orange caps, 12-lb. boxes, lb.	....	0 32
Mixed containing 4½ lb. lemon per lb.	....	0 35½
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½ lb. orange 3 lb. citron caps, 3 dozen per case, per doz.	....	4 35
Currants—		
Greek Filliatras, cases	0 14½	0 15
Do., Patras	0 15	3 15½
Dates—		
Excelsior, pkgs., 3 doz., in case	....	2 85
Dromedary, 3 doz. to case	....	7 50
Do., 4 doz. to case	....	3 90
Fard, per lb.	....	0 26
Hallowee dates, per lb.	....	0 12½
Do., Sair	....	0 07½
Prunes—		
30-40s, 25s	....	0 22
40-50s, 25s	....	0 18
50-60s, 25s	....	0 17
60-70s, 25s	....	0 16
70-80s, 25s	....	0 14
80-90s	....	0 12½
100-120s, 50s, per lb.	....	0 09¾
Raisins—		
California, Sultanas, lb.	0 16	0 19
Seeded, 15-oz. pkts.	0 17½	0 18½
Do., 11-oz. pkts.	....	14½
Seedless, 15-oz. pkts.	....	0 23
Thompsons, seedless, bulk	....	0 19½
Valencia, Spanish	0 19½	0 20½
Clusters, boxes, 20 1-lb. pkg.	....	6 65
Smyrna Sultanas	....	0 23½
Muscat, 25 lb. box	....	0 19
Evaporated apples	0 19	0 19½
Figs—		
Natural bags, 30 lb.	....	0 10½
Layer, 4 Crown	....	0 30
Layer, 7 Crown	0 28	0 35
Pulled, 10-lb. box, per lb.	....	0 34
Pulled, 1-lb. box, each	....	0 20
Do., 2-lb. box, each	....	0 36
Mats	0 09	0 09½
Peaches—		
Choice	....	0 20
Choice, extra	....	0 22½
Standard	....	0 18½
Apricots—		
Choice	....	0 32
Standard	....	0 28

TEA STOCKS REDUCED

Toronto

TEA.—The advance in package teas has had a stimulating effect and trading in general has been particularly active during the past week. Another factor is that the consumption of tea usually increases during the summer months and as markets abroad continue strong, many in the trade are becoming anxious to cover their requirements for the next three or four months. The stocks held in all parts of the world other than England are very light and practically the whole of the reserve stock is carried there, which is smaller than other years. The stock in bond in England at the end of April amounted to 215,000,000 pounds, in comparison with 233,000,000 pounds for the same period in 1921. Consumption in England since the reduction in the British tariff is showing signs of increasing, so that a rapid decline in stocks there can be expected, with the result that little stock will be on hand when the new crop arrives this fall. Some local wholesalers and importers have advanced quotations one to two cents. Quotations on Red Rose tea crimson label are advanced 5c per lb. One pound packages are now 49c and halves, 50c per lb.

TEAS—		
Pekoe Souchongs	0 39	0 45
Pekoes	0 42	0 58
Broken Pekoes	0 45	0 68
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans	....	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 65	0 65

Above prices give range of quotations to the retail trade.

NEW BRAZILS ARRIVE

Toronto

NUTS.—Shipments of new crop Brazils in the shell have arrived. These nuts, however, have not yet been cleared from the customs so that a defintie price is not quoted. The nuts are of good quality but a little smaller than last year and it is likely the price will be at least as low as a year ago. In shelled walnuts and almonds the market is quiet with no change in quotations to record. Shelled peanuts are stronger with quotations advanced to 11½c per lb.

NUTS—		
Almonds, Tarragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian	....	0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, strip, lb.	....	0 22
Do., sweetened, lb.	....	0 22
Do., shred	....	20
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	0 18	0 20
Do., medium	....	0 12½
Mixed nuts, bags 50 lbs	0 20	0 25
Pecans	....	0 27
Shelled —		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 25	0 37
Walnuts, Bordeaux, lb.	070	0 75
Do., Manchurian, lb.	0 45	0 50
Do., broken	....	0 41
Jordan Almonds	0 70	0 75
Peanuts, Spanish, lb.	....	0 11½
Pecans, lb.	0 78	0 80
Brazils, lb.	....	0 55

SUGAR ADVANCES 60 CENTS

Toronto.

SUGAR.—Standard granulated sugar is advanced to the basis of $6.50 Mon-

treal which figures $6.84 jobbers' price, Toronto. This is an increase of 50c to 60c over the quotations of a week ago, bringing all refiners to the same price level. Wholesalers generally are quoting list prices but there appears to be some price cutting among the retail trade for which there is no justification under the prevailing circumstances. The situation continues strong and with the heaviest consumer demand at hand there is a tendency for this to continue for some time.

SUGAR—

St. Lawrence, extra, gran., cwt.	6 84
Atlantic, extra gran.	6 84
Acadia Sugar Refinery, ex. gran.	6 84
Dom. Sugar Refinery, ex. gran.	6 78
Canada Refinery, gran.	6 84

Differentials: Graduated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.

QUIET RICE MARKET

Toronto.

RICES.—Primary markets continue quiet but holders do not appear anxious to make price concessions. There is no change in the spot situation.

RICE—

Honduras, broken, per lb.	0 05	0 08
Do., fancy	0 09¾	0 10½
Blue Rose, fancy	0 07¼	0 08
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 05
Chinese, XX		
Do., Simiu	0 10	0 11
Do., Mujin, No. 1	0 09	0 10
Do., Pakling	0 07½	0 09
Rangoon	07	0 07½
White Sago	0 08	0 08½
Tapioca, per lb.	0 7½	0 08
Do., fancy	0 09½	0 10

NO CHANGE IN SYRUPS

Toronto.

SYRUPS.—The market continues fairly steady with no changes in quotations to record.

SYRUPS—

Corn Syrup—	
Barrels, about 700 lbs., yellow	**0 05½**
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	**4 25**
Cases, 5-lb. tins, white, 1 doz. in case	**4 70**
Cases, 10-lb. tins, white, ½ doz. in case	**4 50**
Cases, 2-lb. tins, yellow 2 doz. in case	**3 75**
Cases, 5-lb. tins, yellow, 1 doz. in case	**4 20**
Cases, 10-lb. tins, yellow, ½ doz.	**4 00**
Sugar Syrup—	
Cases, No. 2 tins 24 to case	**4 50**
Maple Syrup—	
8 lb. tins, 10 to case, per case	14 50
2½ lb. tins 24 to case, per case	13 25
10 lb. tins, 6 to case, per case	11 50
5 gal. cans	11 00
1½ lb. tins, 24 to case, per case	7 50
5 lb. tins, 12 to case, per case	12 25
1 gal. tins, 6 to case, per case	13 20
Maple sugar, 1 lb. blocks, per lb.	0 18
Molasses, baking grade—	
No. 2 tins, 2-doz. case	**4 00**
No. 3 tins, 2-doz. case	**6 20**
No. 5 tins, 1-doz. case	**4 40**
No. 10 tins, ½-doz. case	**4 05**
Pails—No. 1	**1 15**
Pails, No. 2	**1 70**
West India, gal.	**0 30**
Molasses, table grade—	
No. 2 tins, 2-doz. case	**6 25**
Pails No. 5	**3 35**

SPICES STEADY

Toronto.

SPICES.—The list throughout remains steady under a good movement for immediate wants.

SPICES—

Cassia	0 22	0 24
Cinnamon	0 35	0 40
Cloves	0 60	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 55
Mustard, pure		0 45
Pastry		0 25
Pickling spices		0 20
Mace		0 55
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.		0 45
Chillies, lb.		0 50
Nutmegs,, selects, whole	0 30	0 40
Do., ground		0 35
Mustard seed, whole		0 25
Celery seed, whole		0 40
Coriander seed		0 18
Caraway seed, whole		0 20
Curry Powder		0 35
Cream of Tartar—		
French, pure	0 35	0 40
4-oz. packages, doz.		1 75
2-oz. pkgs., doz.		0 90

NEW POTATOES HIGHER

Toronto

VEGETABLES.—New potatoes are slightly higher; Virginias No. 1 are quoted at $8.50 and No. 2 at $6 per barrel. Mississippi tomatoes are quoted lower at $2 to $2.25 per four basket crate. Beans are higher at $2.75 to $4.50 per large hamper while cucumbers are bringing $3.50 per hamper. There is little change in old potatoes; prices remain at 90c to $1 on track car lots, and $1.15 to $1.30 per bag to the retail trade.

VEGETABLES—

Potatoes, Ontario	1 15	1 30
Do., No. 1 bbls.		8 50
Do., No. 2 bbls.		6 00
Onions Texas case		3 00
Celery, Florida		7 00
Leaf Lettuce, doz.		0 25
Green Onions, local, doz.		0 25
Beets, local doz. bun.		0 85
New Carots, bushel bk.		2 75
New Cabbage, large crate		3 25
Radish, per doz.		0 25
Green peppers, per doz.		1 00
Tomatoes, 4 bkt. crates	2 00	2 25
Do., Hothouse, per lb.		0 40
Egg Plant, case		5 00
Green beans, hamper		2 75
Wax Beans, hamper		4 50
Asparagus, 11 qt. bk.	2 75	3 00
Cucumber, per hamper		3 50
Do., Hot House, 11 qt. bkt.		3 00
Spinach, bus. box		0 75

LOCAL BERRIES ARRIVING

Toronto

FRUITS.—There is a good prospect generally for domestic fruit crops. Strawberries are reported fairly heavy while raspberries are reported light. Local strawberries are commencing to arrive quite freely and American berries have ceased for the season. Fruit dealers are now located at their summer quarters at the foot of Yonge St. Oranges and lemons continue in a strong position under advanced quotations. California cherries are quoted at a lower price of $4 to $5 per crate.

FRUITS—

Oranges, Cal. Val.	6 00	9 00
Do., Messina, ½ box		4 00
Lemons, Messina	6 00	7 00
Do., Cal.		7 00
Bananas, per lb.		0 07½
Apples, B. C. boxed	3 50	4 25
		Per case.
Grape Fruit, Floridas 54s		7 00
Strawberries, per box, qts.		0 25
Watermelons, ea.	1 15	1 25
Cherries, Cal., per box	4 00	5 00

MANITOBA MARKETS

WINNIPEG, June 14.—Business is rapidly improving and with prospects of a splendid crop in view merchants are optimistic about this year's business. The coffee market is firm and the demand for Santos is showing an improvement. Canned vegetables, fruits and fish continue to show a good movement at firm prices. There are indications that these lines will be practically cleaned up before the new pack arrives. Prunes on the primary market are showing a firmer tone and this has stimulated sales on the local market. Rolled oats have advanced with other bulk package cereals showing little change. Small shipments of new strawberry jam are on the market at approximately the same price as last year. The feature of the grocery market has been the advance in sugar and with New York raw and refined market showing a firmer tone further advance are expected. California big cherries are in good demand. The first shipment of Hood river strawberries have arrived and quoted at $7. Further shipments will probably be lower.

FIRM COFFEE MARKET

Winnipeg.

COFFEE.—The spot coffee market is firmer and the demand for Santos coffee is showing an improvement. There is no change in local conditions.

COFFEE—

Rio, roasted, best grade, per lb.	**0 19½**	**0 20½**
Mexican, roasted, best grade, lb.	**0 44**	**0 49**
Jamaica, roasted, best grade, lb.	**0 28**	**0 30**
Bogotas, roasted, best grade, lb.	**0 40**	**0 43**
Mocha (types), best grade, lb.	**0 51**	**0 53**
Bourbon, best grade, per lb.	**0 30**	**0 35**
Santos, best grade, per lb.	**0 27½**	**0 30**
Maracaibo, roasted, best grade, lb.	**0 38**	**0 44**

CANNED GOODS IN DEMAND

Winnipeg.

CANNED GOODS.—There is a good demand for all lines of canned goods. Fancy peas and fancy corn stocks are practically cleaned up and this also applies to some lines of canned fruit. Further supplies of these goods will not be available until the new pack arrives. Salmon continues normal. The higher prices on sockeye have curtailed the sale of this line. Pinks are in good demand as consumers are realizing the food value of this line as compared in price with other grades. Other lines of canned fish are meeting with seasonable sales.

CANNED FISH—

Shrimps, 1s, 4 doz. case, doz.		**2 75**
Finnan Haddie, 1s, 4 doz. case	**8 00**	**11 00**
Do., ½s, 8 doz. case, case		**7 25**
Herring (Can.) 1s, 4 doz. case per case	**6 50**	**8 00**

Lobsters, ¼s, 8 doz. case, doz.	....	2 85
Do., ½s, 4 doz. case, doz.	....	4 95
Oysters, 1s, 4 doz. case, case	....	8 40
Do., 2s, 8 oz. 2 doz. case, case.	....	7 50
Pilchards, 1s, tall, 4 doz. case, per case	....	6 25
Do., ½s, flat, 8 doz. case, case	....	9 00
Salmons—		Per case
Sockeye, 1s, tall, 4 doz. case..	....	20 00
Do., ½s, flat, 8 doz. case ..	....	21 00
Red Spring, 1s, tall, 4 doz. case	....	15 00
Do., ½s, flat, 8 doz. case..	....	16 00
Cohoe, 1s, tall, 4 doz. case ..	11 50	13 00
Do., ½s, flat, 8 doz. case	13 00	14 00
Pink, 1s, tall, 4 doz. case	6 00	6 50
Do., ½s, flat, 8 doz. case....	....	8 00
CANNED FRUITS (Canadian)—		Per case
Apples, 6 tins in case	....	3 20
Blueberries, 2s, 2 doz. case	....	5 75
Cherries, 2s, 2 doz. case	....	6 70
Gooseberries, 2s, 2 doz. case	....	7 50
Lawtonberries, 2s, 2 doz. case ..	....	8 00
Peaches, 2s, 2 doz. case	6 60	7 10
Pears, 2s, 2 doz. case	6 45	7 00
Plums, Green Gage, H. S. 2s, 2 doz. case	....	6 00
Plums, Lombard, H.S. 2s, doz. case	....	5 95
Plums, Lombard, L. S., 2s, 2 doz. case	....	4 65
Raspberries, 2s, 2 doz. case	8 00	8 60
Strawberries, 2s, 2 doz. case ..	8 00	8 60
CANNED FRUIT (American)—		Per case
Apricots, 1s, 4 doz. case	....	10 60
Peaches, 2½s, 2 doz. case	....	9 15
Peaches, sliced, 1s, 4 doz. case..	....	10 85
Do., Halves, 1s, 4 doz. case .	....	10
Do., 2s, 2 doz. case	....	6 50
Pears, 1s, 4 doz. case	....	13 25
Pineapple, sliced, 2s, 2 doz. case	....	7 00

STRONGER TONE TO PRUNES

Winnipeg.

DRIED FRUITS.—There is little change in the dried fruit situation. Prunes continue to move freely at firmer prices. Peaches and raisins are also in good demand. Indications point to the fact that practically all lines of dried fruits will be cleaned up before the new pack arrives.

DRIED FRUITS

Evaporated apples, per lb.	....	0 20¼
Currants, 90 lb., per lb.	....	0 16
Do., 8 oz. pkgs., 6 doz. case, pkg.	....	0 15
Dates, Hallowee, bulk, lb.	....	0 14
Do., pkgs,, 3 doz. case, lb.	....	0 09
Figs, Smyrna, per lb.	....	0 14
Loganberries, 8 oz., 4 doz. case, pk.	....	0 27¼
Peaches, standard, per lb.	....	0 18
Do., choice, per lb.	....	0 19½
Do., fancy, per lb.	....	0 23
Do., Cal., in cartons, per carton	1 00	1 20
Pears, extra choice, per lb.		0 30
Do., Cal., cartons, per carton		1 30
Prunes—		
30-40s, 25s, per lb.	....	0 24
40-50s, 25s, per lb.	....	0 20
50-60s, 25s, per lb.	....	0 17½
60-70s, 25s, per lb.	....	0 16
70-80s, 25s, per lb.	....	0 14½
90-100s, 25s, per lb.	....	0 12½
In 5-lb. cartons, carton	0 73	0 80
Raisins—Seeded—		
Cal., pkg., 16 oz., fancy, per pkg.	....	0 21½
Do., pkg., 12 oz., fancy, per pkg.	....	0 17½
Do., 16 oz., choice, per pkg.	....	0 21
Do., 12 oz., choice, per pkg.	....	0 16
Cal., 5 lb. cartons, per carton	....	1 15
Do., bulk, 25-lb. boxes, per lb.	....	0 20
Raisins—Seedless—		
Cal., pkg., 11 oz., per pkg.	....	0 20
Do., bulk, 25-lb. boxes, per lb.	....	0 22
Do., bulk, 5-lb. cartons, per carton.		1 15
Do., Cal. Muscatels, 5 lb. carton, per carton	....	1 15
Apricots—		
Do., Standard, 10s, per lb.		0 32
Do., 25s, per lb.		0 30
Do., Choice, 10s, per lb.		0 34
Do., 25s, per lb.		0 32
Do., Fancy, 10s, per lb.		0 36
Do., 25s, per lb.		0 35
Apricots, 5 lb. cartons, per carton		1 65

ROLLED OATS ADVANCE

Winnipeg.

CEREALS.—Rolled oats continue the feature of the bulk cereal market. The oat market is in a strong position and rolled oats have advanced to $2.85 per 80 lb. bag. There are no changes in package cereals. Prices are steady with a fair demand.

PACKAGE CEREALS—		
Rolled Oats, 20s. Rd. Ct.	3 75	4 65
Do., 36s, case square pkts.	....	3 75
Do., 18s, case	....	2 10
Corn Flakes, 36s, case	3 50	3 80
Cornmeal, 2 doz. case, per case	....	3 40
Puffed wheat, 4 doz. case, per case.	....	4 40
Puffed Rice, 3 doz. case per case.	....	5 70
Cream of Wheat, 3 doz. case per case	....	7 50
Grape Nuts, 2 doz. case, per case	....	3 80
Package Peas, 3 doz. case		3 00
BULK CEREALS—		
Rolled Oats, 80s, per bag		2 85
Do., 40s, per bag		1 50
Do., 20s, per bag		0 80
Do., 10-8s, per bale		3 75
Oatmeal, 98s gran. of stand bag		3 30
Wheat granules, 98s, per bag		4 70
Do., 16-6s, per bale		5 90
Peas, whole green, 100 lb. bag, per bushel		3 85
Peas, split, yellow, 98s, per bag		7 50
Do., split, yellow, 49s, per bag		3 80
Beans, fancy, hand picked, 100 lb. bag per bushel	3 60	4 25
Beans, Lima, 100 lb. bag, per lb.	0 13½	0 14½
Barley, pot, 98s, per bag		3 45
Do., pot, 24s, per bag		0 93
Do., pot, 24s, per bag		4 60
Barley, pearl, 98s, per bag		4 60
Do., pearl, 24s, per bag		1 22
Cornmeal, 98s, per bag		2 60
Do., 49s, per bag		1 40
Do., 24s, per bag		0 70
Do., 10-lbs. per bale		3 55
Buckwheat, Gritz, 98s, whole, per bag		6 25

FLOUR DECLINES

Winnipeg.

FLOUR.—There has been a decline of 25c on flour, making 98 lb. sacks $4. Buying is in small quantities to meet present requirements.

FLOUR—	
98-lb., sacks	4 00
Two 49-lb. sacks	4 07½
Four 24-lb. sacks	4 17½

NEW JAM ARRIVES

Winnipeg.

JAMS.—Small quantities of new packed strawberry jam have arrived. Some manufacturers have named an early price which is approximately the same as last year's. Merchants can buy season's requirements at to-day's prices with little fear of any declines. With the recent advance in sugar it is expected that it will affect the new quotations.

JAMS—	
Black Currant, 4s, per tin	0 89
Strawberry, 4s per tin	0 89
Raspberry, 4s per tin	0 89
Apricots, 4s, per tin	0 83
Cherry, 4s, per tin	0 83
Peach, 4s, per tin	0 83
Compound (all flavors) 4s tin	0 46

NUT MARKET QUIET

Winnipeg.

NUTS.—The market has the usual quietness and sales are not sufficient to cause wholesalers to be in the market for replacements in large quantities. The whole line shows a restricted movement with prices more or less normal.

NUTS, SHELLED—	
Almonds, per lb.	0 50
Spanish Peanuts, No. 1, lb.	0 13
Pecans, per lb.	0 90
Walnuts, per lb.	0 68
Brazils, per lb.	0 55
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 20
Walnuts, per lb.	0 23
Almonds, per lb.	0 25
Brazils, per lb.	0 18
Pecans, per lb.	0 25
Filberts, per lb.	0 22

NO CHANGE IN RICE

Winnipeg.

RICE.—The rice market is slow and inactive. Stocks are reported light which has a steadying influence.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08½
Do., 50-lb. sacks, lb.	0 08⅝
Siam, 100-lb. bags, lb.	0 05¾
Do., 50-lb. bags, lb.	0 06
Sago, sack lots, 130 to 150 lbs., per lb.	0 07¾
Sago, in less quantities, lb.	0 08¼
Tapioca, Pearl, per lb.	0 07½

SUGAR ADVANCES

Winnipeg

SUGAR.—There has been an advance in quotations on sugar. Two refiners have withdrawn from the market and Canadian refined is quoted at $7.50 per cwt. Merchants are buying in larger quantities as the raw sugar market continues firm and active.

SUGAR—	
Extra gran., bags, 100 lbs.	7 50
Do., gunnies, 5-20 lbs.	7 65
Do cartons, 20-5 lbs.	7 90
Do., gunnies, 10-10 lbs.	7 85
Yellow, No. 1, lt. bags, 100 lbs.	7 25
Do., golden bags, 100 lbs.	7 15
Powdered sugar bbls.	8 05
Do., boxes, 50 lbs.	8 05
Do., boxes, 25 lbs.	8 45
Icing, barrels,	8 15
Do., boxes, 50 lbs.	8 35
Do., boxes, 25 lbs.	8 55
Soft lumps, boxes, 100 lbs.	8 45
Do., boxes, 50 lbs.	8 65
Do., cases, 20 cartons	9 50
Do., cases, 40½ lbs.	10 25
Small lump boxes, 100 lbs.	8 35
Do., boxes, 50 lbs.	8 45
Do., boxes, 25 lbs	8 65
Do., Cartons, 50 2-lb.	9 75
Hard lump boxes, 10 lbs.	8 45
Do., boxes, 50 lbs.	8 60
Do., boxes, 25 lbs.	9 45

SYRUPS FIRM

Winnipeg

SYRUPS.—The cane syrup market is ruling firm due to the advance in sugar and indications point to higher prices. Corn syrup shows no change.

STARCH UNCHANGED

Winnipeg

STARCH.—The starch situation shows no new features. Buyers are purchasing stocks as required.

Corn starch, 1-lb. pkg., per lb.	0 08
Do., No. 1 quality, 1-lb. pkgs.	0 9½
loss, 1-lb. pkg., per lb.	0 09¾
Celluloid, 1-lb. pkg., per case	4 00

SPICES CONTINUE FIRM

Winnipeg.

SPICES.—There is no marked change in the character of the spice situation. Gingers are in light supply and a firm tone prevails. Peppers show no change.

TEAS RULING FIRM

Winnipeg.

TEAS.—The tea market continues in a strong position. Indications are that there will be an advance in price on bulk and package teas within a short time as teas are higher than present day levels.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 38	0 40
Do., second quality	0 35	0 36
Pekoe, first quality	0 40	0 42
Do., second quality	0 36	0 40
Broken Pekoe, first quality	0 42	0 48
Broken orange Pekoe, 1st. qual.	0 50	0 60
Japan, first quality	0 42	0 60

MARKETS BY WIRE

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., June 13.—The butter market is strong under an advance of 2c per lb. Eggs are easier at 28c per doz. Cheese, reflecting the condition in the butter market is stronger and advancing. Smoked hams are up 2c per lb.

Flour, No. 1 patents, bbl.	....	11 00
Cornmeal, bags	....	2 50
Rolled oats, per bag	....	4 00
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.	....	7 70
Sugar, standard, gran.	....	6 10
Do., No. 1 yellow	....	5 60
Molasses, gal.	....	0 60
Cheese Ont., twins	....	0 16
Eggs, fresh, doz.	....	0 28
Lard, compound	....	0 17
Do., pure, lb.	....	0 19
American clear pork, bbl.	....	34 00
Tomatoes, 2½s., stan., doz.	....	2 00
Hams, aver., 25-35 lbs.	....	0 30
Do., aver., 18-25 lbs.	....	0 32
Hams, aver., 12-18 lbs.	....	0 35
Roll bacon	....	0 24
Breakfast Bacon	....	0 32
Butter, creamery, prints, lb.	....	0 38
Do., creamery, solids	....	0 36

Alberta Markets

FROM CALGARY, BY WIRE.

St. John, N. B., June 13.—Sugar is lower, loaf being $8.70, standard granulated $6.70, No. 1 yellow $6.50; potatoes $1.75; pork, clear 35; lard in pails 17½c; tubs 17c; shortening in pails 16½c; tubs 16c; eggs 30c; grapefruit $9.50; bananas $9; new lemons $7.50; and onions 5c per lb.

Potatoes, per bbl.	....	1 75
Onions, per lb.	....	0 05
Pork, clear, bbls.	....	0 35
Oranges, per case	....	9 50
Pigs' feet, per 20-lb. pail	....	2 25
Hams, shoulder, per lb.	....	0 22
Bacon, side per lb.	....	0 33
Bacon roll, per lb.	....	0 62
Lard, pure in pails, lb.	....	0 17½
Lard, pure in tubs, lb.	....	0 17
Shortening, in pails, lb.	....	0 16½
Shortening, in tubs, lb.	....	0 16
Butter, creamery, prints	....	0 35
Butter, creamery, solids	....	0 33
Oleomargarine	....	0 23
Cheese, whole, lb.	0 19	0 21
Cheese, twins, lb.	....	0 21
Eggs, per doz.	....	0 30

New Brunswick Markets

FROM ST. JOHN, BY WIRE

Calgary, Alta., June 13.—Sugar advanced three times during the past week making the present price $7.89. Force has been reduced to $4.35, a drop of 40c per case. Ontario new cheese is advanced to 19c per lb. California lima beans are higher at 13c per lb. Libby's dill pickles advanced 15c per case. Kellogg's waxtite and Kellogg's London cornflakes are now both quoted at $3.75 per case. New pack lobster will arrive the latter part of June; halves in glass are quoted for arrival at $5.75 per doz.

Beans, Kotenash, per cwt.	5 60	6 00
Rolled oats, 80s	....	2 90
Rice, Siam	5 90	6 50
Japan, No. 1	7 15	7 50
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.	....	7 90
Sugar, pure cane, gran., cwt.	....	7 89
Cheese, No. 1, Ont., large	....	0 19

CANADIAN WHOLESALE GROCERS IN CONVENTION

(Continued from page 22)

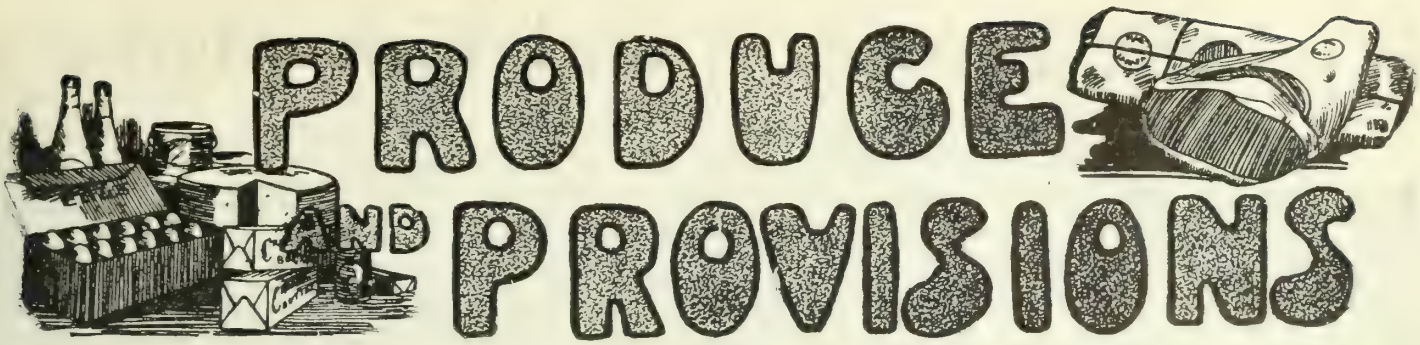
Harding Co., St. Thomas, Ont.; A. M. Dillon and J. M. Dillon of A. M. Smith & Co., London, Ont.; A. M. Masuret, Masuret & Co., London, Ont.

A. B. MacLean, A. B. McLean Sons and Co., Welland, Ont.; J. H. Lumbers, James Lumbers Co., Toronto; John Ross, St. Catharines, Ont.

Some of the Guests

Among the manufacturers, manufacturers' agents and others who registered were the following: J. P. Stilwell, G. C. Cummins, J. F. Lavert of Canadian Match Co., Montreal; George Slate Jr., Canadian Shredded Wheat Co., Toronto; Harry E. Pyke, Pyke Bros. Ltd., Halifax, N. S.; Lucien Derome, Quebec, P. Q.; H. M. Davidson, The Welch Co., St. Catharines, Ont.; R. K. McIntosh, Can. Postum Cereal Co., Toronto; T Ashmore Kidd, Kingston, Ont.; Howard E. Kerr, Marsh Grape Juice Co., Niagara Falls, Ont.; A. H. Thompson, Canada Sugar Refinery Co, Montreal; John W. Nettleton, Dominion Milk Corporation, Toronto; T. Mitchell, St. Laurence Sugar Refineries; R. E. Down and Mr. Wylie, Dominion Milk Corporation, Toronto; Geo. H. Millen and John F. Taylor, E. B. Eddy Co., Ltd., Hull; R. A. Gilmore, Bishop and Pringle Ltd., Toronto; Ross F. H. Humphrey, F. W. Humphrey Co. Ltd., Toronto; Geo. H. Robertson, Carnation Milk Products, Aylmer, Ont.; H. M. Robertson, W. C. Macdonald Reg'd., Toronto; J. C. Davidson, and C. A. P. Powis, E. B. Eddy Co., London: J. A. Knudson. The Welch Co., St. Catharines, Ont.; H. W. E. Pepler and J. Ahern, Channell Ltd., Toronto; H. W. Fairlamb. Acadia Sugar Refinery Co., Montreal; E. N. Binks, J. Rottray Co., Ltd., Montreal; T. C. MacIver, J. Rottray Co. Ltd., Toronto; P. C. Girard, J. Rattray Co., Ltd., Montreal; Frank S. Robison, Genesee Pure Food Co., Bridgeburg, Ont.; F. A. Southcott, J. H. Wethey Ltd., St. Catharines; B. T. Huston, Canadian Grocer, Toronto; H. W. Stuart, Stuart Limited, Sarnia, Ont.; H. G. Flint, Canadian Shredded Wheat Co., Niagara Falls, N. Y.; Wallace Anderson, Acadia Sugar Refining Co., Toronto; Wm. H. Dunn, The Borden Co., Montreal; P. T. Andrews, Wm. H. Dunn, Co., Toronto; Geo. F Benson, Canada Starch Co., Montreal; R. W. Bishop, Bishop and Pringle Co., Owen Sound, Ont.; A. C. Bissell, Atlantic Sugar Refining Co., Montreal; W. F. Brainerd, Sun Maid Raisin Growers, Toronto; W. J. Brigger, T. Upton, Co., Hamilton; F. D. Bristley Royal Baking Powder Co., New York; J. Burns, Dominion Soap Co., Ltd., London, Ont.; J. E. Charrier, Rattray and Cie., Montreal; A. B. Congdon, Libby, McNeill and Libby, Chatham, Ont.; H. P. Davies, Palmolive Co. of Canada, Toronto; A. L. Davis, Genesee Pure Food Co., Bridgeburg, Ont.; W. T. Donohue, Western Salt Co., Ltd., Courtright, Ont.; E. Victor Donaldson, Harold F. Ritchie and Co., Toronto; H. M. Foster, Sec. N. Y. Wholesale Asso., New York; A. B. Fulmore, Libby McNeill and Libby, Toronto; John S. Gall, Canadian Salt Co., Ltd., Windsor; Jas. Le Gallais, Atlantic Sugar Refining Co., Ltd. Toronto; J. G. Gilfillan, Genesee Pure Food Co., Bridgeburg; Frank Gordon, Battle Creek Toasted Corn Flake Co., London; R. M. Griffin and C. W. Griffin, Hamilton; W. W. Hamill, Canadian Shredded Wheat Co., Niagara Falls; J. A. Henderson, John W. Bickle and Greening, Hamilton; J. C. Hodgson, E. D. Smith and Son, Winona, Ont.; Geo. B. Jacobs, Oakville, Ont.; E H. Johannes, London Soap Co., London; J. W. Johnston, Canada Nut Co., Vancouver, B. C.; Warren E. Kelley, Granger and Co., Buffalo, N. Y.; J. C. Kenley, Kellogg Corn Flake Co., Pittsburg, Pa.; A. S. May Toronto; W. T. Merrick, Rose and Laflamme Ltd., Toronto; John M. Millar, Lever Bros., Toronto; Francis Millerd, Gosse Millerd Ltd., Vancouver; S. H. Moore, S. H. Moore and Co., Toronto; J. K. McLauchlan, Toronto; J. F. O'Brien, Kellogg Corn Flake Co., Battle Creek, Mich.; Stewart Oliver, Canadian Match Co., Ltd., Toronto; J. T. Owen, Procter and Gamble Distributing Co., Toronto; A. D. Hettinger, The Palmolive Co. of Canada, Toronto; A. E. Richards, A. E. Richards and Co., Hamilton, Ont.; Hugh M. Robertson, W. C. Macdonald Regd., Toronto; W. F. Robinson, Grimsby Pickle Co., Grimsby, Ont.; Frank W. Robinson, Grimsby Brokerage Co., Toronto; G. S. Robison, Genesee Pure Food Co. of Canada, Toronto; James Somerville, Canada Sugar Refining Co., Hamilton; W. P. Sparr, Western Canada Flour Mills Co., Toronto; W. I. Stephens, The Borden Co., Toronto; A. L. Stewart, Libby, McNeill and Libby of Canada, Chatham, Ont.; Geo. Sloan, Sloan, Dickson and Bone, Toronto; John F. Taylor, E. B. Eddy Co., Ltd., Hull; A. H. Thompson, Canada Sugar Refining Co., Ltd., Montreal; W. S. Ware, Kellogg Toasted Corn Flake Co., Toronto; L. White, Marsh Grape Juice Co., Toronto; T. A. Wilson, The Genesee Pure Food Co., LeRoy, N. Y.;

A report of the third day's session at the convention will appear in next week's issue.



Retailers Object to Egg Marketing Act

Grocers Attending Annual Convention of the Saskatchewan R.M.A. Voice Strong Opposition to the Egg Marketing Act in That Province—Claim They Have to Assume the Responsibility for Bad Eggs

By Staff Correspondent Canadian Grocer

REGINA, June 9.—The effect of the egg marketing act on the retailer was subject to considerable discussion at the annual convention of the Saskatchewan R. M. A. here this week. The voice of the meeting was unanimous that the retailer had to assume responsibility for bad eggs. Practically all retailers stated that they handle eggs but are dissatisfied with the working of the act. Dissatisfaction was expressed at the methods of handling eggs by wholesalers and produce houses. The suggestion was made that the producers should be required by the act to stamp their eggs with their names and that the government should undertake the control of candling eggs.

W. C. Paynter of Tantallion, said that the act was ignored, and that he had been told frequently by traveling salesmen that only two merchants in a certain district were complying with the act and candling their eggs. This he contended was an unjust situation. He did not think the department was handling the act effectively when they asked the merchant to candle eggs upon receipt from the producer and then require them to be candled again by the wholesaler an additional cost. Mr. Paynter said that five years ago he inaugurated a system whereby he paid producers to stamp their eggs a premium of 2c. per dozen, and during the year and a half he had this system in operation he knew of only one instance of a farmer putting a stamp on a bad egg. The farmer is the man who knows the condition of the eggs he is marketing and he is responsible for their quality.

G. W. Stockton of Carlyle declared that the act was unworkable and that the egg marketing act was making a criminal of every merchant in the province.

If they carried out the provisions of the act they would be put out of business and they are forced to evade the act in some respects and the resulting tendency is to ignore the whole act.

A resolution asking for an amendment to the act shifting the responsibility for the marketing of fresh eggs from the retailers to those of the producers was passed and adopted by the general convention unanimously. The retailers will ask the government to amend the egg marketing act so as to require the producers to stamp their eggs to identify their origin, eliminate the necessity for the retailers handling eggs, and provide for the establishment of government candling stations in the large centres.

Market Commissioner Speaks

J. F. Booth, B. S. A. market commissioner for the Saskatchewan Department of Agriculture, in discussing the question of marketing eggs in Saskatchewan before the convention, spoke in part as follows:—

"To-day Saskatchewan is one of the fairly large producing provinces, marketing annually many carloads on the larger markets of the east, west and south and large numbers of these ultimately reach the overseas markets. When our eggs began to arrive on these markets a few years ago, we began to experience difficulty. A demand for improved quality came and a similar demand from the producer under the old system of marketing straight receipts. There was no incentive to any producer to market a strictly fresh first-class quality egg. Good and bad eggs were paid for alike. It was realized therefore that a careful producer was suffering an injustice. These experiences therefore required that steps be taken to improve conditions.

"In order to meet these difficulties the Saskatchewan government in 1920 passed an act known as the Egg Marketing Act. Under this Act every producer of eggs for resale is required to candle them. All egg dealers must be licensed and must keep a record of their purchases together with the number of eggs found unfit for human food. The law provides a penalty for the purchasing of bad eggs. In other words the object is to eliminate the egg unfit for human consumption and to pay the producer for good eggs only.

"We have taken other means of bringing this legislation to the attention of the public. A motion picture has been produced which you have seen tonight. and which has been shown to audiences all over this province during the past year. During the winter months particularly, this film was on the go continuously and has been very favorably commented on, and I have no doubt has done a great deal of good among the audiences where it has been shown. A large number of bulletins and circulars have been distributed which have also given results. A considerable quantity of publicity has been circulated through the press to good effect and all inspections made whether personal or of receipts at central markets have been dealt with by personal letter accompanying the inspector's report, suggestions always being made as to how conditions may be improved. It would naturally be expected that this propaganda would have brought results, and I am very pleased to be able to say that such is the case. We have on file in the office letters from retail merchants and others stating that the number of bad eggs received have been reduced materially during the past two years. It has also been emphasized at various times by the wholesalers and produce dealers that the condition of egg receipts at their places of business has improved wonderfully. It has been said that conditions have become so much better in the past two years that the dealers to-day are able to use girls to candle eggs, where a few years ago the work was so unpleasant as to re-

(Continued on page 42)

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, June 14.—The feature of the produce and provision market is the strength displayed in butter and cheese through a more active export market, although in the case of creamery butter a much improved domestic market is evident. In some cases butter has advanced five cents but most wholesale prices only show an advance of two or three cents. Cheese is also strong although no change has occurred in the wholesale prices. The export market for cheese has brightened up with a good movement towards Europe and the United States. The egg market shows a decline through a big production which exceeds the domestic demand and there is little export. The drop amounts to one and two cents a dozen with further weakness evident. Cooked and smoked meats are unchanged. Smoked meats show a weakness due to the falling off in export demand and lower quotations on bacon in England. Cooked meats, however, have a good movement at firm prices. The hog market fluctuated during the past week and in many instances lost the strength it gained last week.

BUTTER PRICES ADVANCE

Montreal.

BUTTER.—A sharp advance came in the butter market towards the close of last week with an advance in some instances amounting to five cents. A good demand for export but more particularly the demand in the local market for June butter for storage is held responsible for the advance. Local wholesale prices have not all advanced to the full strength of the market but these quotations will doubtless be higher through the week.

BUTTER—

Creamery prints finest	0 35	0 36
Creamery solids	....	0 34
Dairy solids	....	0 26
Dairy prints	....	0 28

CHEESE MARKET STRONGER

Montreal.

CHEESE.—There is a much stronger tone to the cheese market as a result of the keener cable demand and also a movement of Canadian cheese to the United States. Country boards show more activity and with keen bidding the prices show an advance of from one to two and a half cents during the week. Wholesale prices show no change but local dealers predict an advance, feeling that the present strength will hold.

CHEESE—

Old colored, twins	....	0 23
Old White	....	0 23
New Large, per lb.	0 16	0 17
New Twins, per lb.	0 16	0 17
Fancy Old Cheese, per lb.	0 28	0 30
Triplets, per lb.	....	0 17
Stilton, per lb.	....	0 30
Quebec	0 16	0 17

EGG PRICES LOWER

Montreal.

EGGS.—Eggs are a little easier and prices are one and two cents lower than a week ago. The production is large and supplies are accumulating. There is little export demand and local receipts are much in excess of the requirements for this market. The situation is therefore weak.

EGGS—

Specials	0 35	0 36
Selects, new laid	....	0 34
No. 1	....	0 31
Storage	....	0 29

COOKED MEATS FIRM

Montreal.

COOKED MEATS.—There is no change in the market for cooked meats. Prices are firm after the one cent advance of a week ago and the demand is good.

COOKED MEATS—

Hams, cooked	0 52
Square pressed	0 57
Smoked shoulders	0 22
Bologna	0 10 0 21
Corned Beef 1's, per doz.	3 25
Per doz. 2's	5 75
Per doz. 6's	23 50

HOGS SHOW WEAKNESS

Montreal.

FRESH MEATS.—The hog market showed a gain during the early part of last week but in most cases it was lost before the close of the market. The prices opened this week at $14.75 per 100 lbs. for lightweights, weighed off cars. This is an advance of 25c on the price of a week ago. There is, however, a weak feeling in the market and a slump would not be surprising. Fresh killed dressed hogs are steady in price at 1 c per lb. There is no change in the beef market.

FRESH MEATS—

Hogs, live (selected, weighed off cars)	$14 50	$14 75
Fresh killed	21 00	22 00
Fresh Pork—		
Legs of pork (foot on)	0 20	0 21
Loins (trimmed)	0 28	0 29
Trimmed shoulders	0 19	0 21
Untrimmed		0 17
Pork sausage (pure)		0 20

Fresh Beef—

	(Cows)		(Steers)	
Hind quarters	0 15	018	0 12	0 16
Front quarters	0 10	0 12	0 05	0 08
Lions	0 23		....	0 28
Chucks	....	0 10	0 11	0 12

BACON MARKET ADVANCES

Montreal.

SMOKED MEATS.—The trade in smoked meats has been fairly active, there being a steady demand from local and country buyers and as offerings are none too large a firm feeling prevails in the market. Bacon prices have advanced 2c in the last two weeks. The export market for Canadian bacon is not as bright as it has been. Cable advices state that there is no official change in prices in England but the undertone of the market is weak and a decline is expected.

BACON—

Breakfast, best	0 43	0 55
Smoked breakfast	0 33	0 43
Cottage rolls	....	0 29
Picnic smoked Hams	....	0 23
Wiltshire	0 30	0 32

MEDIUM SMOKED HAMS—

Weight, 84, long cut	0 38	0 40
Do., 14-20	0 36	0 38
Do., 20-25	0 34	0 36
Do., 25-30	0 32	0 34
Over 35 lbs.	0 29	0 30

LARD MARKET QUIET

Montreal.

LARD.—There is no change in the condition of the local lard market. The demand from all sources is limited, and a new easy feeling prevails.

LARD—

Tierces, 60 lb.	0 15½	0 16½
Pails, 20 lbs.	0 16	0 17
Tubs, 20 lbs.	0 16½	0 17½

WESTERN HALIBUT FEATURED

Montreal

FISH.—Shipments of western halibut feature the market at slightly lower prices. Fresh halibut is now quoted at 19c per lb., while frozen medium halibut is quoted at 17c and 18c. Dressed salmon from the Pacific coast is also popular at this season at 28c per lb. Mackerel are still in good supply and prices are low. Gaspe and Restigouche salmon are in fair supply and prices are lower at 20c per lb.

FRESH FISH—

Herring	....	0 06
Market Cod, fresh	....	0 05
Steak cod	....	0 07½
Haddock	....	0 05½
Halibut	....	0 19
Lake Trout	....	0 17
Flounders	....	0 08
Mackerel	....	0 10
Brook trout	....	0 50
Gaspe Salmon	....	0 20
Dressed pike	....	0 12

FROZEN FISH—

Haddock	....	0 06
Halibut	....	0 18
Chicken halibut	....	0 16
Market cod	0 05	0 05½
Steak cod	0 05½	0 06
Doree	0 13	0 14
Qualla Salmon	0 10	0 11
Dressed B. C. Salmon	0 20	0 21
Gaspe Salmon	0 18	0 19
White fish	....	0 13½
Dressed pike	....	0 07
Sea Herring, 100 lbs.	....	0 06½
Mackerel	....	0 13

The city of St. Thomas opened a made-in-St. Thomas exhibition last week. Nearly 80 manufacturers and business men of the city have booths at the exhibition. It is being continued this week.

ONTARIO MARKETS

TORONTO, June 14.—Under influence of active buying, principally for storage purposes, the butter market developed a strong tone with prices advanced. Cheese is in practically the same position reflecting the condition in the butter market. As both butter and cheese of the June make is preferred for storage, the tendency is that these markets will remain with a strong undertone for the balance of the month at least. Eggs are in a weak position with prices dropping. Few eggs are now going into the coolers other than some of the surplus that is not required for present use. Some wastage is also noted and dealers are now grading eggs. Lard and shortening show no change. Cooked meats are active in a strong market. Smoked hams and bacon have also a strong undertone. Live hogs, during the week under review, had a weaker feeling with prices a shade lower. Poultry shows little change while the only change in fish is a slight reduction on fresh caught trout.

STRONG BUTTER MARKET

Toronto.

BUTTER.—The butter market under the influence of a keen demand principally for storage purposes has developed a decidedly strong tone with prices advanced 2c. per lb. over last week's quotations. The best grades of creamery prints are quoted at 35c. to 36c. and undergrades at 33c. to 34c.

BUTTER—

Creamery prints, No. 1	$ 35	0 36
Creamery prints, No. 2	0 33	0 34

CHEESE MARKET STRONGER

Toronto.

CHEESE.—Reflecting the condition of the butter market, cheese has also a stronger tone. June make of cheese is always in demand for storage which is chiefly the reason for the strength developing. Dealers' quotations to the trade are advanced one cent although country boards are three cents per pound higher than a week ago.

CHEESE—

Large, new	....	0 16
Do., Sept.	0 20	....
Stilton, new	0 20	....

Twins, 1c higher than large cheese and triplets 1½ cents higher than large.

WEAK EGG MARKET

Toronto

EGGS.—Evidence of further weakness in eggs is not wanting this week. Dealers have again sent out a lower price to country shippers and quotations to the retail trade are likewise reduced. Some spoilage is also noticeable and packers are now grading. Selects are quoted at 34c., No. 1, 31c. and selects in cartons, 36c. per doz.

EGGS—

No. 1, per doz.	0 31	....
Selects, per doz.	0 34	0 35
Selects in Cartons, per doz.	....	0 36

LARD HOLDS STEADY

Toronto.

LARD.—Quotations are unchanged with the market condition fairly steady.

LARD—

1-lb. prints	0 17½	0 18½
Tierces, 400 lbs.	0 15¼	0 15½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

NO CHANGE IN SHORTENING

Toronto.

SHORTENING.—No change has occurred in the market for shortening. Quotations remain at 17c. to 18c. for one pound prints and 14½c. to 15c. per lb. on the tierce basis.

SHORTENING—

1-lb. prints	0 17	0 18
Tierces, 400 lbs.	0 14½	0 15

Tubs are ½c. higher than tierces and pails one cent. higher than tierces.

NO CHANGE IN MARGARINE

Toronto.

MARGARINE.—The movement in margarine continues fairly steady in a moderate way. Quotations remain unchanged.

MARGARINE—

Margarine, No. 1	0 20	0 21
Do., No. 2	....	0 18

COOKED MEATS STRONG

Toronto.

COOKED MEATS.—The strong tone continues to prevail in cooked meats. In some quarters there is a one-cent advance on boiled hams making ordinary round trimmed 52c. and square pressed 54c. to 55c. per lb. Boiled shoulders are higher at 46c. and jellied pork tongue is advanced to 33c. per lb.

COOKED MEATS—

Boiled ham, lb.	0 51	0 52
Do., square pressed	0 54	0 55
Boiled shoulders	....	0 46
Head cheese, 6s, lb.	....	0 10
Choice jellied ox tongue lb.	....	0 60
Jellied pork tongue	....	0 33
Bologna	0 14	0 16
Macaroni and cheese loaf	....	0 20

Above prices subject to daily fluctuations of the market.

LIVE HOGS EASIER

Toronto

FRESH MEATS.—Live hogs were a shade easier during the week with sales 25c. lower than a week ago. The offerings were light and majority went to outside sources on the basis of $14 fed and watered. Cattle continued to show evidence for strength and the market closed last week with values advanced about 25c. The market this week opened easier. In dressed meats there is a slight reduction of ½c. to 1c. on pork cuts.

FRESH MEAT—

Hogs—		
Live, fed and watered, cwt.		14 00
Live, f.o.b.		13 25
Live, off cars		14 25
Dressed, light, per cwt.	17 00	18 00
Do., heavy, per cwt.	12 00	14 00
Fresh Pork—		
Legs of pork, up to 15 lbs.		0 32
Loins		0 33
Fresh hams, lb.		0 33
Tenderloins, lb.		0 50
Picnics, lb.		0 18
Montreal shoulders		0 21
Boston butts, lb.		0 27
New York shoulders		0 20
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 18	0 22
Ribs, lb.	0 16	0 20
Chucks, lb.	0 07	0 09
Loins, whole, lb.	0 26	0 32
Hips, lb.	0 14	0 16
Cow beef quotations about 2 cents per lb. below above quotations.		
Calves, lb., top quality	0 13	0 15
Do., Medium	0 09	0 11
Sheep, whole, lb.	0 10	0 15
Do., yearling, lb.	0 28	0 30
Lamb, Spring, each	10 00	15 00

Above prices subject to daily fluctuations of the market.

BACON AND HAMS FIRM

Toronto.

PROVISIONS.—Smoked bacon and hams continue in a firm position with quotations in some quarters advance one cent per pound. Some packers, however, continue unchanged. Dry salt meats show little change while short cut backs are advanced to $41 and pickled rolls are a shade reduced.

Hams—		
Small 6 to 12 lbs.	0 36	0 37
Medium, 12 to 20 lbs.	0 36	0 37
Large, 20 to 35 lbs. lb.	0 31	0 34
Heavy, 35 lbs., and upward	....	0 28
Backs—		
Boneless, per lb.	0 44	0 45
Rolled, per lb.	....	0 52
Peameal	0 38	0 41
Bacon—		
Breakfast, ordinary, per lb.	0 30	0 33
Do., special trim	0 40	....
Cottage rolls	....	0 35
Cottage rolls in casings	....	0 35
Rol, per lb.	....	0 28
Wiltshirt (smoked boneless) lb.		0 29½
Do., three-quarter cut	....	0 32
Do., middle	....	33½
Dry Salt Meats—		
Long clear bacon, av. 50 to 70 lbs.		20
Do., av. 80-90 lbs.	....	0 17
Clear Bellies, 15-30 lb.	0 19	0 20
Fat backs, 10-12 lbs.	....	0 19

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—	
Mess pork	33 00
Short cut backs, 200 lbs.	41 00
PICKLED ROLLS—	
Lightweight	47 00
Heavy	36 00

Above prices subject to daily fluctuations of the market.

NO CHANGE IN POULTRY

Toronto.

POULTRY.—The market shows little change as compared with a week ago. and prices during the past week have been steady. The demand is good for broilers and heavy hens.

POULTRY—

Prices paid by dealers—

	Live	Dressed.
Turkeys	....	30-35
Chickens, spring	40-45	50-55
Roosters	0 16	0 22
Fowl, 4 to 5 lbs.	0 22	0 25
Fows, over 5 lbs.	0 24	0 27
Fowl, under 4 lbs.	00-14	00-22
Guinea hens, pair	1 25	1 50
Ducklings, 4 lb. and over	0 30	0 35
FRESH SEA AND LAKE FISH		
Cod steak, lb.	0 08	0 09
Do., market, lb.	....	0 08
Halibut, Med., lb.	0 16	0 17
Do., Chick, lb.	0 14	0 15
White fish, lb.	0 13	0 15
Trout, lb.	0 15	....
Pike, lb.	0 09	0 10
Perch, lb.	0 08	0 10
Mackerel	0 12	0 13
FROZEN FISH		
Halibut, medium	0 17	0 18
Do., chicken	0 14	0 1
Salmon, Cohoe	0 15	0 16
Do., Red Spring	0 20	0 21

WINNIPEG MARKETS

WINNIPEG, June 14.—The live hog market is maintaining a strong tone, and indications point to the continuance of same for some time to come. Butter is in an easy position with prices showing another reduction. Eggs are easier with a tendency for lower prices. Cooked meats under heavier consumption have advanced. Smoked bacon and ham, following the trend of the hog market, are in a strong position. There is no change in the fish market.

BUTTER PRICES DROP

Winnipeg.

BUTTER.—The feature of the butter market is the continued weak feeling with decline of 2c per lb., making creamery prints 33c and solids 31c per lb.

BUTTER—

Creamery, best table grade		0 33
Creamery, solids		0 31
Margarine	0 22	0 25

CHEESE DECLINES

Winnipeg.

CHEESE.—The market continues with an easy trend. Dealers are quoting a lower price of 15¾c per lb. for new make and 17c for old cheese.

CHEESE—

Stilton cheese, large, lb.	0 20
Ont., large, lb.	0 15¾
Ont., twins, lb.	0 17½
Ont., triplets, lb.	0 18

EGG MARKET WEAK

Winnipeg.

EGGS.—A weaker feeling prevails in the egg market and prices have declined. Dealers quotations to the retail trade for cartons are 32c per doz. and for No. 1 candled eggs 29c.

LARD UNCHANGED

Winnipeg.

LARD.—Nothing of interest has developed in the market for lard. Quotations are unchanged under a quiet demand.

LARD—

Pure Lards, No. 1 Quality, per lb. (in tierces, 400 lbs.)	0 17
Do., wooden pails, 20-lb. pails	3 80
Shortening, tierces of 400 lbs.	0 15½
Do., per pail, 20 lbs.	3 50

COOKED MEATS HIGHER

Winnipeg.

COOKED MEATS.—The increased demand for all varieties of cooked meats has created a stronger feeling in the market and cooked ham has shown an advance of 3c per lb. There has been an advance also of jellied ox and pork tongues. Ox tongue is quoted at 60c per lb. and pork tongues, 36c per lb.

COOKED MEATS—

Hams, best quality, skinned 8-14 lbs.	0 50
Do., 13-1 lbs.	0 45
Roast ham, lb.	0 50
Roast shoulders, lb.	0 38
Jellied ox tongues, lb.	0 60
Jellied pork tongues, lb.	0 36
Head cheese in 6 lb. tins, lb.	0 12

HAMS UNCHANGED

Winnipeg.

PROVISIONS.—There is no change in quotations on ham or bacon. Hams are quoted from 28c to 40c per lb. according to quality. Bacon of good quality is quoted at 43c with other grades ranging as low as 29c.

HAMS—

8 to 16 lbs., per lb.	0 36
16 to 20 lbs., per lb.	0 36
Boneless, 8-14 lbs., per lb.	0 40
Skinned, 18 to 22 lbs., per lb.	0 39
Do., 14 to 18 lbs., per lb.	0 39
Bacon, to 10 lbs., per lb.	0 43
Cottage rolls, boneless	0 27
Bellies, 6 to 10 lb., per lb.	0 41

NO CHANGE IN POULTRY

Winnipeg.

POULTRY. — The poultry market shows no change. Sales are not large but supplies are ample to meet requirements.

FISH PRICES STEADY

Winnipeg.

FISH.—At present there is no change in fish prices. The market is steady with a fair demand for fresh halibut and salmon.

LIVE HOGS STEADY

Winnipeg

FRESH MEATS.—The hog market continues steady. Selected live hogs are quoted at $12.50 per cwt. The calf market is quiet under a light volume of offerings. Medium good quality are selling at $6 to $9. Good quality steers are priced at $5 to $5.50. There is a good enquiry for light weight mutton sheep. Lambs are quoted at $13.

HOGS—

Selected, live, cwt.	12 50	....
Heavier	8 00	10 50
Light	12 25	12 50
Sows	7 50	8 50
Fresh Pork—		
Legs of pork, lb.	0 22	0 26
Spare ribs	....	0 15
Loins of pork, lb.	0 27	0 30
Fresh hams, lb.	0 24	0 28
Shoulders	0 17	0 19
Fresh beef—from steers and heifers—		
Hind quarters	0 19	0 22
Front quarters	0 06	0 10
Whole carcass, good grade, lb.	0 11	0 15
Mutton—		
Choice, lb.		0 22
Choice, 30-45 lbs.		0 32
Lambs—		
Choice Stews		0 12
Veal—		
Good veal, 40 to 80 lbs. hind quarters		0 25

RETAILERS OBJECT TO EGG MARKETING ACT

(Continued from page 39)

quire men to handle it. This unpleasantness was due entirely to the condition of eggs received. Transportation companies advise us that their claims for breakage have reduced over 50 per cent. because of the candling of eggs and the better packing and stronger type of cases being used generally today.

"The most important evidence of all however, was given at the Dominion Produce Dealers' Convention at Winnipeg last January at which it was unanimously agreed by the eastern buyers that the quality of Saskatchewan eggs during the past two years has improved to such an extent that they now command an equal standing on the market with eggs from any part of the country. This endorsation of the Egg Marketing Act of this province demonstrates I think quite conclusively that the results have been very satisfactory indeed. We realize of course that the Act is not being carried out to a letter of the law in many cases. We also appreciate that it entails considerable work on the part of the retail merchants and others, but notwithstanding these facts the advantages which have accrued to the people of this province during the past two years have demonstrated beyond all question of doubt that this legislation is bringing results."

At the conclusion of Mr. Booth's address, G. W. Stockton of Carlyle asked Mr. Booth how he could reconcile his statements as to the improvement of eggs when the grocery merchants had declared that the candling of eggs had made no difference to retailers' receipts. Mr. Booth replied that this was evidently a charge against the wholesalers and suggested that they be asked to reply. "I do not see," he said, "how I can answer that question. From our records our opinion is that eggs are being candled as corectly as possible and retailers are paying in accordance with the quality of the eggs." He also stated that egg inspectors had been called upon to witness the receipt at the wholesalers of eggs which were kept over all winter in water-glass and lime water. A. Hagar, federal inspector of eggs for the Western Provinces stated that the Provincial Act has been a good thing and cautioned them to be very careful in considering making any changes, and out of 9,654 cases inspected recently only 450 had failed to pass the test. He also stated that in one case of 30 dozen eggs he inspected, they contained 20½ dozens with black rot and remaining 8½ dozens were not fit to fry.

Mr. Booth said that the marking of eggs was not a new thing. It has been tried out in a good many places and in the majority of cases it did not improve the quality of eggs and it was a very difficult matter for wholesalers and produce merchants to keep records of all eggs they receive. He stated that it was impossible to keep an inspector all the time at each of the wholesalers and packers' warehouses in the province but in every day or two inspectors called at these offices and all records were accessible to them, and wherever the inspectors found heavy losses reported they took the matter up with the shippers and in some cases candled them themselves. Several retailers wanted to know if the government was checking up the quantities of eggs received by the wholesalers and the quantities they shipped out to see if the incoming and outgoing figures agreed. There was considerable discussion as to whether the marking of eggs caused a deterioration.

LIPTON'S TEA

Has the largest sale in the world.
Built up by quality.

Millions of satisfied consumers are drinking ***Lipton's Tea*** every day.

You cannot afford to be without it, your customers are going elsewhere to get ***Lipton's.*** The most profitable ***Tea*** on the market for the grocer to-day.

LIPTON'S

Toronto Montreal Winnipeg

How He Got His Man

A merchant in Montreal wanted a man to manage his store. He advertised in the daily papers and secured many replies. He also used an announcement in the Want Ad. page of CANADIAN GROCER and several replies were received. He chose his man from the latter. In fact, the only men who at all suited his purpose, were those who applied through this paper.

CANADIAN GROCER reaches business men in the trade. There are good men scattered all over Canada who read the CANADIAN GROCER and who are interested in such a proposition.

To get the man you want; to secure a position; a partner, to sell some used equipment; to buy second-hand equipment, use the Want Ad page of CANADIAN GROCER. It gets results.

"FLOWERDALE"

—The High-grade "BULK TEA"

that will speed up your tea sales.

Flowerdale will bring you new business just as it has done for many hundreds of Canadian merchants. Flowerdale Tea is the result of 25 years' tea blending experience and it possesses an unusually fine flavor.

Constant, exacting tea-cup tests maintain this flavor and high standard quality year in and year out.

Flowerdale is our big leader but we have other good blends that will please both you and your customers. Write for samples and quotations.

R. B. HAYHOE & CO.
Importers
7 Front St. E., Toronto, Canada

"YES"

Mr. Grocer

There is big Profit in Selling

Maple Leaf Pharmaceutical Malt Extract

Guaranteed best quality on the Canadian market.

A SURE SELLER

Order from your wholesaler or direct from

The Maple Leaf Malt Extract Co.
61 Canning Street, Montreal

Brunswick Brand

Sea Foods

have behind them a quality reputation that spells quick turnovers for Brunswick dealers—a reputation that is the result of years of concentrated effort in the perfecting of high-grade, wholesome Fish Foods.

The success of our efforts may be judged from the confidence of the public in the reliability of sea foods bearing the Brunswick Brand trade-mark, a confidence that is building better business for the dealers featuring these popular quality products.

Ideal location and best possible equipment are two big factors in producing the big sales which are so characteristic of Brunswick Brand lines. Our plant (which is one of the finest on the Atlantic coast) is so situated that we never fail to secure the very choicest pick of the season's catches. Our methods of processing and packing the first eliminate all possibility of customer-dissatisfaction, and make firm friends of first purchasers.

Get the Brunswick line on your shelves and let Brunswick Brand reputation build up your fish food sales.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Limited

BLACK'S HARBOR, N.B.

Winnipeg Representative: Chas. Duncan & Son, Winnipeg, Man.

"What Brand of Meat is it?"

When you tell her, will it mean anything to her? It depends on the name you give. If it's "Rose Brand," then you and she may be sure that it's the finest quality possible—that it was selected and prepared by a firm with years of experience behind it.

Your customers deserve the assurance of quality that goes with the "Rose" Brand on pure food products—are they getting it?

It will pay you to sell goods so well and favorably known as Rose Brand Foods—choice products of a great institution.

CANADIAN PACKING COMPANY, LIMITED

TORONTO

Packing Houses—

Brantford, Toronto, Peterboro, Montreal, Hull.

Branches—

Fort William, Sudbury, Sydney, N.S., Charlottetown, P.E.I., Winnipeg, Man.

ROSE BRAND

PURE FOOD PRODUCTS

We Are Sampling Canada—

Are You Getting Your Share of the Business?

Sampling crews are now working in every section of the country. Generous samples of POST TOASTIES, the superior corn flakes, are going into the homes of YOUR customers, NOW.

Striking display advertisements are also appearing in Newspapers, Farm Papers and Magazines with a total combined circulation of 1,496,972—or FORTY THOUSAND MORE than the total number of homes in the Dominion.

Retailers everywhere are feeling the effect of this drive, in a steady, insistent demand for POST TOASTIES. Are you ready to fill YOUR customers' orders?

Not only does the year-'round every-month-in-the-year advertising of POST TOASTIES, GRAPE NUTS, INSTANT POSTUM and POSTUM CEREAL make certain the prompt movement of these four staple products—

But the Canadian Postum Cereal Company goes further. It GUARANTEES both the quality and the SALE of each and every package.

For this, as for everything else, "There's a Reason".

Write us for attractive cut-outs, and window display material, furnished free, upon request.

Canadian Postum Cereal Co.,

Limited

Windsor - Ontario

Also—Maple Leaf Hams and Bacon

Yes, sir!

Gunns' Maple Leaf Pork Sausage sells! It sells quickly because it is well advertised, but more especially because it is made only from the best quality pork and your customers like it. They come back for more.

Customers bringing repeat orders mean many sales for you. Be ready for them. Order your supply of Maple Leaf Pork Sausage now.

Phone Junction 3400

Gunns LIMITED West Toronto

Cooked Hams

For the hot weather season there is no line of cooked meats more satisfactory than Cooked Ham. Your customer will soon learn to appreciate the superior quality of Fearman's "Star" Brand—always ready—always satisfactory.

Put up by

F. W. Fearman Co. Ltd.

Hamilton, Ont.

PASS IT ON

Do you pass your copy of Canadian Grocer on to your clerks and to your new friends in the trade?

Canadian Grocer will take them through the stores of dozens of successful merchants every week.

Markets, sales, advertising windows, the successful methods of hundreds of merchants reported for them.

Can you think of a more broadening influence and a more educative medium in which to get them interested?

The more your clerks know about the grocery business the more value they will be to you.
Pass Canadian Grocer on and if they want to subscribe, the price is $4.00 a year—(less than eight cents a week). Address

Canadian Grocer

153 University Avenue

TORONTO ONT.

Now is the time to feature this ideal warm weather dessert

Junket
MADE *with* MILK

Your customers are always on the lookout for light, easily prepared desserts during warm weather.

You can't recommend a more profitable, economical and wholesome dessert for hot summer days than this popular seller. Junket is easily and quickly prepared and makes an almost endless variety of tempting dishes. It comes in 10-tablet packages that retail at 15c with a good profit.

JUNKET POWDER

This is Junket in powdered form. Just the thing for quickly made desserts. Retails at 15c with an excellent profit margin. Attractively packaged and comes in four different flavors. It will pay you to include these two live sellers in your summer window displays.

Chr. Hansen's
Canadian Laboratory
Toronto - Canada

SELLING AGENTS FOR CANADA
LOGGIE, SONS & CO.,
32 FRONT ST. WEST, TORONTO

The Most Popular Summer Beverage

EVERY grocer who displays the "Cold Drinks" sign is in line for a big season's business—particularly if he has the foresight to lay in a generous supply of McLaughlin's Ginger Ale.

McLaughlin's "Belfast Style" is one of the best sellers of all the "Hygeia" line—it's such an economical all-round thirst-quencher.

And as for "Canada Dry"—it's known throughout the Dominion as the highest-grade Ginger Ale made in Canada. Look at these prices—then send in your order without delay.

Belfast Style, case of 50 ten-ounce bottles	$6.00
Refund on case and bottles...	3.00
"Canada Dry," case 100 splits.	9.75
Refund on case and bottles...	4.50
"Canada Dry," case 50 pints..	7.00
Refund on case and bottles...	3.00

J. J. McLAUGHLIN LIMITED
TORONTO and EDMONTON

The Fountain Supply House of Canada

McLAUGHLIN'S GINGER ALE

"BELFAST STYLE" and "CANADA DRY"

CHICKEN HADDIES

CHICKEN HADDIES REGISTERED

CHICKEN HADDIES

are big Sellers during the Warm Weather

Sells at a Popular Price with good Profits

are Popular with Campers AND Picnic Parties

Already cooked, can be eaten Hot or Cold

THE MARITIME FISH CORPORATION, St. Nicholas Street, MONTREAL

Kolacafé

REG'D

It's good and it's Scotch.

If your Wholesale grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.

CANNON'S GELATINES

Have you tested the product of the new plant?

They are justly acclaimed

THE WORLD'S PREMIER GELATINES

Samples gladly sent on request.

CANNON CANADIAN CO. LTD.

Toronto Montreal

THE BEST IN 1750 STILL LEADING

PURNELL'S

Pure Malt VINEGAR

Since "Purnell's" was put on the Canadian market over 40 years ago it has established itself as the most popular MALT VINEGAR used in the Dominion.

IN CASK OR BOTTLE

Purnell & Panter, Ltd., Bristol, England

Quality---
Always In Demand

Your customers do not expect to receive cheap inferior grades of Toilet Paper from you when ordering. Considerable resentment frequently occurs when they are disappointed with the quality they receive. This is a commodity seldom discussed over the counter. Your insurance is quality grades like Interlake Standard Brands.

Benjamin Franklin wisely said that "Promises will get you friends, but non-performance will turn them into enemies." Promise your customers Quality and live up to your promises.

Prove your reliability by handling high grade paper. Quality is always in demand.

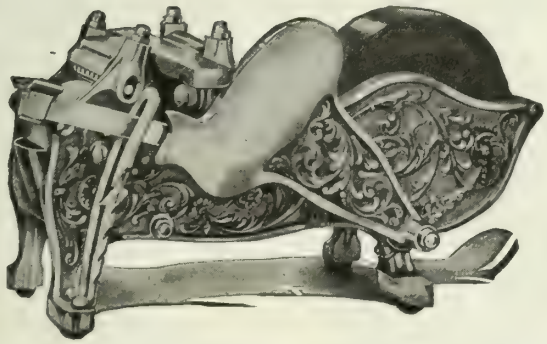
Let us send you full roll samples and prices of the following standard brands:

"INTERLAKE"—700 Sheet Roll—just like linen.
"WHITE CROSS"—8-ounce, White, soft, genuine crepe.
"BLUEBIRD"—6-ounce, Manilla, soft, genuine crepe.
"OLD DUTCH"—11-ounce, Plain, duplex manilla tissue.
"HURON"—4-ounce, Light, soft, machine crepe.

Interlake Tissue Mills Co.
MERRITTON **Limited** **CANADA**

Head Office: 54 University Avenue, Toronto, Canada.
Sales Branch: McGill Building, Montreal, P. Q.

National Package Sealer
And Gummed Tape
SAVES TIME AND MONEY



ARE YOU TYING UP YOUR PROFITS? . . . . . .

This national package sealer will enable you to wrap up your parcels more neatly in half the time and will cut 75% off your wrapping cost.

National Sealers are easy and simple to operate.

Let us tell you how they will save you money and speed up service.

CANADIAN NASHUA PAPER CO. LTD.
PETERBORO ONT.

Make 'Kiwi' your first line in Boot Polish

Put up in attractive tins. Black, Tan and Patent Leather Polish; also light Tan, Brown, Dark Tan and Ox Blood Stain Polish. ONE SIZE ONLY. Latest price list gladly sent to any dealer upon request.

"KIWI" as a selling line makes an immediate appeal to the retailer.

His salesmen have never to "talk" Kiwi — it is almost sold before you receive it. The days are past when people had to be **told** by the assistant of its wonderful polish, its power of improving leather and making it waterproof, and its economy in use. Nowadays the vast majority of people know these things from practical experience. Hence Kiwi means easy handling and quick turnover.

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Riggs-Selman Buildings
Pender Street, Vancouver.
G. W. Price & Company,
Lombard Buildings, 70 Lombard St.
Toronto, Ontario.

The "Kiwi" Polish Co. Pty., Ltd., Finchley, London, N. S

MACDONALD'S

Keep Macdonald's in the Foreground

—and you'll find the profits looming up large in the background. The demand for Macdonald's is ready, waiting for some live retailer in your locality to take care of it. It is not limited to any particular type of tobacco user. There are enough different brands of Macdonald's to provide every man with his favorite kind of tobacco.

No matter what kind it is, if it's Macdonald's it's an unusually profitable line to sell. So keep the Macdonald line well displayed in your store and you will find that **your** share of the Macdonald profits will surprise you. Undoubtedly there is money in "the tobacco with a heart."

The Tobacco with a heart

CANTALOUPES

First Car from California
Due Monday next

Georgia Peaches
6 Basket Crates

California Cherries

Mississippi Tomatoes
4 Basket Crates

Local Strawberries, etc.
The Best the Market Produces

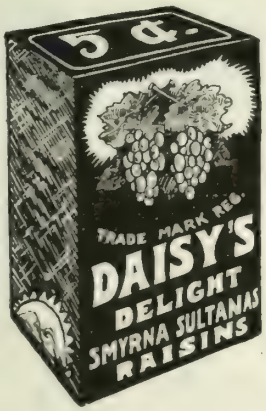
Orders Solicited

White & Co., Ltd.
TORONTO

"GEORGIAN"
BRAND
BUTTER AND EGGS.

Foreign and Domestic
Fruit and Vegetables

LEMON BROS.
OWEN SOUND ONT.



The most Hygienic, Aristocratic, Nourishing and sweetest pies can only be obtained by using *Daisy's Delight Smyrna Raisins.*

The old time Raisin with the old time flavor

Now

Selling in **5c** packages

Smyrna Sultanas and Eleme Raisins attractively put up in small packages, also in 1-lb. packages and bulk 28 and 56-lb. cases.

The finest flavored raisins in the world. Introduce this new package to your customers. Grown and Packed by Le Fils De A. Floras & Co., Smyrna-Vourla (Asia Minor).

A delicious and tasty fruit for both young and old. The children's delight, the old folks' fancy.

The largest growers, packers and exporters of all qualities of 3-4-5-6 Crown Sultana Raisins, also the best Eleme Raisins, Black Raisins and Figs, from Smyrna.

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By selling High Class
IMPORTED
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'Bertrand's' Imported French
Alimentary Pastes
Macaroni, Vermicelli, Spaghetti,
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Strasbourg
Established 1829
The most celebrated Patés de Foies Gras
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"LA GRAPPE D'OR"
Genuine French
Castille Soap 72 p. c.
in Bars, Squares or Cakes

DELORY'S
CELEBRATED FRENCH PEAS, HARICOTS VERTS, MACEDOINES, etc.
ALSO FRENCH SARDINES

Pure French Olive Oil "VIRGIN"
in bottles and tins
From GRASSE, France

"HERMANT'S" MUSHROOMS
in tins and bottles.
The largest packer in the world.
Three miles of cultivation.

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MONTREAL
Prices on application

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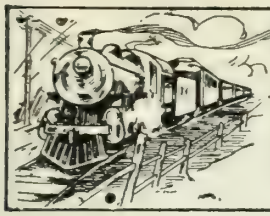
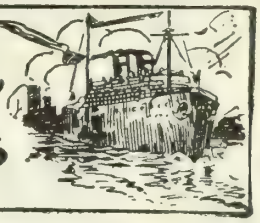


BUYERS' MARKET GUIDE

Latest Editorial Market News



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SALT
Carload lots and less, phone long distance at our expense. M. 2437

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Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
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STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

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Do you pass your copy of Canadian Grocer on to your clerks and to your new friends in the trade?

Canadian Grocer will take them through the stores of dozens of successful merchants every week.

Markets, sales, advertising windows, the successful methods of hundreds of merchants reported for them.

Can you think of a more broadening influence and a more educative medium in which to get them interested?

The more your clerks know about the grocery business the more value they will be to you.

Pass Canadian Grocer on and if they want to subscribe, the price is $4.00 a year—(less than eight cents a week). Address

Canadian Grocer
153 University Avenue
TORONTO, CAN.

J. & J. Taylor's Safes for Sale

One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.
One J. & J. Taylor Safe, 18 inches deep, two feet 9 inches wide, four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 108, Canadian Grocer.
153 University Ave., Toronto

NEW CROP OREGON PRUNES MOVING

Oregon prune growers are better situated than those in California as regards the sale of their coming crop, according to reports. The crop in Oregon is estimated at not over 50,000,000 pounds. France, England, Holland, Germany and Scandanavia have been buying, it is said, and one packer is accredited with having sold 7,000,000 pounds to those countries. It is roughly estimated that about one-third of the crop has already been sold, the balance of the crop going to Canadian, American and other markets. Washington growers say that they have sold as much of their fruit as they care to offer on contract.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

Order from your Jobber today
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the dustless sweeping compound
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Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

READER'S NOTICE
Regarding
CHANGE OF ADDRESS

A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.

Opportunities are Offered Every Week On This Page.

Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

POSITION WANTED—CLERK IN GENERAL store, long experience. Good references. Can speak both languages. Age 24. Box 212, Canadian Grocer, 153 University Ave., Toronto, Ont.

GROCER OR GENERAL STORE CLERK making a change in near future, looking for steady position. Fifteen years Toronto experience five years general store; southern or western Ontario preferred. Married man, age 35. Box 214 Canadian Grocer, 153 University Ave., Toronto, Ont.

A YOUNG man with about three years experience as grocery clerk, wishes employment. Box 55, Alliston, Ont.

WANTED—WOMAN CANVASSER TO INTRODUCE high quality food line into homes in Toronto. The product has an established reputation, and is strongly endorsed. Apply, Box 208 Canadian Grocer, University Ave., Toronto.

WANTED—SIX USED ICE CREAM TABLES, twenty-four chairs; right price. H. Gustin, Innerkip, Ontario.

FOR SALE

FOR SALE.—50 MERCHANT'S PRICE TICKets 50c. Samples 25c. M. Moorby, Newmarket, Ontario.

FOR SALE FIRST CLASS GROCERY AND Meat Business. Going concern. Location best part of City, Halifax, N. S. Good opportunity for right man to secure well established business. For particulars apply **P. O. Box 517, Halifax.**

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

GENERAL STORE IN A GROWING SILVER mining camp, with post-office, no competition, no taxes, good reasons for selling. A. J. Provencher, Silver Centre, Ontario.

Good papers furnish A.B.C. reports to their advertisers. Canadian Grocer is a member of the Audit Bureau of Circulation.

JAM MAKER

experienced in high-class lines, open for engagement. Apply

E. A. DUMBRELL,
132 Sanford Ave., St. Lambert, P.Q.

CLASSIFIED ADVERTISING

MR. MOORBY, of Newmarket, who ran a small Advertisement on price tickets, writes:—
"The last advertisement you inserted for me more than paid for itself."

Do you need a clerk? **Do you want a position?**
Do you need a salesman? **Do you want to buy a business?**
Do you need a bookkeeper? **Do you want to sell a business?**

Do you want to change your present position?

Any of these needs can be supplied if you go about it the right way. The cost is so small—only 3 cents per word for the first insertion—2 cents per word for each subsequent insertion—5 cents extra per insertion for replies to be placed under box number.

PAYABLE IN ADVANCE.

CANADIAN GROCER - 143 University Ave., TORONTO.

Now is the Time to Buy—don't wait.

Consult these Advertising Pages.

Our Advertisers will *Save* You Money—buy now.

ROYAL ACADIA SUGAR

The Sugar that is always 100% Pure and 100% Sweet

Nothing but the finest pure Cane is used in making **Royal Acadia** and its unexcelled purity and sweetness has made it the choice of discriminating merchants and consumers from coast to coast.

When your customers ask for sugar why not give them **Royal Acadia**—the super pure—super sweet sugar.

"EVERY GRAIN PURE CANE"

2 lb. - 5 lb. Cartons.
10 - 20 - 100 lb. Bags.
Half Barrels and Barrels.

Acadia Sugar Refining Co. Ltd.
MONTREAL ~ HALIFAX

Warm weather always increases sales of these three popular

MALCOLM

(ALL CANADIAN)

Milk Products

The great convenience of these wholesome MALCOLM MILK PRODUCTS, especially for campers, picnickers, etc., makes them ideal lines to feature in your windows during the vacation season.

Get up a good Malcolm window display next week. A window of these convenient summer sellers never fails to bring big results.

Malcolm Milk Products are made from the finest, purest milk under the most sanitary conditions by Canadians for Canadians in a Canadian owned plant. Ask your wholesaler.

The Malcolm Condensing Co., Limited
St. George, Ontario

The New GREATER DAYTON

The finest Scale for the Retail Trade ever built!

All working parts are enclosed—dust proof, dirt proof, fool proof!

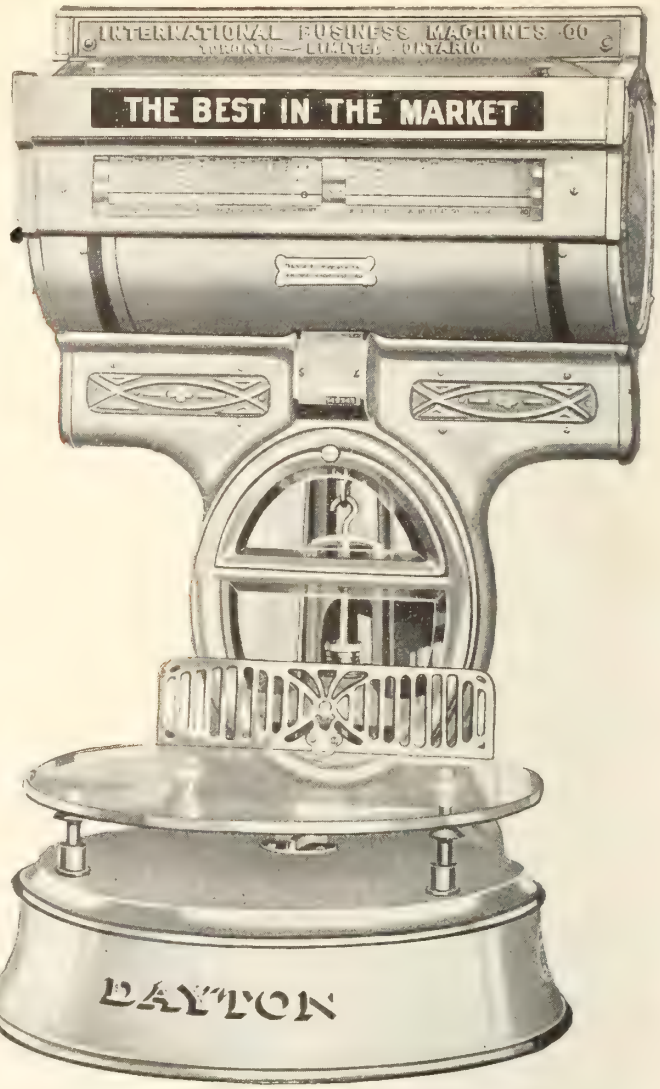
If it could be built better we would do it, but it can't be done!

Not only is this Greater Dayton the best and most durable scale ever built for the retail trade, but it is also the handsomest.

No use talking—your customers **do** appreciate seeing handsome, modern equipment in your store.

The Greater Dayton standard finish is the famous Dayton Turquoise Blue. It can be finished, however, in any desired colour. We can also furnish it in White Porcelain Enamel, when it looks the last word in smart, sanitary, attractive scale equipment.

Write for descriptive circular and price. We build all types of scales for retail stores. We sell on attractive monthly instalments without interest. Discount for cash.



Last Call for our $1,000 Contest

Here is the question: "If you were a Dayton salesman what reasons would you advance to sell a Dayton scale?" Write out your answer and send it in. Don't let grammar or literary style bother you. Get in an answer with some meat in it—put up a story just as though you were a Dayton salesman. You may be a better salesman than you think. You may win a big cash prize. Costs nothing to try. All answers must be sent to our Head Office, Toronto, by June 30th.

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

FRANK E. MUTTON, Vice-President and General Manager.
HEAD OFFICE AND FACTORY: 300 Campbell Ave., Toronto.

For your convenience we have Service and Sales offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld.

Also Manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

THE DAYTON IS MADE IN CANADA

Featuring Store Equipment

CANADIAN GROCER

The Largest Circulation of any Trade Paper in Canada
Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI. PUBLICATION OFFICE : TORONTO, ONT., JUNE 23, 1922 No. 25

Permit Est. 272

Summer prompts many calls for Welch's. Camping, picnics and porch parties—there's always a need for a pure fruit drink that really quenches thirst.

Your customers buy and are pleased with Welch's. It is the standard in grape juice. For fifty-three years Welch Quality has been before the public.

Welch's

THE NATIONAL DRINK

is made in Canada from luscious Concord grapes that ripened in the Niagara Fruit belt vineyards.

Also makers of

Welch Quality Jams

Made from choice whole fruits

Ask your wholesaler for prices on Welch's in large, medium and small bottles and on the whole line of Welch Quality Jams in 15-oz. jars and standard 4-lb. tins.

The Welch Co., Limited, St. Catharines, Ontario

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation.
Copy of Report will be sent on request to anyone interested.

That Crackerjack of a Sign!

The brilliant, bright ***Red*** one so much admired last year—

24,160 New Ones

Just as Red and just as handsome are being put up now

They'll help sell lots more ***RED ROSE TEA*** just because they look so attractive, so good! People will buy more than ever of the tea they know has been the same good tea for the past 28 years.

YOU WILL SELL MORE!

Watch out your stock doesn't get too low---WRITE or WIRE in your order---WE SHIP THE SAME DAY.

T. H. Estabrooks Co., Ltd.

ST. JOHN, N.B. MONTREAL TORONTO WINNIPEG CALGARY

WAYAGAMACK PURE KRAFT

Stands Unrivalled

as a wrapper or cover for

Groceries	Liquors	Dry Goods
Provisions	Canned Goods	Hardware
Meats	Bottled Goods	Furniture

Wayagamack Pure Kraft

which means

Strength and Security

when converted into bags, envelopes, notion bags, etc., is admittedly the best and cheapest container for

Tea	Cereals	Candies
Coffee	Fruits	Notions
Sugar	Vegetables	Haberdashery

It is stocked in Glazed and Unglazed finish and in Broadstripe, Finestripe and Plain patterns and can be obtained from all the principal wholesalers from Coast to Coast.

Stir Up Your Summer Biscuit Sales

During the summer season the sale of Soda Biscuits usually falls off but our records show that the sale of our Fancy Blue package continues as heavy during this season as through the rest of the year.

This indicates that most consumers like to buy biscuits in the sealed air-tight package and in small quantities during the summer, and proves the extreme popularity of our small package.

From now on is a good time to display this package freely and to push its sales.

By doing this you can greatly increase your summer turnover in our high quality popular Soda Biscuit.

McCormick Mfg. Co., Limited, London, Canada

Branches at: **Montreal, Halifax, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, Port Arthur, St. John, N.B., Vancouver, Edmonton**

ROBERTSON'S

MARMALADES

THE GREATEST IN THE WORLD

There is Profit in filling "A Demand"

The Demand for

"Robertson's Marmalades"

is Constant, Steady and Profitable.

It is the aim of all Grocers to build up a solid reputation and increasing Trade. That is sound and profitable merchandising practice. No Products will do more to increase the prestige of your store than

ROBERTSON'S MARMALADES

Therefore keep "Robertson's" to the fore. Make it an attractive display.

Selling Agents:

C. L. MARSHALL & CO.,
Gooderham Bldg.,
Front St., Toronto.

L. A. MACNAB & CO.,
City Club Bldgs.,
St. John's, Nfld.

J. W. GORHAM & CO.,
Simpson Bldg.,
Halifax, N.S.

THE SMITH BROKERAGE CO.,
St. John, N.B.

C. & J. JONES, Winnipeg, Western Agents including British Columbia.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers' Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

The J. T. COX Commission Agency
Winnipeg
Tea and Coffee Our Specialty
Also representatives for
FIELD & CO.
Fruit Merchants London, England
"Turban" Brand specialties

CALGARY
STORAGE OF SPOT STOCKS
IS A SERVICE TO YOUR TRADE
LET US HELP YOUR SERVICE
Security Cartage & Storage Co., Limited

The City Dray Co., Limited
230 Princess St.,
Winnipeg
Storage and Distribution
Insurance Rate 30c

SAINSBURY BROS., LTD.
BROKERS
Dried Fruits, Nuts, Beans,
Canned Goods.
501 Confederation Life Bldg., Winnipeg
A. 3751
BRANCH OFFICES:
Toronto, Vancouver, Montreal, St. John

The Advertisers would like to know where you saw their advertisements—tell them.

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

Offer Their Principals

A Successful Sales Organization

Exceptional Warehouse Accommodation
For Storage and Unloading

The Service of a Strong, Successful Organization

THE NATIONAL BROKERS

HEAD OFFICE:
WINNIPEG, MAN.

Branches; Regina, Saskatoon, Edmonton, Calgary, Vancouver, Fort William, Montreal
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

Personal Marketing Service

The **"House of Scott-Bathgate"** offers manufacturers who are desirous of successfully placing their products in the rich Western field a personal selling organization with an 18-year-old reputation for producing big results.

We have successfully placed such products as Christie's Biscuits, Robertson's Confectionery and Hungerford & Smith's Fountain Supplies and we can do the same for yours. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

Our advertising reaches ½ million readers weekly. Some of them trade with you. Co-operate.
The Codville Co. Ltd.

3

THE BEST IN 1750 STILL LEADING

PURNELL'S

Pure Malt **VINEGAR**

IN CASK OR BOTTLE

Purnell & Panter, Ltd., Bristol, England

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West,
TORONTO.

SAINSBURY BROS., LTD.
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods.
Head Office 35 Front St. East
Toronto Main 1783
BRANCH OFFICES:
Vancouver, Winnipeg, Montreal, St. John

We Cover Western Ont, Thoroughly
Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

When Writing Advertisers Please Mention This Paper

-A Big Favorite with Mechanics...

"QUICK" HAND CLEANER

Mechanics especially will find this ideal cleaner just the thing for cleaning grease, grime and paint from the hands. Quick cleans quickly and perfectly and leaves the hands soft and white.
Only the finest Italian Pumice Stone is used for a base. Quick costs only $1.25 per dozen; order a trial supply. You'll find it a fast seller.

QUICK MANUFACTURING CO.
Hamilton, Ont.

STICKNEY & POOR'S

STANDARD SPICES

Have an all-year-round demand

Standard in Quality
for more than a Century

Pepper Ginger Allspice Cloves
Cinnamon Paprika
Cayenne Carroway Celery Salt

Order Now—but be sure you specify

STICKNEY & POOR'S.
Your co-operating servant,
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century old Century honored 1922
HALIFAX
Mustard Spices Seasonings

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
17 ST. PAUL EAST MONTREAL

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL.

J Russell-Murray Co., Limited
IMPORTERS
RICE: American, Patna, Siam, Rangoon, MOLASSES, SPICE, JAMAICA GINGER, Granada Nutmegs, Pepper, Cassia, and all Tropical Products.
20 St Nicholas Street Montreal

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL
Established 1876
Telephone Main 1581

HARRIES & CROMWELL
GROCERY BROKERS
IMPORTERS and MANUFACTURERS' AGENTS
11 St. Sacrament St., MONTREAL

SAINSBURY BROS., LTD.
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods.
116 St. Nicholas Bldg., Montreal.
OFFICES:
Vancouver Winnipeg St. John Toronto

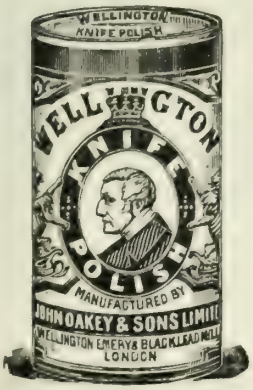
BEER

The Consumer wants the BEST.

The Famous CREAM OF MALT is the BEST.

So give him the BEST.

Canadian Malt Extract Co.
44 Pearl St. Toronto, Ont.
Telephone Adelaide 3304



OAKEY'S
"Wellington"
KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.I. Eng.

Agents:
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermot Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B. C.

Good merchandising demands that your stock keep moving. Lingering numbers show no profit.

Thistle Brand
Canned Sea Foods

are brisk sellers because people know how dependable they are. Your shelves should carry a good supply of **Thistle** Brand

Finnan Haddie
Herring
Lobster
Clams

Packed by Frank E. Davis Fisheries Ltd.

Tippet & Co. Ltd.
General Sales Agents - Montreal

Royal Salad Dressing

Canada's Fastest selling Salad Dressing and the most profitable for every Grocer

This old established favorite is known and preferred from coast to coast. You don't need to waste selling effort on it—it sells itself and never fails to repeat.

Royal Mayonnaise Dressing

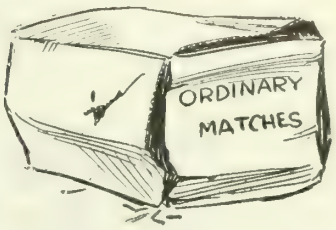
A none the less popular seller than its profitable running mate **Royal Salad Dressing.** This remarkably fine flavored dressing is milder than Royal Salad Dressing and is particularly delightful as a fruit salad dressing, etc. You can increase your profits and your prestige by selling these two acknowledged leaders. Your wholesaler will supply you.

THE HORTON-CATO MFG. CO.

Windsor - Ontario

Which is Better for You?

WOODEN or FIBRE CASES



As you know, we have not stopped at giving you **different and better** Matches. We have seen to it that MAPLE LEAF MATCHES reach you in perfect condition because we pack them in solid tongue-and-grooved, dove-tailed WOODEN CASES that are glued and nailed, instead of shipping them in fibre cases.

Wooden cases are stronger, easier to handle, look better, pile better, and are far less liable to be damaged than fibre cases.

Wooden cases resist rain and dampness; while fibre cases soften and fall apart when subjected to wet.

Wooden cases are harder to puncture and much harder to rob. A knife blade will open a fibre case with a single slash.

Wooden cases stand up under jamming, rough handling and long travelling. Fibre cases are easily jammed—corners easily crushed—and contents broken or damaged.

Wooden cases have a re-sale value—can be easily repaired if broken in transit. Fibre cases are worthless after unpacked; are only in the way, and cannot be repaired without special material.

Now you understand why MAPLE LEAF MATCHES come to you in wooden cases and why the matches reach you in first-class condition.

MAPLE LEAF MATCHES

are different and better—better for you—better for your customers

The Canadian Match Co., Limited

Toronto MONTREAL Winnipeg

"My Business Increased Twelve to One

Since I installed a Rochester Root Beer Service at my Fountain."

So says a well-known Dispenser in Toronto

Serve the Original

Rochester Root Beer

And satisfy your customer. Then compare the profits with those of any other Root Beer.

You will be Surprised

Write for our Circular of Special Rochester Root Beer Offers

MADE IN CANADA BY THE

J. Hungerford Smith Co. Ltd.

19 ALICE STREET - - TORONTO

Why Not Buy GOODWILL Ready-made?

Goodwill is the commercial value of a reputation. It consists of the times an article makes good with the user. So **time** is a big factor in Goodwill. Some grocers are wasting Time—their most valuable article in stock—in the vain attempt to build prestige for products that will not back them up.

Others are building solid by adding the **Five Roses** goodwill to their own. Think of the selling value back of a flour which has been consistently making good since 1887!

Look for the products with established reputations. These have time on their side. Harness their combined goodwill to your store. That's **real** salesmanship.

LAKE OF THE WOODS MILLING CO., LIMITED

"The House of Character"

Offices in 16 Canadian Cities

Head Office
Montreal

Western Office
Winnipeg

FIVE ROSES FLOUR

To Be Successful—

Dealers must have stock that guarantees good profits and quick turn-over.

A whole century's success and an ever increasing demand has proved indisputably that people want—

ROBINSON'S "PATENT" BARLEY

AND

ROBINSON'S "PATENT" GROATS

Are you carrying these profitable lines?

Write for Prices

COLMAN-KEEN (Canada) Ltd.

520 King St. West, TORONTO

Every family may brew their own Beer by order Canadian Government

GOOD NEWS For The Trade

HERE is your opportunity to develop a big business. The Home Brew trade is bound to grow and the legitimate channel of distribution is through the grocery store. "So get busy."

Maple Leaf Pharmaceutical Malt Extract

is recognized in Canada as the best and purest on the Canadian market.

Every can will make 5-7 gallons of rich, creamy Beer.

Now, get busy on this product. Order from your wholesaler or direct.

Packed 2½ lb. tins, 24 to the case.

The Maple Leaf Malt Extract Co.

61 Canning Street, Montreal

CANADIAN GROCER

Vol. XXXVI TORONTO, JUNE 23, 1922 No. 25

Tax on Receipts is an Added Expense

Grocers Declare That the Cost of Adhering to New Regulation Must Be Included in the Overhead—Ruling As to Whether It Applies to Sales Over the Counter Has Not Been Made Clear As Yet

A MORE lucid explanation of the working of the receipt tax law, as announced last week by the Hon. W. S. Fielding in his amendments to the Budget, has not been forthcoming, and merchants and business people generally are still very much "at sea" as to its correct application. However, as it does not come into force until the first of January next, plenty of time is provided to become acquainted with it in detail.

Will Involve Much Detail

Officials of the Retail Merchants' Association while declaring that they are very much in the dark as to this new tax, look upon it as an added burden to the merchant, and it will be up to every retailer to see to it that the upkeep of the same is accounted for in his cost of doing business. They describe the tax as impracticable, expressing the opinion that this tax on receipts is going to involve a lot of unnecessary intricate detail for the retail trade. It will involve additional overhead expense for the merchant. While a large number of sales made over the counter are under ten dollars, and consequently exempt, the additional tax on receipts over that amount is viewed as unfair for the reason that the merchant has already paid 4½ per cent. in sales tax, and in the case of imports 6 per cent. "If the proposed new tax on receipts is to be paid by the retailer, and there is nothing to convey the contrary," remarked one merchant, "it will lead to the partial abolition of sales receipts. Dealers will incline to discontinue the issuing of receipts with the exception of special instances."

"Tax regulations that add clerical work and involve uncertain methods of collection," remarked another merchant, "are very unsatisfactory. If revenue is the chief objective, I think this would have been achieved through a more simple ruling on the sales tax with a range of three per cent. to the wholesaler and six per cent. to the retailer, or two and one-half and five per cent., instead of the fractional percentages now prevailing. A receipt tax might have the effect of introducing the custom of asking for receipts where, in a great many instances, no such practice is in vogue at the present time."

An Added Expense

D. W. Clark, grocer on Avenue Road, Toronto, and president of the Ontario Retail Grocers' section of the Retail Merchants' Association, looked upon the proposed tax on receipts as absurd, and thought it would be rather a nuisance. While its real application in the matter of receipts for sales was still rather vague, he thought that it would mean an extra expense to the average retailer, that would have to be figured in the cost of doing business. "With my customers, business is largely on a credit basis," he said. "Accounts are paid weekly, fortnightly, and some monthly. Invariably they are for amounts over ten dollars, and receipts are always given when payment is made. Somebody will have to pay this tax, and the only way I can see to do it, is to figure it into the cost of doing business."

Always Sends Receipts

Donald McLean, another Toronto grocer who does a very large credit business, looks upon the tax as an added burden. "The sales tax is sufficiently burdensome," he said, "without having anything more put on us. Very frequently the sales tax comes out of the retailer's own pocket, as it is impossible to figure it in the cost of the goods. We have a large number of customers to whom we send out statements every month. Payments are nearly always made by cheque, but we return the statement properly receipted. If a receipt after January first next is not legal, unless it carries a stamp, then such a regulation will be fair, and the likelihood of one person adhering to the law of stamping receipts, and another one openly avoiding it will be offset. Everyone issuing receipts will have to comply wtih it, else the receipt will not be legal. The cost of these stamps to the grocer will have to be figured in the overhead."

It is pointed out that a similar tax that has been in operation in Great Britain for a number of years, does not apply to ordinary cash slips or bills which accompany purchases such as are issued by certain retail stores.

Not Clear in Regard to Counter Sales

According to advices given the Ottawa representatives of Canadian Grocer by officials of the Inland Revenue Department, the application of the tax to counter sales is a question which will likely go unanswered for the time being. Canadian Grocer put this up to a high official of the Department, who replied: "That is a question we cannot answer at present. It will probably be a few days before we can give you a definite answer. There are a number of points to be worked out in connection with this tax, and there is no immediate rush as it does not go into effect until next January."

Precisely the same answer was given to the assistant secretary of the Dominion Board Retail Merchants' Association of Canada, who was asked by a number of the leading retail merchants to get an accurate and definite ruling, if possible.

"How are the stamps to be cancelled?" was Canadian Grocer's next query.

"We don't know yet," was the answer.

"Can you say if the old machines are likely to be called back into play?"

(Continued on page 15)

Legislation Governing Jam Making

Manufacturers Operating on a Large Scale Are Subject to Rigid Inspection as to Sanitation and Proper Factory Conditions, But the "Little Fellow," Employing No One But Himself, Escapes Because He Does Not Have to Report

THE difficulty of properly enforcing laws of sanitation and inspection on a manufacturer of jams who is operating only in a small way, that is, the man who is carrying on in the cellar or in the kitchen of his house for instance, is readily understood when the jurisdiction of the respective authorities is explained. The jam manufacturer who is operating on a large scale is subject to all the laws governing jam making, but the "little fellow" can sell his product locally or even outside his own particular province without being subjected to the inspection of his product, or as to the sanitation of his place.

Should be Licensed

In the city of Toronto for example, there is no system whereby the Public Health Department can know the number of small manufacturers of jam that are operating there. Discussing this point with Dr. Richmond of the Public Health Department, Toronto, he pointed out that there should be some system of licensing these places where jams are being made for sale. With such a system, he pointed out, it would be an easy matter to make regular and consistent visits of inspection. At present there must be some of these places of which we know nothing," remarked Dr. Richmond. "Of course our jurisdiction in regard to them is only in the matter of sanitation, but where we see food being made that is unfit for human consumption, we report the matter to the Federal Department of Health. Quality and standardization of jams come under the Dominion government, and we inspect only as to sanitary conditions. We have not made any convictions against jam makers in Toronto for failing to live up to the laws of sanitation and health in their places of manufacture. I would like to see all such persons licensed and then we could have a closer vigilance on their places."

Provincial Regulations

Provincially there is no authority over the quality of the jam made within its borders. This comes under the Food and Drug Act of the Dominion. "We inspect factories under the Factory and Shop Act of the Province of Ontario," J. T. Burke, chief inspector of factories and shops for Ontario, told a representative of Canadian Grocer. "We inspect these factories as to sanitation, proper working conditions for employees, and employment of child labor. Wherever labor is employed, even if it is only one person, and machinery is used on any scale whatever, that factory must report to this department of the Ontario Government, and be subject to the inspection of our inspectors.

"If a man does not employ any one but himself in manufacturing any line, whether it be jam or anything else, he is not compelled to report. Jam factories where labor is employed even only to the extent of one person, are very rigidly inspected by our department during the jam making season. We see to it that these places are as clean as the cleanest kitchen, and we can say as far as this province is concerned, that we have had no convictions against jam factories that come under our inspection. From the standpoint of sanitation and cleanliness jam factories in this province are in good condition."

It is Up to the Retailer

"The retailer can do a great deal to safeguard the public against jams that are of inferior quality, and are made under improper conditions," H. J. Dager, chief food inspector for the Dominion Government told Canadian Grocer. "Merchants should demand that all jams they buy are up to standard," he said. "If they buy from reputable manufacturers, where products are made under the most modern and improved methods, there will be little danger of them getting an article below standard. The retailer too should see to it that all containers are properly labelled. People who are putting up jams, relishes, pickles, etc., in their own homes and selling them to the trade very often overlook this matter of labelling. In doing so they are breaking the law, and the retailer is liable for selling goods of this kind, that do not carry the proper label. According to the Act all sealed packages must be labelled, and providing the contents are not pure or genuine, the words "compound" or "mixture" must be used.

No Convictions in Two Years

"We have not had any convictions against manufacturers of jams for a period of over two years. I have not come across any jam that has not measured up to standard in that period. Our inspectors have the right to go into any store, and take any foodstuff for purposes of analysis, should they feel that the same is under suspicion as to quality, or about which there has been any complaint."

Jam Manufacturers Face New Season With More Confidence

Stocks Are Practically Cleaned Up—Makers Are Contracting for Fruit This Season Which Few Did Last Year

JAM MANUFACTURERS are facing the coming season with a great deal more optimism than they had a year ago. It will be remembered that last year jam manufacturers at the beginning of the packing season were faced with a very large carry-over of high-priced jams and were carrying a heavy financial burden through falling markets. The pack a year ago was therefore very small.

These stocks are now practically cleaned up and manufacturers and wholesalers will have a comparatively small carry-over, with some manufacturers being completely cleaned up of strawberry, raspberry and black currant jams.

The season at hand is being faced with more confidence and the pack will probably be a normal one and one hundred per cent. greater than last year. It is expected also by jam manufacturers that the new regulations which have been under discussion for some time, restricting the use of pectin to four per cent. instead of ten per cent. as formerly, will be effective for the new season's strawberry pack. This will no doubt result in a better quality jam than some which appeared on the market during the past year, and probably will be an influence in strengthening the market.

Are Contracting for Fruit

The majority of jam manufacturers are making contracts for fruit this season, something which few did last year, preferring to buy their small requirements on the open market. At what prices jams will open at, it is not definitely announced but the probable price will be between 85c and 90c for the four pound pail of strawberry and raspberry. In sections of Ontario and Quebec the strawberry and raspberry crops are estimated to be only 60 per cent. of normal while British Columbia is considered to have only a 50 per cent. crop, due principally to the vines and canes suffering from winter kill.

Good Buying & Service Beat "Chains"

This Merchant Does Not Look Upon the Competition of the Cash and Carry Store As Serious if the Independent Grocer Watches His Buying, Gives Service and High Quality Goods

Fourth of Series of Articles on Chain Stores

THE INDEPENDENT grocer who is going after business with real sales effort has little to fear from the competition of the "chains" according to the statement of a merchant in a small Ontario town. He has to compete with a cash and carry store, one of a big chain, farther down the street from his place of business, but as far as he is concerned, he declares that he does not know that it is there. He is the authority for stating that it has not interfered with the success of his business in any way. It has now been established for some months, but his sales have not declined in this period, nor has he met with any serious expression of dissatisfaction on the part of his customers, because of the alleged cheaper goods at the cash and carry store.

Still Want Service

"I give the service of both credit and delivery," he told a representative of Canadian Grocer recently. "I believe there is still a large percentage of people who like to deal at a store that gives this service, and are willing to pay a reasonable figure for the same. We do a big part of our trade on the telephone and the class of customers who form the greater portion of our clientele, give their orders in this way, and want them delivered. The cash and carry idea has no appeal for them. We believe that in establishing a reputation for quality and service, we are building business on a more permanent basis, and in a way that is going to insure continued patronage from our people."

His Advertising Plans

Business does not just come to this store. This grocer realizes like every other merchant who is making a success of his store that it is necessary to go after it. Advertising in the local paper coupled with attractive window and interior displays, as well as selling talks both on the telephone and over the counter, are all a part of this merchant's plans to increase his turnover. He uses regular space in the paper of his town, and believes that he is getting worth while results from it. One feature of this retailer's advertising is the fact that he seeks to impress on his readers the number of his telephone. He endeavors to fix in the mind of his public, his telephone number, so that when they find they want groceries, it is easily recalled, and they give him a ring. In this particular instance the telephone number is an easy one to remember, and the practice is always followed both by the proprietor and the staff, in answering the telephone, to say, "Five speaking."

School supplies are sold in this store, and on every scribbler that is disposed of, the cover carries the message "Buy your groceries at——, phone 5." Advertising of this nature too is worth while, this retailer declares, and he is of the opinion that direct results have been obtained from it.

Displays and Selling Talks

"We use our window for the purpose of displaying goods all the time," he added, "and we believe they sell goods for us. In taking orders too, we try to sell something more than what is merely asked for, suggesting to the customers lines that possibly will go well with the foodstuffs requested, or some specialty that perhaps is receiving some particular selling effort at the time.

"We are ready to use every legitimate idea that recommends itself, by way of boosting sales, and in stimulating sales in this way, we believe we have nothing to fear from the competition of the 'chains.'"

A great deal of attention is paid to the buying in this store. "Too often much of the profit on groceries is lost before they reach the store," he remarked in the course of a conversation. "I follow all market reports very closely. A careful study of markets is essential if a grocer is to succeed, and if the buying end of the game is not watched, losses are bound to accrue."

Another Attitude to "Chains"

In marked contrast to the attitude of this grocer in the same town, and upon whom the representative of Canadian Grocer also called. The latter complained of the competition of his cash and carry neighbor, and his inability to meet his prices. Business was bad, and getting worse. He represented the frame of mind that was ready to quit and to let the chain store have it all its own way. He wasn't making any effort to go after new business, nor to retain what he did have.

This attitude of course is not one to meet with any measure of success and sooner or later must encounter disaster.

TAX ON RECEIPTS IS ADDED EXPENSE

(Continued from page 13)

"I don't think that is likely to happen, but there is not much use in your asking any more questions, because nothing whatever has been decided upon in that connection. The announcement has only been made in the House and we have practically six months to work out those problems."

T. E. Simpson (West, Algoma) in the House on Tuesday of this week, wanted to know if cash register receipts or the receipt given by the grocer-boy after he had received money for a delivery of groceries would be included. Mr. Fielding said that the English Act was simply being applied to Canada, and, as it would not come into operation until January 1, 1923, all regulations and arrangements would be completed by that time. Mr. Simpson thought the amount of the exempted receipt should be raised to $25 so that ordinary household purchases would escape.

WHEN NEW TAXES ARE EFFECTIVE

Ottawa, June 21.—The items mentioned in Mr. Fielding's tariff changes and the date upon which the taxes become effective, are as follows: Cables and telegrams, July 1 next; shares and bonds, July 1; cheques and money orders, August 1; receipts, Jan. 1, 1923; automobiles, July 1; beverages, July 1; depreciated currency, May 24, 1922; general tariff, May 24, 1922; confectionery, cigars and cigarettes, July 1.

HOURS TO MINUTES

What are you doing in your firm, to reduce hours to minutes?

This is one of the vital questions that measures your efficiency. Nearly all profits and high wages and low costs depend upon reducing hours to minutes.

For instance, a typewriter with a quick typist writing sixty words a minuate, reduces an hour to twenty minutes.

A steam shovel reduces an hour to three minutes, as it does the work of twenty laborers.

A printing-press reduces an hour to perhaps one-fortieth of a second, as it would take forty men one hour to write one copy of a ten-page newspaper which a press prints in a second.

In these days of high cost it is the time element that makes you or breaks you.

Our one main hope of success is in reducing hours to minutes—in getting more work done in less time.—Efficiency Magazine.

Toronto Grocers' Picnic at Cobourg

Annual Event Held Last Week Proves One of the Greatest Successes Ever Conducted by the Grocers' Organization—Many Contests and Sporting Events Provide Exciting Entertainment—Committees in Charge

By Staff Correspondent Canadian Grocer

TORONTO, June 15.—The thirty-fifth annual outing of the retail grocers' section of the R. M. A. was held yesterday and goes down in history as one of the most successful ever held. The picnic was held at Cobourg, a four-hour journey by the steamer Corona up the north shore of Lake Ontario.

From the very beginning, when the Corona cleared its moorings with upwards of one thousand on board there was something doing every minute and many of the old time grocers of the city were noted among the crowd. It was apparent that they had lost none of the vim and vigor which they displayed in previous outings. Among the old timers was ex-Alderman Frank Johnson, a retail grocer of way back in 1889. In renewing old acquaintances, many happy reminiscences were recalled.

Games on Board

Many games were played on board during the trip over, the marble tossing being entered into with much gusto. The three-pound scale offered as the first prize by the Toronto Computing Scale Company, to the retail grocer who pitched the largest number of marbles into a barrel out of a possible five, was carried off, after a second try, by George Frost. In the same game of marble tossing Donald McLean took home the cheese cutter donated by the International Business Machines Company. Guessing contests were numerous and proved to be of much interest. Among these was the guessing as to who was the grocer masquerading as a lady, who upon unmasking turned out to be Harry McDonald. For those who enjoyed dancing, an orchestra was provided and fox trotting was kept up continuously in that section of the boat.

Winners At Cobourg

The steamer arrived at Cobourg about noon and as all had worked up a good appetite, the first thing was to satisfy the inner man. After lunch, athletic events were run off. There were prizes for all, from the smallest tot to the fat man and the older grocers. In the grocers' 100 yard dash, W. Whelpdale is the richer by a case of grape juice with W. J. Nichol taking second place and Harry McDonald third. The fat man's race was perhaps the event of the afternoon. It looked as though Wes. Williams would take home the case of toilet soap but Wes. had apparently feasted too heartily and when the line was crossed, Wes. was found to be slated for fourth place with E. H. Wand first and Harry McDonald, second.

The handicap race for grocers proved to be another feature. Jerry Burns, perhaps on account of his many years in looking after the welfare of similar picnics, or perhaps it might have been because he had a stand-in with the judges, was given a start of six yards. In spite of this advantage, Jerry was no match for John Pearson who easily passed him by several yards and consequently carried off first prize with Jerry second and Harry McDonald a close third.

After the races were over, the final event was participated in. This was a struggle between the travellers and the grocers to see who could the easiest remember their boyhood days, when they played ball on the corner lot. This ball game has always been an annual event, and will no doubt be the chief topic for conversation between the travellers and their customers until the next picnic is pulled off.

The grocers proved too much for the travellers from the very beginning and when the steamer's whistle gave the warning blast, the score stood 17 to 11 in favor of the grocers, and the nine grocers on the team will now be sporting a new hat in commemoration of the event.

Committees in Charge

The committees responsible for the success of the picnic were as follows:

Excursion Committee—David Bell, chairman; Donald Nicholson, secretary; Donald McLean, treasurer; D. W. Clark, W. J. Nichol, E. Bond, J. Oldham, John Davidson, E. Towler R. H. Stewart, D. Radcliffe, H. G. Macdonald, J. Hussey, N. Lyons, J. J. D'Arcy, F. H. Bible, W. R. McCaw, J. H. Crichton, T. Squirrell, C. Moon, John Whelpdale, J. D. Leonard, F. Durie, C. G. Blythe, John Richardson, John Fell, Chas. Harlock.

Games Committee.—D. W. Clark, Donald McLean, W. J. Nichol, H. G. Macdonald, John Oldham, E. Towler, Jerry Burns, J. J. D'Arcy, E. Bond.

Boat Committee. — John Davidson, Jerry Burns, D. W. Clark, N. Lyons, J. Hussey, R. H. Stewart.

Judges.—D. W. Clark, Donald McLean, W. J. Nichol, Jerry Burns, John Whelpdale.

Starters.—F. H. Bible, W. J. Nichol, W. R. McCaw.

Announcer—W. C. Miller; Chairman of Music—R. H. Stewart; Baseball Manager, Jerry Burns.

Triplicate Sales Slips System Prevents Costly Errors

Many merchants have found that by installing a credit register, their bookkeeping has been greatly simplified and much labor has been saved. Other merchants have adopted the triplicate sales slip system in connection with the credit register and by so doing are lessening the chance for mistakes and costly errors. Ferguson's grocery, Queen St., East, Toronto, is one of the stores which has adopted the triplicate system. The method of using the triplicate slips is very similar to the dupficate with the exception that three copies are made at one writing. After the balance of the previous bill is carried forward and the bill totalled, one copy goes to the customer, another is filed under the customer's name in the register and the third, usually of another color is placed on a file and later in the day checked.

"Before we put in the triplicate system," stated Mr. Ferguson to a representative of Canadian Grocer, "we had many mistakes which did not materialize until the customer paid the bill and sometimes not at all. This meant that we were many dollars out of pocket each year simply because it was almost impossible to go over 250 separate accounts each day and check them up. With the triplicate system, it is very easy to check up each charge order every day. The third slip, which we have in a yellow color, is placed on a separate file. These slips are checked up each day and if any error is found, it is easily corrected. Then again it is so easy to keep a record of the daily sales. The cash register takes care of the cash sales and to get the amount of the credit sales we simply total the yellow slips and compare with the total charge sales registered on the cash register. Another advantage it has, is that it helps in the collection of C. O. D. orders. In sending out a C. O .D. order we insert the yellow slip in the order. The delivery man then knows that he must collect that amount or return the goods to the store. The amount of money we save in a year easily pays the extra cost of the triplicate slips."

"Probation Counter" At Front Entrance Serves To Introduce New Lines

J. A. Hewson, Montreal Grocer, Hits Upon Novel Plan, By Way of Boosting the Sale of Specialty Goods—Are First Placed in Showcase Just Inside the Door

MONTREAL. (Special)—A local grocer has hit upon a splendid plan for determining the situability of different specialty lines for his trade. This grocer told a Canadian Grocer representative that the greatest margin of profit to-day is offered the grocer in specialty lines and therefore it is to his advantage to adopt as many of these lines as he finds adaptable to his trade.

A Probation Counter

J. A. Hewson, proprietor of the Hewson Grocery at 871 St. Catherine Street, West, has in the front of his store what he calls a "Probation Counter." This is a glass front show case which is placed directly in front of the main entrance to the store. In fact it is the first thing that a customer sees upon entering the door. In it are arranged a number of specialty lines, mainly fancy goods, canned fruit and bottle goods. Mr. Hewson emphasizes the fact that an attractive and a neat arrangement of the goods is the main virtue of the display.

Giving a Fair Trial

"If a new line is offered to me," said Mr. Hewson to a Canadian Grocer representative, "and it looks good, I take a small order and then give the goods a fair trial in this display case. If they will not sell with a little talking and a display of them in this case I feel that they will not take at all with my trade. For this reason I call this case my probation counter. Many lines now in stock in the store have gone through this probation counter and have won a place for themselves in the store. The main point in giving the goods a fair trial is to feature the price, and a few words of recommendation on a show card in the case. I have found this scheme a success not only as an attraction but as a means of locating specialty lines which will offer an increased percentage of profit which will balance up the many lines which we have to sell in the store without yielding enough profit to cover the overhead cost on their selling."

Makes Cheques Accurate

Among the newer pieces of equipment to be seen in many grocery stores is a protectograph for writing cheques with safety. This machine is small but, according to several grocers serves an important place in the business of the store. It writes everything on the cheque, except the signature. It makes "raising" the cheque absolutely impossible by not only printing the words and the figures on the cheque in indelible ink but by impressing each letter and figure right into the paper.

J. A. Hewson of 871 St. Catherine St., remarked to Canadian Grocer representative, "It is worth twice the price I paid for it. In the first place it saves time and in the second place it is a great protection." When asked if he had ever had a cheque raised that he had written out by hand he said, "Yes, many of them and not only raised but I myself have made a mistake in writing figures that have cost me money. It is very easy for a man to write the date and then absentmindedly write the date again for the value of the cheque. Yes that kind of thing is often done and one will not notice the mistake until he notices the bank balance out. For instance a man may be writing a cheque for ten dollars on the twentieth of the month and without thinking make the cheque to read for twenty dollars. With this little machine he sees the numerals before him before the amount is printed. Yes, it is a great safeguard for a merchant who has many cheques to write and I guess the average grocer has his share."

Many Now In Use

There are many of these small machines now in use in grocery stores in the city and many grocers have expressed their satisfaction in the guarantee the apparatus affords. P. E. Dery, a grocer on Ontario St., Montreal, expressed the same pleasure over the part this cheque writer plays in his store. "No cheque is too small to be written out on this machine for safety. In fact the smaller the cheque to be written the more protection given by the machine. I count it as a necessary part of my grocery store equipment."

Small Production of Dried Apricots In Coming Season

Reports from California indicate that there will be a small production of dried apricots during the coming season. "Not only is the crop far below normal as a result of severe frosts just as the buds were beginning to appear on the trees, and the destruction caused by brown rot disease and other fruit pests, but canners have been offering exceptionally high prices for canning fruit," says the California Prune and Apricot Growers' Association.

"Even at the high prices which the growers are receiving for their apricots, a large part of the crop will be disposed of in this way and only a limited amount will be dried. The situation existing in the dried apricot market this year is just the reverse of that prevailing at this time a year ago. Then canners were practically out of the market and the growers were planning on drying more than half of their crop. Today, the 1921 dried apricot crop production is entirely cleaned up and growers are counting on drying only a sma part of their crop which they cannot sell to the canners.

Showing the "probation counter" in the store of J. A. Hewson, Montreal grocer.

A Well Equipped Store is Profit Maker

A. Glover, Grocer at Kingston, Ont., Believes That Attention to Proper Equipment, Cleanliness and Sanitation Is Essential to Success of Any Merchant—Believes People Want Quality More Than Anything Else, and Proper Facilities for Giving it Must Be Provided

By Staff Correspondent Canadian Grocer

"IT IS impossible to have a clean sanitary store without proper bins, show-cases and equipment." stated A. Glover, Kingston, Ont. "If a merchant takes pride in his store and the goods he handles, aiming to build business on a sure foundation, it is quite necessary to have the surroundings in the best possible sanitary condition. Ninety per cent of the people go after quality. Their apreciation of quality is very Their appreciation of quailty is very is very sensitive, and on that point we attribute a great portion of our business, business which is coming from the same people day after day, year after year. I have found that the majority of people are only too anxious to show their appreciation. If the coffee they serve their guests is particularly pleasing or the chickens deliciously tender, they let their friends know just where they obtained them, and if the store is kept clean and looks attractive, they take keen delight in pointing out that store as 'our grocer'."

A Well Balanced Store

One has only to visit the Glover store to see that the assertion in the above paragraph is not mere theory but is carried out to the minutest detail. The floor is of a tile composition. This tile is brought up around the sides of the store, forming a baseboard, to a height of about eight inches, thus preventing rodents from gaining admittance to the store.

The fixtures are arranged in such a manner that the whole store has a well balanced appearance. This was done, not only to make it appear pleasing to the eye, but also to facilitate the service and incidentally make for attractive displays which unquestionably result in increased sales. The Glover store is situated on a corner. The entrance is on the corner with a display window facing each street, giving plenty of daylight and window display space.

On the right upon entering, is a wall case extending the full length of the store. This wall case is constructed of four rows of glass front bins. The bins work on a pivot arrangement and are so delicately balanced that a slight touch will close them absolutely air tight. They are also so constructed, as to be easily taken out for refilling or for cleaning purposes. The front of the bins, being of glass has a dummy back, thus allowing for display of the contents and giving the impression that the bin is full whether it is or not.

In speaking to a representative of Canadian Grocer, Mr. Glover said there is no possible chance of dust or foreign material getting into the bins, because they are always closed. He pointed out that the bins never get stuck, which so often happens with ordinary drawers. Furthermore, the bin arrangement is so compact that a large variety of goods can be carried in a small space. This tends to speed up the service. On the top of the four rows of bins, instead of the regulation open shelves, sliding glass door cases are arranged, thus making a splendid display of bottled and packaged goods and eliminating all chances of the goods becoming covered with dust. The regular counters are done away with, in the front part of the store, and in their place are four silent salesmen, set at an angle facing the customers as they enter.

Increases Turnover in Biscuits

On the left side of the store instead of a collection of various sizes of boxes piled up containing all manner of merchandise, is a large biscuit cabinet accommodating an assortment of sixty varieties of plain and fancy biscuits.

"We have a good trade in biscuits," remarked Mr. Glover. "There is no doubt the cabinet is largely responsible for it. Customers can see at a glance the various kinds, but the beauty of the cabinet is they cannot see how much the tin contains. It is a funny thing, people seem to have an objection to buy the last biscuits in a tin. They seem to think the last in the tin are stale, no matter if that tin of biscuits had only been opened that day. They simply will not take them and will pass up a tin which contains only a few biscuits. The cabinet does away with this objection and permits us to clean up. Bis-

"If a Store is Equipped to Give Good Service People Will Soon Find It Out."

"SOME writer has said, If a man makes a better mouse trap than his neighbor, no matter if he dwells in a forest, the world will soon make a beaten track to his door.' That to my mind is absolutely true in business. The location of a store does not make any difference. If the store is properly equipped to give good service, and gives that service, handles only quality goods, it will not take long for the people to find it out.

"Before I put in the bin system and had spent some money on making the store sanitary, the store was far from attractive. Loose boxes containing all kinds of articles were piled up everywhere. One day I noticed a peculiar odor emanating from one side of the store. Whew! I thought a rat or something had crawled under a box and died. After considerable searching, we got to the source of the trouble. It was simply some vegetables that had become lodged under some of the boxes. That gave me an idea.

"We cleaned out all those boxes and I installed new fixtures. A tile floor was put in and the place was made as sanitary as it was possible to make it. I then installed different accessories such as credit register, cash register, coffee grinder and meat slicer. These all helped to serve our customers better and although I have been told that I was very foolish to spend so much money on fixing up the store, I have never regretted it. Trade of the better class is being developed in increasing volume. We are little bothered with the price competition of the chain stores. With us and our customers it is quality that counts."—A. Glover, Kingston, Ont.

The above illustrates the attractive interior of the store of A. Glover, Kingston, Ont. Here is seen the value of equipment and accessories in a retail store. Note the absence of the regular counters to the right and the arrangement of the showcases which permits displays being made to the best advantage.

cuits require constant attention. It is so easy to allow them to overlap, that is, a line might not be selling very rapidly and unless it is made to sell, it becomes stale. There is no need for this, if attention is paid to them, because a few of that line can always be worked in with a pound of mixed biscuits."

Coffee Tones Trade

In the centre of the store and near the front is installed a large double coffee mill. The reason for this, Mr. Glover points out, is that good coffee will always attract a great number of customers to the store. The flavor of good coffee lingers long in the memory, and will bring people back to the store not only to buy more coffee but often become regular customer for many other articles.

"The idea of placing the mill near the front is to call customers' attention to the fact that the store is grinding coffee fresh every day and also to the fact that there is always something enticing and appetizing about the odor of fresh grinding coffee. A whiff through the street door will often bring a customer in to make a purchase," said Mr. Glover. "Coffee acts as a trade toner. It gives character and distinction to the store, and my experience has shown me that people will go a long way out of their way to buy some real coffee. There are two points to keep in mind in building a coffee trade. The first is to sell the best coffee obtainable and the second is to see that the coffee is properly ground and sent out immediately. I don't care how good the coffee was originally, if it has been ground a long time, it is bound to lose flavor. It pays, and pays well to invest some money in a real good coffee mill. Good coffee and a good mill go hand in hand in building a coffee business. You must have both."

Brings Back Customers

Toward the rear of the Glover store is the counter for serving customers with bacon and cooked meats. On one end of the counter is a large handsome meat slicer. The store sells only smoked bacon, hams and cooked meats, all of which are sliced on the meat slicer, the value of which is summed up in a few words by Mr. Glover as follows:

"No store can expect to get on without a meat slicer. It saves time and when you consider that you can get twenty-five or more slices of bacon to the pound as against twelve or so when sliced by hand, it stands to reason that people will go to the store for their bacon where the largest number of slices are obtained. Not only that, but people like the thin slices better. They have got away from the 'rasher' of thick uneven slice. But, of course, like the coffee, the bacon must have quality."

Paper Baler Keeps Store Tidy

Mr. Glover then conducted the Canadian Grocer representative to the warehouse. Here again system and cleanliness prevail. In one corner of the storeroom, is installed a steel paper baler. This is used not only as a baler of waste paper but as a receptacle for all scraps of paper and cardboard that are constantly accumulating.

"Do you find the paper baler profitable?" asked the interviewer.

"A couple of years ago, we were getting a big price for waste paper and I think we must have easily paid the cost of the baler out of a couple of months' waste paper. At present we get little for it. But if we did not have a baler, what would we do with all the paper and cardboard boxes that are continuously piling up? Without a baler the place would be in a regular litter. It is certainly profitable; not so much, perhaps, from the actual money received for the waste paper, but from the fact that it lessens the work in keeping the place tidy."

A Self Measuring Oil Tank

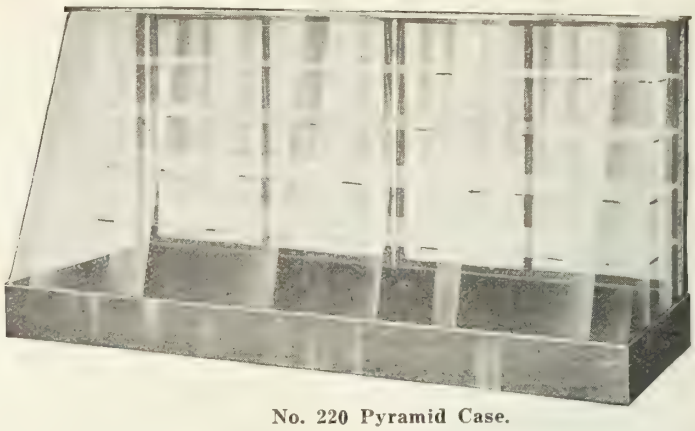
Another piece of equipment in the storeroom, is a self measuring oil tank. There is no smell of oil around the tank, simply because the tank itself is partially underground, with the pump and gauge in sight. It is air tight so that odor of the oil cannot escape. In selling the oil, the clerk, simply hangs the can on the spout, sets the gauge at the desired amount and turns the handle. In remarking upon the tank, Mr. Glover

(Continued on page 42)

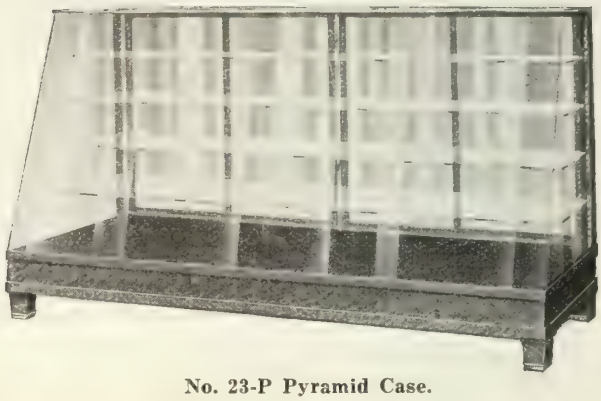
WALKER
Quality Fixtures

Walkers will equip you complete with everything in fixtures. No need of buying an odd counter, show case or display table here and there, when we supply you a standard style fixture at the same price or less.

Walker full capacity self-closing gravity bins in the rear of any counter, is the Ideal Equipment. Cost less and last longer. Then why not have them?

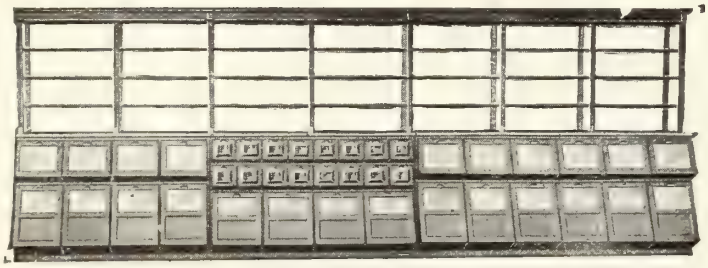


No. 220 Pyramid Case.

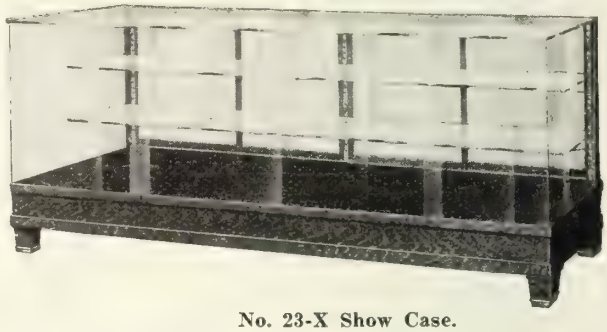


No. 23-P Pyramid Case.

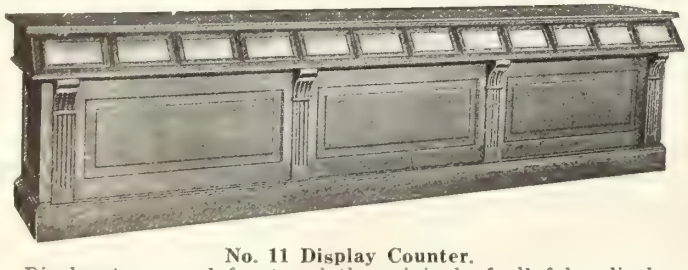
No. 3 Universal Display Counter. Full depth patented bins.



Assembly of Unit Bin Sections shows 21'7" length, 8' high.



No. 23-X Show Case.



No. 11 Display Counter.
Display top, panel front and the original of all false display fronts in Canada.

This will show a few of standard display fixtures for service at moderate cost.

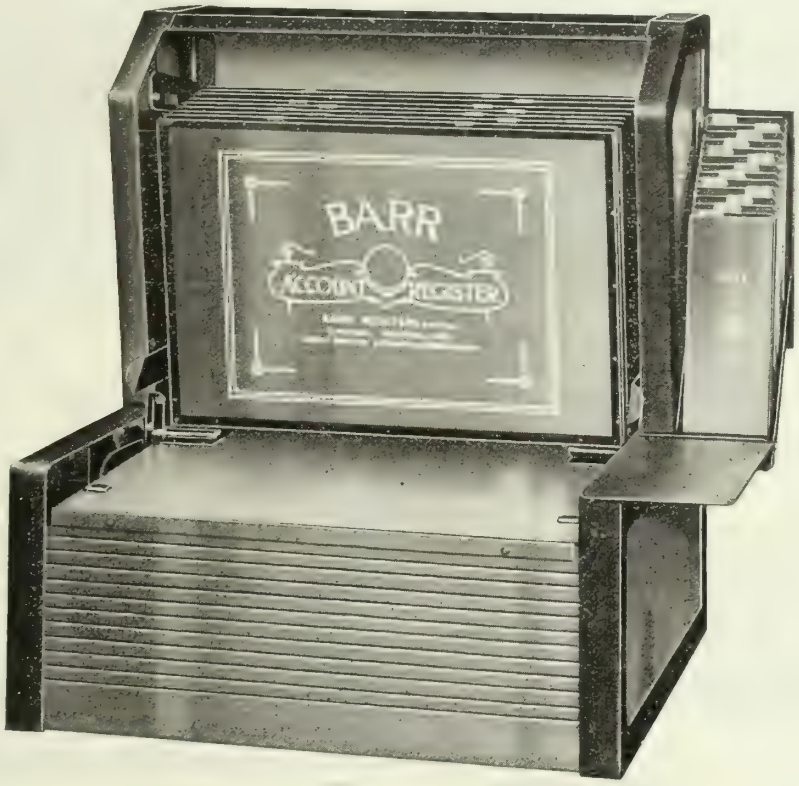
Send us your floor plan and idea of requirements. We make plans and quote you in detail.

Right construction, price and life service in these fixtures.

The Walker Bin & Store Fixture Co. Ltd.

Kitchener, Ontario

READ THE ARTICLE ON PAGE (18)



"Accounts that formerly took me three to four DAYS to make out are now done in three or four Hours"—says aggressive Kingston grocer about the

BARR ACCOUNT REGISTER

in an article on page 18 in this issue.

Write for Particulars

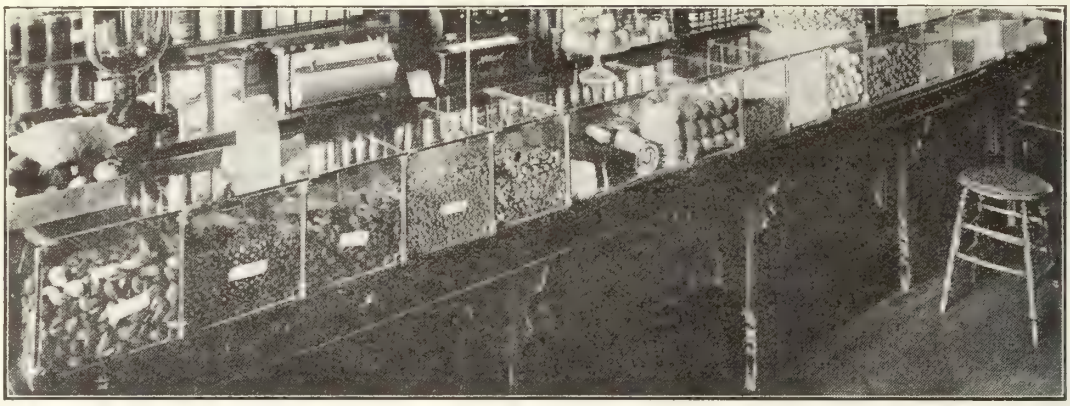
BARR REGISTERS LIMITED

TRENTON, ONT.

Agents All Over Canada

SHOW CASES

Every Advantage of Effective Display



Kleer Vue All Glass Display Cases will give your store the modern appearance you want it to have—enable you to have striking displays right in front of the customers' eyes—bring you an increase in business which will pay for the cases times over. They sit right on your present counters.

Let our representative show you the latest types of show cases, silent salesmen and other display systems. It puts you under no obligation—he will give you valuable assistance. Get in touch with us at once.

Kleer Vue
PATENTED

All Glass Display Cases

The Most Effective Display System

Toronto Plate Glass Importing Co., Limited

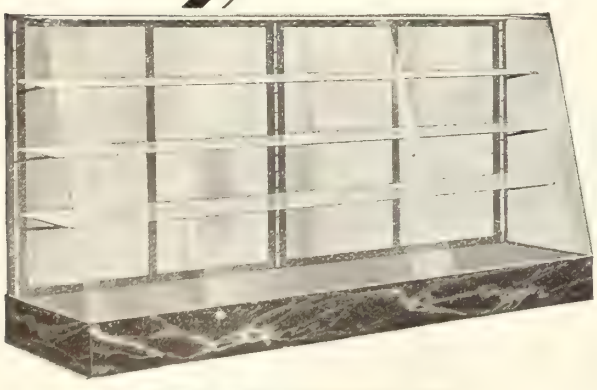
Modern Show Cases and display Systems of every Description

91 Don Roadway - Toronto, Ont.

NATIONAL

Store Fixtures and Equipment

—improve your store
—increase storage space
—speed up sales



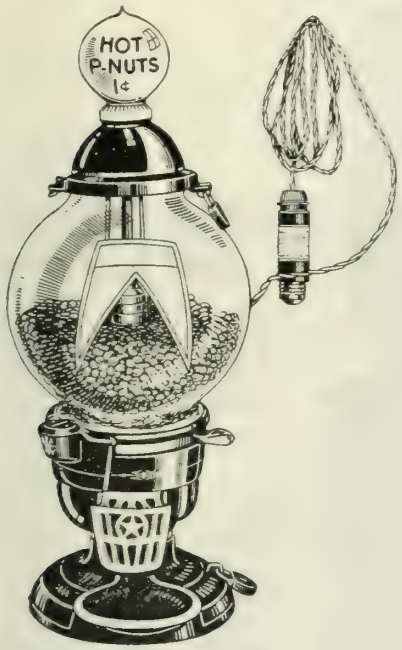
One of our special confectionery cases

If you are planning a new store, new equipment, or new store arrangement, you will profit by getting our catalogue and quotations. Our designer is particularly well qualified to suit your individual requirements. Let us show you, without cost to you, how we can assist you.

The National Show Case Company, Limited

578 Queen Street East, Toronto

What an Investment of $50 Will Net You!



Patent applied for and pending on Heating Attachment. Any infringements will be prosecuted to the fullest extent of the law.

If one Hot P-Nut Machine vends out only once per week for 52 weeks, your profit on each machine is $166.40.

The cost to fill this machine with 8 lbs. of our best grade **"Butter Dipped P-Nuts"** at 15c. per lb. is only $1.20 and they vend out for 55c. per pound or $4.40.

Look these figures over.

Cost of 8 lbs. P-Nuts per week for 52 weeks	**$ 62.40**
8 lbs. P-Nuts vending out for 55c. per lb.—52 times per year	**$228.80**
Net Profit on Original Investment for one Machine of $50.00	**$166.40**

What an Investment of $170 Will Net You!

1 Hot P-Nut Machine	**$60.00**
1 Kandy Kist Machine	**$50.00**
1 Pellet or Mint Machine	**$50.00**
1 Steel Stand	**$10.00**
Combination of 3 machines on Steel Stand	**$170.00**

Each emptying only once each week for 52 weeks will show the following profits on each machine and also the three.

	Cost to fill Bowl each time	Full Bowl sells out each time	Profit each time Bowl empties	Net Profit 1 machine, 52 weeks
HOT P-NUT MACHINE (8 lbs.)	$1.20	$4.40	$3.20	$166.40
KANDY KIST MACHINE (8 lbs.)	1.60	4.80	3.20	166.40
PELLET OR MINT MACHINE (8 lbs.)	1.60	4.80	3.20	166.40
NET PROFIT—3 MACHINES—52 WEEKS - - - -				**$499.20**

THE ABOVE ARE VERY CONSERVATIVE FIGURES, as we know of a number of machines that sell out two and three times each week. This only shows what a small investment will do. Suppose you put out 10 complete stands your profits would be $4,992.00 less what you would have to pay merchants for standing privilege of machine—10 to 20% on earnings.

TO THE MAN—FIRM—OR COMPANY THAT CAN finance 100 complete Stands, even though he puts out say 10 sets per month and keeps putting the profits back in more machines (100 complete Stands cost $17,000) the profit is $49,920.00 for one year—5 years, $249,600.00. **Where can you beat it?**—Every Nut or Candy Machine sells—You get your cash—No debts to worry you.

We sell our machines 25% cash with order, balance C.O.D.

Write to-day for further information and illustrated literature. Responsible distributors required throughout Canada. Give full particulars as to territory covered.

THE NATIONAL SALES CO.

FACTORY : 80 & 82 CHESTNUT ST. TORONTO, CANADA

Factory: Phone Adel. 4429. Residence: Phone Ger. 6734.

EXHIBITORS
in
Pure Food Building

We are now at work on a number of booths in new building at Toronto Exhibition and can give you attractive quotations.

We Specialize
in
Display Fixtures and Alterations

Walter Davidson & Co'y.
LIMITED
186-188 Duke Street MAIN 184 MAIN 185

A BIG MONEY MAKER
during the warm weather

Cost of this cooler, including 4 gallons of Syrup

$28.00

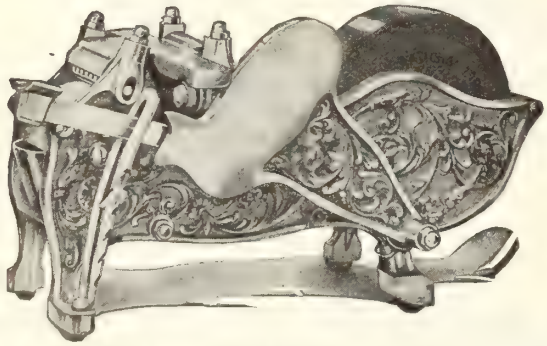
4 gallons Syrup will make 704 glasses of beverage.

704 x 5.....$35.20
Profit **$7.20**

Every Grocer should display one of these coolers on his counter.

THE CRAWFORD MFG. CO.
Lemoine Street, Montreal

National Package Sealer
And Gummed Tape
SAVES TIME AND MONEY



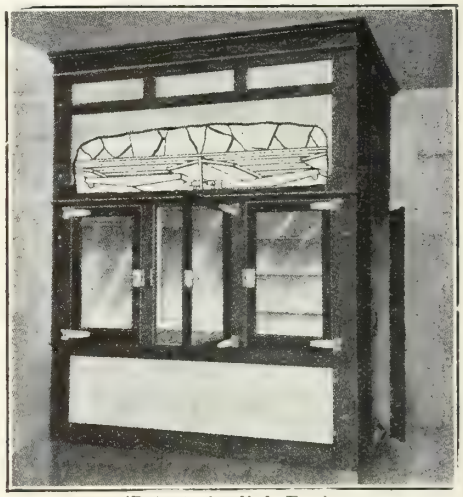
ARE YOU TYING UP YOUR PROFITS? . . . . . .

This national package sealer will enable you to wrap up your parcels more neatly in half the time and will cut 75% off your wrapping cost.

National Sealers are easy and simple to operate.

Let us tell you how they will save you money and speed up service.

CANADIAN NASHUA PAPER CO. LTD.
PETERBORO, ONT.



(Patent Applied For.)

There Are No Ice Box Troubles With This New Arctic

It has new patented ice box pans that can be swung over for easy cleaning, and removed completely if necessary. This is the best refrigerator ever made for butchers and provision merchants. Write for prices.

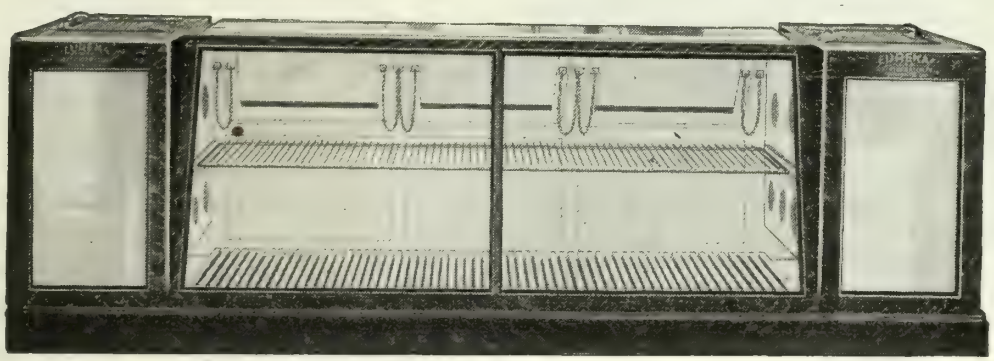
John Hillock & Co., Limited
Office and Factory
154 George St., Toronto

Agencies:—E. L. Stailing, Granville St., Halifax; A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks Street, Ottawa; J. McMillan, 280 Main Street, Winnipeg; Western Butchers' Supply Company, Regina, Sask.

EUREKA

REFRIGERATORS and FREEZER COUNTER CASES

.....dependable, "ice-saving" equipment that will increase your sales and profits...



Model 105. Size 40 in. by 36 in. by 10, 12, 14, 16 and 18 feet lengths

For over thirty-four years **Eureka Refrigerators** have been increasing sales, preventing waste and saving ice for **more** grocers, and provision dealers, than all other makes of patent refrigerators combined. Their ideal sturdy construction has earned for them a nation-wide reputation for greatest ice economy and perfect refrigeration. There's a size for every need.

Scores of grocers tell us that our patent **Eureka Freezer Counter Cases** (shown above) have more than doubled their sales of perishables and have reduced their losses through spoilage to a minimum. Write for further details, and prices on this Eureka sales speeder—the only freezer counter case made in Canada.

We positively guarantee **Eureka Freezer Counter Cases** in the following:

To get below freezing and stay there if necessary (a small cake of ice can be made).

To keep meats not only overnight, but for weeks.

That temperature can be regulated.

That our case will maintain a perfectly dry atmosphere at all times, with a positive, constant and natural air circulation.

That our Case will keep fresh meats as long and as well as any cooler.

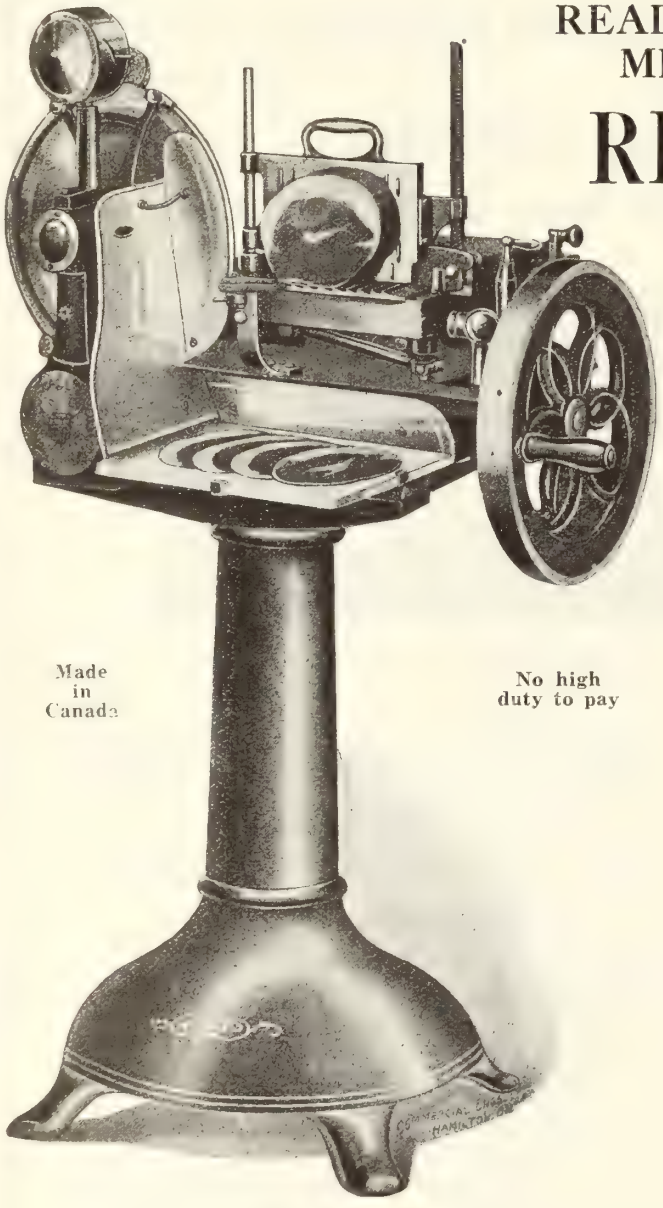
One-year guarantee to replace any defective material.

Eureka Refrigerator Co., Limited

Head Office : Owen Sound

Branches : Toronto, Montreal, Hamilton

The Best Slicer in the World and it's "Made in Canada"



READ WHAT THESE WELL KNOWN MERCHANTS SAY ABOUT THE

RED BIRD SLICER

Charles Gibb of Gibb Bros., 1266 Yonge St., writes:

We have been in the grocery business on Yonge St. for 32 years and during that time have had 3 meat slicers. About 3 years ago we purchased a **Canada Slicer** (Red Bird) and find it has given us **better service than any machine we've had.** We are altogether satisfied with the Canada slicer and would recommend the slicer and the company to others.

The "Red Bird" does everything but weigh the meat.

Yours very truly

Gibb Bros.

Read also what A. Glover of Kingston, Ont. says about his slicer to a representative of Canadian Grocer on page 18 of news section of this issue.

Mr. Glover's slicer is also a **Canada "Red Bird."**

The only Company in Canada who manufacture Meat Slicers exclusively

The Canada Slicer Corporation
LIMITED

BOWMANVILLE - - - ONTARIO

Five Points of Superiority that Sell More Gasoline

The new Bowser Chief Sentry piston-type measuring pump has five outstanding points of superiority over any other gasoline pump, which enable you to give better service, increase your business and enlarge your profits.

(1) It is hand or air-power driven—easily convertible either way.
(2) It has large easy-to-read dial registers for both customer and operator which show the quantity of gasoline being served.
(3) It is equipped with the Bowser centrifugal water separator which positively separates all moisture and dirt from the gasoline, assures your customer of dry, clean, full-'o-pep gasoline and most miles per gasoline dollar.
(4) The sight glass, through which the customer sees that the measure is full, and sees the gasoline flowing from the discharge into the hose leading to his car. This means satisfied customers—steady trade.
(5) The tally bell which audibly announces the completion of each gallon measurement.

By our widespread national advertising motorists are being told to look for this pump and to demand Bowser Service. You will profit by giving this service. Write to-day for booklet C-11.

Bowser Equipment is
MADE in CANADA by
S. F. BOWSER & CO. LTD.
TORONTO CANADA

Branch Offices and Service Departments throughout Canada and in principal cities abroad.

BOWSER
ESTABLISHED 1885
ACCURATE MEASURING PUMPS

BOWSER PRODUCTS
For Handling Gasoline and Oils Wherever Sold or Used

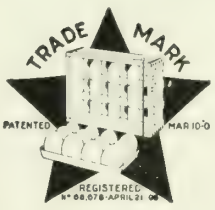
Filling Station Pumps and Tanks for Gasoline
Portable Tanks for Oil and Gasoline.
Storage and Measuring Outfits for Paint Oils, Kerosene and Lubricating Oils.
Carload Oil Storage Tanks.
Power Pumps.
Dry Cleaners' Underground Naphtha Clarifying Systems.
Richardson-Phenix Oil Circulating and Filtering Systems and Force Feed Lubricators.

Write for booklets

Make 25% More Profit on Eggs

SAVE breakage
SAVE time
SAVE money
SAVE customers with the
STAR SYSTEM

100 per cent. SAFE



Carriers
Trays
Candler
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Crate

enables you to grade, pack and candle your own eggs and deliver them unbroken, pure, clean and sanitary. Keeps old customers delighted with your SERVICE and gets new customers and MORE MONEY for your eggs.

Write for interesting article written by grocer who increased his egg profit more than $440.

Mail the coupon.

STAR EGG CARRIER & TRAY MFG. CO.
1105 Jay Street
ROCHESTER, N.Y.

"SHOW ME"
Name .....
Address .....
CG

Wholesalers Hear Retailers' Complaints

Representatives of the Grocery Section of the Retail Merchants' Association Present Their Case Before the Canadian Wholesale Grocers' Association At Their Annual Convention in Niagara Falls Last Week

By Staff Correspondent Canadian Grocer

NIAGARA Falls, Ont.—(Staff Correspondence)—On the last day of the Canadian Wholesale Grocers' Association Convention held here last week the retail grocers were heard. There was a small committee present consisting of E. M. Trowern, Dominion secretary of the Retail Merchants' Association, Alex. Phillips of Ottawa and P. L. M. Eagan, St. Thomas and J. C. Campbell, district secretary Retail Merchants' Association for Eastern Ontario.

Mr. Trowern was the spokesman and represented a memorandum of subjects the majority of them being in the nature of complaints from retail grocers, for the consideration of the Canadian Wholesale Grocers' Association.

The memorandum was as follows:

1. Consideration of complaint received from retail grocers in every province that wholesale grocers sell direct to the consumer.

2. Consideration of complaint received from retail grocers in every province that wholesale grocers sell to co-operative stores, farmers' clubs, co-operative buying concerns, civil service organizations, contractors, hotels, restaurants, boarding houses, hospitals, roller wagons and clubs.

3. Consideration of complaint received from retail grocers that wholesalers and jobbers sell various standard lines of grocery products at varied discounts, which results in price cutting, and lack of uniformity in prices of standardized lines.

4. Consideration of complaint received from retail grocers that notwithstanding invoice prices, secret rebates are made by travellers and through other mediums which results in price cutting.

5. Consideration of complaint received from retail grocers that cut-rate stores are able to buy soap and other commodities through the wholesale trade, or direct from the manufacturers, and sell at retail prices which are lower than the average retail merchant can buy the same at.

6. Consideration of complaint received from retail grocers that some manufacturers cut off retail grocers from their preferred list, but sell at preferred prices to departmental and chain stores.

7. Consideration of the following recommendation received from retail grocers:

That it would be much simpler and easier to all retail and wholesale grocers if everything were priced and catalogued by the hundred. Canned goods could be packed twenty to the case, instead of twenty-four; many lines could be packed fifty or one hundred to the case; many lines now bought in quantities of one dozen could be bought ten at a time, and if quoted by the price of one hundred the advantage, in our opinion, would be great.

8. Consideration of the following suggestion:

That the attention of manufacturers be called to the necessity of making provision on their labels for marking the price, so that all clerks will know where to look for it. Many labels are so dark in color that it is impossible to see a pencil mark on them, which makes it difficult to mark the price clearly.

9. Consideration of the following suggestion:

That if this joint meeting decides that certain specified classes are entitled to buy in a wholesale way, the wholesale trade should be furnished by the retail trade with a copy of such list, which would be subject to revision from time to time, and that all wholesale houses be requested to conform to such list.

10. Consideration of complaint received from retail grocers that wholesalers and manufacturers sell to concerns who conduct warehouses at given points, and who sell direct to consumers by means of travelling peddling salesmen.

11. Consideration of the following recommendation received from retail grocers:

That the retail grocery trade believes it would be in the best interest of trade generally if manufacturers would discontinue the practice of giving coupons and asking retail grocers to redeem the same, as the system is not only illegal but also annoying.

12. Consideration of the following recommendation:

That the retail grocery trade believes that it would be in the best interest of the retail grocery business of Canada if all retail grocers who ask for and accept credit from the wholesale trade, be requested to present to the wholesale trade an audited statement of their business at least once in six months and that wholesale grocers discourage the practice of giving credit and starting those in business who have no knowledge of the trade.

13. Consideration of the following recommendation:

This is a reproduction of photograph taken in front of Clifton House, Niagara Falls, Ont., of delegates to the annual factures' agents present. President Armand Chaput (re-elected for 1922) may be seen near the centre with Charles and J. S. Royer (Quebec) on the right. George Slate (Canadian Sha

That it is the opinion of the retail grocery trade that full responsibility for the quality of the product made and sold by the manufacturer should be placed upon the manufacturer.

14. Consideration of the following recommendation:

That it is the opinion of the retail grocery trade that Bill No. 207, introduced by the attorney-general into the Ontario Legislature, entitled: "An Act for the better prevention of certain commercial agreements," be strongly opposed by every branch of the united grocery trade.

15. Consideration of the following recommendation:

That a standing Dominion committee of the grocers' section, together with standing committees from the grocers' section in each province, and of the grocers' section in local districts of similar committees from the Canadian Wholesale Grocers' Association, to consider various matters that will come up from time to time, and that joint action be taken on the same for the purpose of improving the grocery trade of Canada.

16. Consideration of a recommendation passed at the recent convention of Ontario Retail Growers to the Canadian Wholesale Grocers' Association, when travellers are quoting prices to the retail trade and referring to the margins and percentages, that they be requested not to mislead the trade, and that they be requested to quote selling cost.

17. Consideration of complaint received from retail grocers that some travellers for wholesale houses and clerks are in the habit of buying their requirements from the said wholesale houses and supplying their family and friends, and we consider that this system should be stopped.

Mr. Trowern pointed out that the retail Merchants' Association had not passed on all these matters but they were complaints which he thought should receive the attention of the wholesalers. Later on a resolution was passed by the Wholesalers' Association providing for the submission of a memorandum to the executive committee for consideration.

Resolutions Passed By Wholesale Grocers On Concluding Day of the Convention

Manufacturers Doing Business Through Canadian Jobbers Should Declare Through What Channel They Are Selling Goods and Should Allow Legitimate Profit to the Jobber—Other Resolutions

NIAGARA Falls, Ont. (Staff Correspondence).—The question of the canned goods contract for this year was to have come up at the convention of the Canadian Wholesale Grocers' Association here last week. W. R. Drynan, representing Dominion Canners, Limited, Hamilton, was present to take up the matter but as it was found that different provinces had different conditions to meet and wanted different arrangements, it was finally decided that each provincial association would take up the matter of the selling contracts on canned goods for itself.

William C. Cross (Hall and Fairweather, Ltd., St. John, N. B.), as chairman of the resolution committee introduced the various resolutions on the last day of the convention. A resolution embodying the above was carried.

A resolution to the effect that where a manufacturer has a selling price in a province such price shall be respected and observed by all members of the Canadian Wholesale Grocers' Association selling in that particular province. This resolution was also carried.

One dealing with the point that the selling terms of the Wholesalers' Association should be uniform, net thirty days in all provinces, was debated briefly and referred to the executive committee.

Another was adopted to the effect that manufacturers doing business through the Canadian jobbers should declare through what channel they are selling their goods and should allow a legitimate profit to the jobber. Still another dealt with was the sugar question. The sugar refiners are requested to meet the representatives of the wholesalers early with a view to discussing refiners' terms, etc.

A resolution regretting the death during the past year of Harry C. Beckett, (W. H. Gillard and Company, Hamilton) was carried by a standing silent vote.

G. C. Cummins (The Canadian Match Company, Montreal), who was unable to be present the day before during the meeting with manufacturers was asked to address the convention in regard to the selling methods of his firm. Mr. Cummins pointed out that his firm sold through the wholesale grocery trade and in answer to a question by J. S. Royer (J. B. Renaud & Company, Quebec, P. Q.), he stated that where a jobber insists on cutting prices his firm would withdraw the retail prices and, if he persists in cutting, his name would be taken off their selling list.

Visitors Well Entertained

The entertainment provided for the Canadian Wholesale Grocers' Association, their wives and guests was an elaborate one. John W. Charles (Marland, Woolnough Company, Niagara Falls, Ont.), who was referred to as the president, vice-president, secretary, and committee of the Niagara Falls Wholesale Grocers' Association, was of course, responsible for it. Nothing appeared to be a trouble for him so that everybody enjoyed themselves. On Tuesday night the Shredded Wheat Company gave a banquet to everybody in attendance at the Clifton House which was a brilliant affair. President Armand Chaput (Chaput, Fils & Cie, Montreal), presided and during the evening there was presented to Hugh Blain his portrait in oils. Eulogistic remarks were made

(Continued on page 34)

the Canadian Wholesale Grocers Association. In addition to wholesalers there are manufacturers and manu-Zepherin Hebert, Sir Hormisdas Laporte and George H. Millen, (E. B. Eddy Co.) on the left, and John W. o.) is sitting in front of Mr. Charles. How many of the others can you name?

Discuss Methods of Paying Salesmen

Which is the Best, Paying a Travelling Salesman On a Straight Salary Basis, on the Salary and Commission Basis or on Straight Commission?—Wholesale Grocers Discuss Question at Convention

By Staff Correspondent Canadian Grocer

NIAGARA Falls, Ont. (Staff Correspondence).—Which is the best method for the wholesaler—paying a travelling salesman a straight salary basis, on the salary and commission basis or on straight commission?

This is certainly a controversial subject as was evidenced at the annual convention of the Canadian Wholesale Grocers' Association held here last week.

In an address by J. Frank Grimes, whose business it is to assist merchants in their financial and business problems, he stated that he was sold "100% plus" on the commission plan of paying salesmen. After explaining his reasons there was a lively discussion among wholesalers as to whether this was the correct method or not. Joseph Laporte (Laporte Martin, Montreal), considered that he got more out of his salesmen by adopting the salary and commission basis. Zeph. Hebert (Hudon Hebert, Ltd.), Montreal, was a strong advocate of the principle of paying on the salary basis. Percy Eby (Eby, Blain, Ltd.), Toronto, favored the commission basis as Mr. Grimes outlined.

A great many questions were asked and it is safe to say that there is no one method that will satisfy every wholesale grocer in Canada. Each continues to have its advocates.

Commission On Profits

Mr. Grimes maintained that with a travelling salesmen on salary it makes no difference whether he starts out on his Monday morning trip on a 6 o'clock or a 10.30 train. If he is tired he misses the 6 o'clock and thus wastes half a day. Very often he comes back early on Friday. His expense accounts are checked over and O. K.'d just the same as if he spent the full week on his field. It makes no difference to him whether he sells $3,000 or $4,000 of goods during the week—he gets his salary just the same. He made the point that the salesman's income should be based on his own work and energy and that he should be paid a commission on the gross profits that his sales earn for him. He maintains that the salesman on the commission basis digs up more prospective customers. In answer to a question from Hugh Blain, (Eby Blain Ltd.), Toronto, he said that the commission on the profit basis was superior to that on sales because the salesman on the latter basis is inclined to sell on easy lines and cut prices in order to bring in a big volume of sales. Then on close-in territories where sales were easy the salesman had an advantage over the one in the outlying territory where distances were greater.

He also favored the "quota plan," that is, the assigning to the salesmen in each territory a certain quota of business to be secured, based on the sales for a number of years back. This system introduces friendly rivalry among the salesmen and secured best results in his opinion. He knew of a case where one salesman selling $35,000 worth of goods a month was making only half the profit of another whose sales averaged $18,000. He did not think it was fair to pay the former more than the latter.

Salary and Commission

Joseph Laporte, of Montreal, thought that the commission basis alone gave salesmen too much chance to run his territory to his own liking rather than have the house control the territory. Salary basis alone gave the house control of the territory, but also the salesman a chance to stop at certain volume when he thinks he has earned his salary. His firm has adopted the salary and commission basis. The salesmen are paid a definite salary per year and when their sales reach a certain volume they get a percentage of the gross profits.

Believer in Straight Salary

Zeph. Hebert, Montreal, was just as strong an advocate of the straight salary system. He maintained that if a house looked after its salesmen and their territories closely enough it would know exactly the time these men were spending on their territories. He said that if a traveller did more business than a certain amount he was paid accordingly. No commission, however, was given on the selling of straight groceries but a commission was paid on the sales of specialities. He claimed that the commission basis was conducive to a a traveller having more goods sent to the retailer than he actually ordered. If for instance, the retailer orders a case the salesman is tempted to put it down as three. This means considerable expense returning the goods and in freight.

Percy Eby asked Mr. Grimes—"How do you deal with market fluctuations; how can you get a salesman to push an article at a loss?"

Mr. Grimes:—"The salesman should make a profit on every sale even if the market price declines. The new price should be taken as a basis for the profit. The house then must take the loss but it makes it up as prices advance."

Fred T. Smye, Hamilton, considered that the commission basis was not conducive to honest business. It was a temptation for travellers to rebate.

John Charles (Marland Woolnough), Niagara Falls, Ont., thought that the commission basis was simply opening the gates to demoralizing conditions. It made brokers out of travellers. They come in to the wholesaler's warehouse and make an offer in an endeavor to make a sale.

Opening New Territory

A. Simpson (Simpson Wholesale Grocery Co.), Guelph, Ont.:—"How does a traveller on commission pioneer a new territory?"

Mr. Grimes:—"He should be given a drawing account to open up this territory and as the business develops this

(Continued on page 34)

OFFICERS OF WHOLESALE GROCERS FOR 1922-23

Officers of the Canadian Wholesale Grocers' Association for 1922-1923 are as follows:

Honorary President — Hugh Blain, Eby-Blain, Limited, Toronto.

President—Armand Chaput, L. Chaput, Fils & Cie, Montreal.

First Vice-President—F. T. Smye, Balfour, Smye & Co., Hamilton.

Second Vice-President—H. G. Bauld, Bauld Bros., Limited, Halifax.

Third Vice-President—W. E. Skitch, Louis Petrie, Limited, Calgary.

Treasurer—T. H. Kinnear, Thomas Kinnear & Co., Toronto.

Secretary—A. C. Pyke, 35 Front St. E., Toronto.

Executive Committee—J. P. D. Malkin, The W. H. Malkin Co., Limited, Vancouver; H. G. Smith, H. G. Smith, Limited, Regina; J. E. Brown, Revillon Wholesale, Limited, Edmonton; John Horne, Campbell, Wilson & Horne, Limited, Calgary; A. O. Marrin, The Jobin-Marrin Co., Limited, Winnipeg; H. G. Bowser, The Codville Co., Limited, Winnipeg; W. H. Kenny, T. Kenny & Co., Limited, Sarnia; John Dillon, A. M. Smith & Co., London; A. E. Provost, Provost & Allard, Ottawa; Zeph Hebert, Hudon, Hebert & Cie, Limitee, Montreal; Joseph Laporte, Lapote Martin Limitee, Montreal; Evan Turner, Whitehead & Turner, Limited, Quebec; L. A. Langlois, Langlois & Paradis, Quebec; J. F. Edgett, Reed Company, Limited, Moncton; W. C. Cross, Hall & Fairweather, Limited, St. John; Robert Murray, R. McGregor & Sons Limited, New Glasgow; S. W. McCulloch, McCulloch Creelman, Limited, Turo; W. H. Atken, Carvell Bros., Charlottetown.

Correct Margins In Staple Groceries

Margins on Staples Are Limited Not Merely by Competition, But by Economic Law—Merchants Send in Insufficient Data in Inquiry Letters—What Compensation Ratio for Manager?

By HENRY JOHNSON, Jr.

HERE is a man who puts a question to me which I now submit to you.

March 1st, 1922.

Dear Sir:—I have a question to ask: I bought a stock two years ago Jan. 15 when values were at highest and paid $4,500. Since then we had a wonderful decline, but during this decline in the two years on Jan. 1st, we invoiced our stock at market values of to-day. We have increased stock $4,000, made a living out of store, paid taxes of $152 each year, insurance $72, clerk hire $500 per year and other expenses of $100 and extra help $200. I want to know what per cent. my profit is?

To try to get something to work on, I write March 15 asking: what sales had been each year, what purchases, if record thereof kept, whether building owned or rented—if rented, what rent paid; what salary paid himself and partner. I asked for detailed expense list of each year, just as kept with any additions he might think of not yet included; what was total investment in beginning. How much had at end of first year in stock, fixtures and accounts; how all these stood second year. I told him I thought he was doing well but would gladly go into details when he gave me figures requested.

Not hearing, I wrote again April 12, I am still waiting. Maybe my suggestion that he was doing well satisfied him. But I submit that it would be somewhat difficult to answer his question accurately on the data submitted. Do you agree?

Margins on Staple Groceries

Letter from Western Canada:

May 14, 1922.

Being a retail grocer in a small way and comparatively new to the game I would appreciate it very much if you would give me your idea of what is the proper margin to figure on the selling prices of the following: sugar, flour, soap, smoked meats, lard and provisions, butter, eggs, and cheese. I aim to average 20 per cent. on sales all round.

Margins on staples are limited not merely by competition but by economic law. I mean that we must not think that margins which we deem insufficient are always made so by the sheer cussedness of human nature for the fact is that the cost of handling most heavy staples is far below the average cost of operation. Hence, margins are properly lower than such average cost.

Sugar is sold—properly and also profitably—on around ten per cent. In this correspondent's region is a grocer who operates with about 6 per cent. gross on sugar and feels satisfied. He is a well posted, experienced merchant. Flour is handled on about the same ratio.

Soaps are heavy staples, often used for leaders at cut prices. But the aim should be to be able to realize 16% to 20% on them. Smoked meats are subject to local conditions, being used as leaders continually and habitually in some places and not in others. They should pay as much as possible, for they are a very uncertain quantity. The aim should be for 20 per cent. with the most liberal allowance possible for shrinkage. It must realized that such goods are exporting weight every hour you own them.

Lard should yield around 20 per cent. It should be handled with thoughtful care, for remember, you have weighing to contend with. There is the question how many pounds you can actually weigh out of a 60 lb. tub, plus cost of plates, wax paper, other paper and twine. Then there is labor and time. It is not well to follow too closely on the heels of anybody who cuts lard. Better cleave to high grade and pack in good packages, and build on such goods plus service than on price.

Butter in bricks is handled at from seven to twelve per cent. On either basis it is profitable. Bulk butter is handled at around four cents the pound, regardless of percentage, and there is room to doubt whether anybody ever handled any of it at a profit. Eggs move at around seven per cent. but packages should first be figured in. On a basis of seven per cent. or so, above all costs including packages, eggs are profitable, I believe.

Cheese Can be a Profit Maker

Cheese is a staple that can be made very profitable if you study it and devote yourself to building trade on it. The possibilities are about as broad as you make them. Cheese should be bought with great care—for special character, not for price. Then it should be displayed under a glass bell which should be polished with sawdust every morning. It should be kept on wood—maple is the thing—which also must be kept scrupulously clean. The whole cheese works should be cleaned up thoroughly every morning. Display should be prominent. In humid, hot weather, it should be kept in the refrigerator. Better to sacrifice display for that time than impair quality.

Have one cheese cut to begin with. Have that old or new, depending on the prepondernace of demand in your district. But study to develop trade on old, mellow, well developed cheese. Lead your customers to cheese. Teach them, by sampling, talks, hints and demonstrations to like fine smooth-grain, rich cheese. Keep it up!

Such work will lift your cheese department out of the rut of price-comparisons and competition. You may stay in business forty years and every year develop new angles to your cheese business. And it will pay. Such, after all, is the attitude you should cultivate toward your business: to learn the how of wider variety, better foods, greater "choiceness," nicer discrimination. Get to be known as a master tradesman. Money will follow such reputation anywhere.

Here is a letter I have held long because of the danger I felt might attend its publication:

Middle West.——

Dear Mr. Johnson:—I am manager of grocery department in a department store. Have held job for about six months after over twenty years previous experience—e even years clerking for one firm, balance running store of my own which I sold two years ago. By this time, I should know something of the business. I came here on invitation to help out grocery department. Getting $175 a month. Management would like to have me stay. I like it. The grocery end always has been big, but for some years had not paid. Agreement was that if I produced results, my salary was to be increased to orrect figure. Up to now nothing has been said about that. General manager told me this week that grocery department was now paying. I knew it had been paying for past four months. Selling about $225,000 a year in groceries; sometimes more, sometimes less; but about that average. The principal complaint when I came was that we were not selling our quota of fruits and vegetables. For some time we have not only increased this division, but have made it the biggest of its kind in several surrounding counties. Our actual profits in this department for past four months have been over $1,600. Freight and all spoilage has been deducted, so profit stated was net. All spoiled goods, so found on arrival, have been charged back to houses from whom bought. Our grocery, flour, feed has been developed same way. Of fifteen brands of coffee handled—which is away too much, but we sell them—we have one brand of which we sell fifteen cases

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Re-Classification of Freights

AT THE meeting of the Canadian Wholesale Grocers' Association in Niagara Falls last week, the proposed new Freight Classification Number 17, covering groceries, was very strongly condemned.

All articles under the heading of groceries in Canadian Freight Classification Number 16 are now permitted to be shipped in mixed carloads to points in Western Canada at the highest carload rating and highest minimum weight. Most of the items are rated 5th class. The minimum weight does not exceed 24,000 lbs. Under the proposed re-classification there is no grocery list. The articles are alphabetically arranged throughout the classification which would prevent the shipment in mixed carloads to points in Western Canada. In addition to this some changes have been made in carload ratings and minimum weights are proposed ranging from 30,000 to 40,000 pounds.

The Canadian Wholesale Grocers' Association passed a resolution condemning the changes and urging upon as many members as possible to visit Montreal on June 27 when the matter will be taken up before the Special Classification Committee in the offices of the Canadian Freight Association.

Every member of the trade is interested in this—retailers, wholesalers and manufacturers. It has been calculated that if the new classification goes through, it will mean an advance in freight rates from 25 to 50 per cent. There is considerable talk about lowering freight rates at the present time, but if the proposed changes materialize, it will be a round-about way of putting up rates again.

Speeding Up Turnover

RECENTLY the writer was visiting a fair-sized town in Ontario. In this town there are about a dozen retail grocery stores, all of whom are apparently enjoying their share of the trade of the townspeople and the surrounding country. The most striking thing that impressed the writer was the fact that the stores getting the most of the business were the ones that were the most pleasing in appearance. But there was one store that did not appear to be getting even a fair share of business, and the only reason that a casual observer would attribute this condition was the fact that the appearance of the store was anything but inviting. Partly filled boxes of all manner of merchandise were strewn about. Sections of the plaster on the ceiling were hanging, ready to drop at any moment. The fixtures were of the roughest character and dust and last year's fly specks covered the old-fashioned showcases, so that they had become useless as salesmen. Was there not good reason why the store was not getting its share of the trade?

The day of the untidy store is past. People will not trade at a store that is littered and dingy, if there is a better one within reach. They base their estimate of the store and the quality of the goods upon the first impression of the attractiveness and the facilities for handling foodstuffs in a clean, sanitary manner and the equipment for giving an efficient service.

Fortunately there are few merchants to-day of the above class and the vast majority now see the benefit of business-building equipment such as dust-proof bins, meat slicers, coffee grinders and cheese cutters. Labor and time-saving devices, as for instance the telephone, cash and credit registers and adding machines, have been found to be good investments and highly profitable, making it possible to cut down the cost of doing business and speed up the turnover by proper displays.

The Age of Canned Goods

WHEN Captain Ronald Amundsen, the great Polar explorer, left Seattle early this month on a new attempt to reach the North Pole he took with him in his ship "Maud" large quantities of canned goods, both fruit and vegetables. The introduction of vegetables and fruit in tins some years ago has made it possible to reach the goal in a great many expeditions that otherwise could not have been successful. Canned goods have lightened the burdens and the worries of thousands of prospectors, explorers, woodsmen, as well as women in the homes. These goods are undoubtedly one of the wonders of the age when it is considered the service they are performing for humanity.

And not so very long ago they were unknown on this continent. To-day they are among the every-day requirements of millions of consumers, handy, reasonable in price, and carrying in them practically the same food values that are to be found in the raw material from which they are made.

Value of Advertising

THE action brought by a retail grocer against the daily newspaper of a town in the Western States, for failure to print his advertisement, alleging loss of sales to the extent of $1,000, is indicative of the value he places on advertising as a means of stimulating business.

In his statement of complaint he declares that he does depend very largely on advertising for business, and on account of the non-appearance of his advertisement his sales were $500 less than they would have been had the advertisement appeared. He asserts that on the Saturday preceding, and on which day a similar advertisement appeared, the sales made by the plaintiff amounted to $650, and that while on the following Saturday, the day on which the advertisement was not run in the paper, although furnished and requested to be run by the plaintiff, the sales were $350. On this day business was generally better, due to Labor Day following on Monday, and on account of the failure to insert the advertisement, the plaintiff claims he was damaged in the sum of $1,000.

The outcome of the suit is not yet known, but it is interesting to note the definite turnover that this merchant credits as directly due to his advertising. The use of newspaper space as a means of stimulating sales and keeping the name of a merchant before the public cannot be underestimated, and when coupled with display of the proper sort and effective selling talks, is always productive of results.

It does a grocer good to get out of the store, visit other cities and other stores and study methods of retailing generally. A holiday in the summer pays in more ways than one often realizes.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News From Readers for This Page

Quebec

C. A. Lefebvre & Co., grocery brokers of Montreal, have been appointed the sole agents for Canada and the state of Michigan in the United States for René Boziers of Donainez, France, the packers of Yatch brand sardines.

The A. Martin Stores in Montreal, provision dealers, have made another change in their schedule this week. All the retail stores, except the ones in the down-town district will be closed all day Monday during the summer months. These down-town stores will be closed on Monday afternoons.

Ontario

Merchants generally are observing the Wednesday half holiday in the town of Port Arthur.

A bylaw has been passed in the city of Kingston making Wednesday after 1 p. m. a half holiday during the months of June, July, August and September.

E. W. Langley, of Langley, Harris & Co., Ltd., manufacturers' agents, Toronto has just returned from the Old Country, where he has been on a business trip.

Retail merchants of the Border Cities held their annual picnic to Bois Blanc recently, when more than six thousand citizens of these municipalities took in the event.

Arthur Jones, the man identified by Joseph Worden, grocer of Preston, as the man who held him up at the point of a gun in his store on a recent Saturday night and robbed him of over two hundred dollars, appeared in police court and was committed for trial.

Business Changes

Webster's have commenced business with an up-to-date store at Napanee.

W. Dawson has opened up for business at Centre Street, Napanee.

T. Hinchcliffe is in charge of The Dominion Store at Napanee.

Mrs. B. Soper has commenced business with a good store at 1259 St. Clair Avenue, Toronto.

WILL NOT INTERFERE WITH HOME BREWING

Ottawa, June 19.—Hon. W. S. Fielding has withdrawn his proposed amendment to the Inland Revenue Act, making it illegal for individuals to brew beer for their own use, believing that such a regulation would interfere too much with the personal liberty of people.

CHARLES ELLIOTT

of Evansville, Ind., who will represent Certified Grocers of United Kingdom at big convention of grocers in Cleveland.

Will Represent the Certified Grocers of United Kingdom

Cleveland, June 19—Never in the history of the retail grocers has as much interest been shown as in the twenty-fifth convention of the National Retail Grocers' Association to be held June 26-29. The Hotel Winton will house members and convention.

Fraternal greetings from the Institute of Certified Grocers of Great Britain will be given by Charles A. Elliott, F. G. I., Evansville, Ind. The Institute has forwarded lantern slides showing men in the movement for better grocers connected with the institute, also pictures of different classes and graduates, pictures of prizes, certificates and winners of the prizes at the national examinations.

The president, the Right Hon. Sir Henry Craits, K. C. B., M. P. for the University of St. Andrews and Secretary of Education for Scotland, John Williams, proprietor of a chain of thirty stores, Sir Jeremiah Colman, head of the Mustard House, Angus Watson, proprietor of Skipper Canned Fish, Geo. Cadbury, head of the great cocoa firm, Lord Leverhulme, head of Lever Bros., soap manufacturers, W. N. Watson, director Leibig's United Kingdom interest, W. Powell Bowman of Yorkshire Relish fame, Sir Harold R. Pinks, J. P., mayor of Portsmouth, J. A. Sharwood, head of the leading chutney house in Great Britain, G. F. Nicholas, member of the corporation of the city of London and many more have been interested in the institute from its beginning.

The National Retail Grocers' Association is greatly interested in the work of the institute and have for some time been in "touch" with the Secretary of the London Institute.

Mr. Elliott being the originator of the first class for grocers in this country at the Y. M. C. A., New York, was requested by the London Institute to represent the Certified Grocers of the United Kingdom.

Member of London Wholesale Grocery Firm Passes Away

London, Ont., June 21.—Leigh Garvey, of John Garvey & Sons, wholesale grocers, King street, died at St. Joseph's Hospital most unexpectedly, late on Monday night of this week, following an operation that had been decided upon only a few hours previously. Mr. Garvey had complained on Saturday of feeling unwell, but nothing of a serious nature manifested itself. Sunday he was much improved, but on Monday there was a return of the trouble, and several prominent surgeons who were called in advised an operation. He was born in Lindsay 39 years ago, and came with his parents to this city when a small child. He was educated in a private school, the separate schools and the collegiate institute, after which he entered the business established by his father. Mr. Garvey was a member of the London Hunt and Country Club. He is survived by his father and three brothers, John P. and Clement of this city, and Charles of Toronto, and one sister, who lives at home.

Amendments Are Made in Meat and Canned Foods Act

Ottawa, June 19—A bill amending the Meat and Canned Foods Act, with special application to the canning of shellfish, has been given second reading in the House of Commons. It provides among other things, that fish and shell-

fish packed in cans shall be subject to inspection during the whole course of preparation and packing, and at any time thereafter at the cannery or at the warehouse of the first purchaser, and shall be labelled with the name and address of the packer, or the first dealer obtaining it from the packer. Another provision gives to the inspector the power to close any cannery immediately if he should discover that sanitary conditions are being neglected.

Competition In Sugar From Germany And Austria Not Likely

Montreal—So far, the grocery trade has suffered little injury from German and Austrian competition. Many have asked if Germany is regaining her power in the sugar industry which if she did would menace that industry in this country. At the present time there is considerable exportation of refined sugar to Europe but if Germany could lay sugar in England at anywhere near the price at which it was marketed prior to the war neither Canada nor the United States would be able to compete.

Only 30 Per Cent. Production

According to the United States Commerce report the production of raw sugar in Austria during the season of 1921-22 amounted to 16,322 metric tons or about 30 per cent. of the pre-war output. This sugar was produced by seven factories. The principal causes for so small an output were the low price for beets established by the Government and the high wages which had to be paid to seasonal workers in Czecho Crowns. Therefore, it is more profitable for the Austrian farmers to grow grain and potatoes than sugar beets.

A Big Demand

Austria's yearly requirements of sugar amount to 110,000 metric tons. The whole production in 1921 and 1922 was hardly 15 per cent. of this and the rest was imported. Consumption of imported sugar varies in accordance with the price which in turn is largely controlled by the rate of exchange. Since Germany is closely allied with Austria in the sugar beet industry it can be seen that neither of these countries are in a position to menace the refined sugar industry abroad. At the best they are barely producing enough for their own requirements.

COMMITTEE DISCUSSES THE POTATO-GRADING ACT

Ottawa, June 19—In the Agriculture Committee discussion of the Potato Grading Act, objection was taken to the confiscation provision in the case of wrong packing and grading. Under the Act an inspector might confiscate a whole shipment for misrepresentation.

This provision was withdrawn, it being shown that there was sufficient protection and penalties already provided in the Act.

The time under which sale of new potatoes without grading may be made under the act was extended from September 15 to September 30.

The bill was also amended to become applicable to imported potatoes and onions as well as to Canadian products.

RESOLUTIONS PASSED BY GROCERS

(Continued from page 27)

by Mr. Chaput, Zeph. Hebert of Montreal, Fred T. Smye, of Hamilton, and A. J .Major (S. J. Major and Company, Ottawa). Mr. Blain replied in a happy after-dinner speech.

H. G. Flint, general sales manager Shredded Wheat Biscuit Company, extended a welcome to everybody and George Slate, Toronto, also of the Shredded Wheat Company, superintended the Shredded Wheat Pipers' Band which livened up the proceedings during the dinner. Joseph Laporte (Laporte Martin, Limited), Montreal, espoused the cause of the ladies in his usual entertaining way.

There was a good song and story from J. E. Charrier, Ottawa (J. Rattray & Co.); a solo by Miss Newman and piano recital by a blind muscian.

During the afternoon of the second day, the plant of the Shredded Wheat Company, Niagara Falls, New York, was visited by the delegates and guests. On another evening all were guests of the Park Commission at luncheon in Queen Victoria Park, where a picnic-style lunch was served. Then there was a ball game between the players from Lower and Upper Canada. Even Secretary Pyke, who is supposed to know all about the facts and figures connected with the wholesalers, wouldn't vouch for the final score. On Wednesday afternoon the immense Chippawa work was investigated so that altogether the time spent even between sessions was profitable and entertaining.

"Drop Shipments" Resolution

John W. Charles (Marland Woolnough Co., Niagara Falls,) introduced the "Drop Shipment" discussion. He was strongly opposed to it because there was so much abuse creeping in. Unless the full profit is taken by a jobber in drop shipments that jobber should be reprimanded severely by the manufacturer, he maintained. The situation in his opinion was a menace to the trade, morally and from a profit standpoint. He moved a resolution to the effect that a wholesaler be denied the privilege of the drop shipment for a period of at least 60 days by the manufacturer and that the association recommend this system of reprimand to manufacturers. The resolution was seconded by Archie Foster, National Grocers Ltd., North Bay.

Considerable opposition developed to this motion.

Zepherin Hebert, (Hudon Hebert and Co., Montreal) claimed that if this manufacturer saw to it that the jobber maintained the list prices then the resolution was superfluous.

Mr. Foster declared that most of the cutting was due to the Drop Shipments plan. He did not think wholesalers in the larger sections had any right to come into the outside districts and cut prices on drop shipments.

John Dillon (London) strongly opposed the resolution.

A. J. Major (Ottawa) did not think the association should ask manufacturers to stop price cutting on drop shipments only. Mr. Charles replied that the cutting was not on one and two case lots but on the 5 and 10 case lots.

The motion was then put to a vote and carried by a majority of 7 or 8.

Freight Classifications

St. Clair Balfour (Balfour Smye Co.) urged as strong a deputation of wholesalers as possible to go to Montreal on June 27 and 28 to oppose with the Railway Board and railway officials any increases in Freight Classification No. 17 and to favor correcting some of the present ratings as outlined by secretary Pyke. Zeph. Hebert (Montreal) claimed that the railways were taking a round about way to get higher freights by their classification proposals. Mr. Balfour moved the following resolution which was carried:—"The Canadian Wholesale Grocers' Association in Annual Session at Niagara Falls unanimously approve of the grocery list for adoption in the proposed classification No. 17 prepared by the Association to be submitted to the Classification Committee of the Canadian Freight Assotion and that we are opposed to any increase in Classification; are opposed to raising carload minimums and also approved of rectifying certain irregularities that exist at present."

Hugh Blain (Eby-Blain Ltd., Toronto) pointed out that the reclassification proposals would advance the freights on food products by 25 to 50 per cent.

DISCUSSING METHODS OF PAYING SALESMEN

(Continued from page 30)

is gradually charged against profits. If the territory is a poor one at the end of a period, the house may consider wiping off the deficit."

Mr. Simpson:—"Under the commission basis, what do you say about travellers taking advantage of the retailer and supplying more goods than ordered?"

Mr. Grimes:—"You can't put anything over the retailer more than once or twice and get away with it. I think a reflection is cast upon the intelligent retailer by claiming that this can be done."

W. C. Cross, St. John:—"What about letter orders, telephone orders, etc.?"

Mr. Grimes:—"The traveller gets the full commission."

A vote of thanks was tendered to Mr. Grimes for his address.

WESTERN NEWS

W. B. Ashenhurst has taken over the management of the H. P. Pennock & Co.'s office at Regina.

J. C. Ryan has joined the specialty sales staff of the W. L. MacKenzie Company, calling on the trade in Southern Saskatchewan.

The trade offers its sympathy to W. D. Mair, manager of the MacDonald Crawford Company, wholesale grocers of Regina, in the loss of his wife.

George Bailley, formerly of the Swift Current Grocery has joined the sales staff of the W. L. MacKenzie Company, as specialty salesman and will cover the City and Island of Vancouver in the interests of his firm.

F. E. Sheridan, of Canadian Canners, Limited, spent a few days in Winnipeg with the firm's representative, Donald H. Bain Company, before returning to Toronto.

H. C. Fortier of the W. C. McDonald Reg. Inc., Montreal, spent last week in Winnipeg on a business trip. Mr. Fortier intends to cover the trade from Winnipeg to the coast in the interest of his firm.

Groceries to the value of $350 and an adding machine worth $150 were stolen from the C. C. I. grocery store at 930 Twelfth avenue west, Calgary, recently. Entrance was gained by chopping a hole through the rear door and the thief then pulled back the bolt holding the door. The stolen goods consisted of a great variety of merchandise including a large quantity of canned goods.

Mrs. E. L. Drewry, wife of E. L. Drewry, Winnipeg, died Sunday, June 11th, after a long illness. The late Mrs. Drewry has been identified with many educational and social undertakings throughout her residence in this city. She was an active worker in the Women's Hospital Aid Society, Children's Home, the Convalescent Home, Canadian Women's Hostel, The Margaret Scott Nursing Home and was on the advisory board of the Rupert's Land Ladies' College. She is survived by her husband, four daughters and three sons, Mrs. A. Code, Mrs. Machray, Mrs. R. W. Patterson, Mrs. W. D. Love, C. E. Drewry, W. S. Drewry and H. A. Drewry.

CORRECT MARGINS ON STAPLE GROCERIES

(Continued from page 31)

every two weeks. That makes us a profit of around sixty dollars a month. We discount all bills. A great proportion of groceries are sold even before the ten day limit is up. I believe we are making money on everything. Most profits are small but turnover is big. We have ten clerks in grocery department. One special delivery man for the store generally. A city delivery system takes care of our regular deliveries. Our phone orders are very large. Our clerks get fair wages the best one, who has been with the firm over twenty years, gets $100 per month. We are charged for store space. Since I took hold, this department is now paying big, but it looks as if we had to stand for some of the deficits of the other departments. I know there, there is much room yet for improvement—like in any grocery store. Management wants me to stay and make this my home; but after showing them that I have put across what they wanted, they have not increased my salary—neither have I asked for an increase. I can get a great deal more in another line, but I like this work. The company is strong financially. With your experience, about what do you think I am worth? I feel sometimes that the general manager, who is a heavy stockholder and is getting to be much like a brother to me, feels a little timid about approaching me on salary. Sooner or later we shall have to have an understanding.

Yours .....

What Compensation Ratio for Manager?

To reply on the direct question, I wrote this man that I thought a salary of 1½ per cent. would be right. On business of $225,000 that would figure $3,375 a year. Therefore, a salary of $3,000 to $3,500 would be equitable.

This letter is published for many reasons—mostly without comment. I feel it is a snappy communication that reflects an up-to-the-minute, hustling, intelligent, worthwhile employee. It touches many things which should be given careful thought and diligent attention by many a store owner. If his statements are to be acepted at par, he certainly has made a wonderfully fine record.

On a small scale, this may be compared with the history of another dept. store, a store distinctly in the doldrums where a new manager took charge. Given some liberty of action, he showed what he could do. Then he was advanced promptly to general manager; and I think I know enough about the concern to know that he never had to undergo the embarrassment of asking for advanced compensation—also that the owners never "felt timid" about approaching him on the question.

This is an important point, for all over the country merchants are losing valuable employes through being too tight about paying them fairly. Merchants habitually employ men on promise of advancement "as the work justifies it." Then when the work is accomplished, they forget the promise. Often they feel that they want to get something back first. More often they forget the investment they themselves have put into the man. So because they do not pay him fairly, they lose him—lose his good work—lose their investment in him—disrupt their business—and many times are just overwhelmingly sorry, after it is too late!

Better handle such things on the percentage basis—and pay the just percentage. I have indicated it. It will run about thus:

$ 60 000	3%	$1800
100 000	2¾%	2750
150 000	2%	3000
200 000	1¾%	3500
250 000	1½%	3750

But then individual merit wil count in all such things—only get a fair seale and do not try to squeeze it too much. The honest laborer is worthy of his hire—and if you do not pay it, somebody else will!

COFFEE CROP IN AFRICA THIS YEAR PROMISES TO BE BIG

Montreal—Weather conditions for coffee in the colony of Kenya has been ideal this year, according to reports from the United States Department of Commerce. There is promise of the largest crop ever harvested. There are 33,800 acres of coffee, according to returns made for January, 1922, to the Agricultural Department. Of this area 17,000 acres are within a radius of 30 miles of Nairobi. This is a small state on the East coast of Africa which was re-named after the war. It was originally British East Africa. Nairobi is the seaport town from which the shipments of coffee are made.

GOOD PROSPECTS FOR SUGAR IN NICARAGUA

Montreal—There are now 10,000 or 12,000 acres of land in Nicaragua planted with sugar cane. This land produces about 17 tons of cane and 1.5 tons of refined sugar to the acre. The output could be increased 50 or 75 per cent. with more scientific methods. There is no export tax on sugar but that sold in the country pays a sales tax of 50c per 100 lbs., the proceeds going to the schools.

Owing to the drop in price such mills as are able to do so are now making only the best grade of white sugar. Formerly there was a considerably higher production of brown sugar and secondary grades. With annual interest rates of from 12 to 18 per cent., the manufacture of sugar in this country is not profitable at present prices. Railway rates are also high and too much money has been invested in expensive machinery when prices were at their height. Nevertheless, it is believed, that the larger production will be able to hold together the industry and that the drop in price will result in more intensive cultivation and scientific manufacture.

The development of the sugar industry in this country depends largely upon the sugar market of the world. There is no doubt that if this sugar can find a ready market near at hand the industry will be developed and a larger production will be shown with the result that the world supply of sugar will be greatly increased and the likelihood of high prices on refined sugar will be less.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres.

MARKETS AT A GLANCE

EARLIER in the week the raw sugar market developed an easier tone, which was not surprising after such heavy business transpiring during the previous week, and the price on Cubas reacted from 3 1-16c c. & f. to 2 7-8c c. & f. New York. Later in the week the market made a direct recovery with sales at 3 1-8c. The demand from the United Kingdom continues good and a higher market is quoted over there.

The Cuban campaign is steadily coming to an end, there being six factories closing during the week making now 26 in operation as against 33 during the same period last year and 29 in 1920. Higher prices prevail on export refined, quotations range from $4.20 to $4.25 after a fairly heavy business at $4.15, net cash in bond f.a.s. New York.

In Canadian refined, the situation continues strong, with Canada and Acadia advancing early in the week to the Montreal basis of $6.75, while the Acadia made a further advance later in the week to the basis of $7. The Atlantic has withdrawn from the domestic market while the St. Lawrence still maintains the list price of $6.50 Montreal but it is understood are not free sellers. The consumptive demand continues good but all refiners appear to be about two weeks behind in shipments.

Another feature in the markets is the continued strength in tea. Primary conditions are still strong and trading on spot has been fairly active. Wholesalers and importers have again advanced quotations on certain grades.

Rolled oats are firm under a particularly active demand for this season of the year. Quotations generally stand as listed a week ago but in some quarters a shade higher price is noted.

Norwegian sardines are in a stronger position and the new pack is likely to come on the market at a higher price owing to the late pack and short production. Canned vegetables and fruits show no change.

The prune situation is marking time, apparently awaiting the announcement of opening price on the 1922 crop, by the California Association. Raisins are fairly easy while dates are firm with one brand of packages showing an advance. Spices are steady while rices are quiet.

QUEBEC MARKETS

MONTREAL, June 21.—Sugar is in the limelight with another advance and the prospect of a still further advance. Molasses is steady but some changes have been made in the quotations made by wholesalers on syrups. The manufacturers show no advance although the market is strong with a good movement. New prices have been issued on some jams and preserved fruits which show some changes. The spice market is more active with a lower price on cream of tartar but a better feeling in most lines on account of the approaching pickling season. On account of the lower value of the franc, walnuts are being bought freely for fall delivery. The nut market otherwise is quiet. Candied peels show an easy trend for lemon and orange but a higher price on citron. One package line of peels shows a slight reduction. Cotton ropes are three cents higher in price. Teas are steady with a lower price on Japans in the offing. The coffee market is marking time till the new crop. Local vegetables on the market have caused lower prices in almost every line. Lemons are slightly higher. Strawberries are now lower than they were last year.

ROLLED OATS STEADY

Montreal.

CEREALS.—There is no change in the cereal market. Prices are steady with a fair demand after the recent advance in rolled oats. The rolled oats market shows a steady tone although the demand is limited.

CEREALS—

Rolled oats, bag	3 35	3 50
Oatmeal		3 75
Pearl Hominy		1 40
Corn meal	2 50	2 80
Graham Flour, 98 lbs.		7 65
Buckwheat Flour		4 25
Pot Barley		3 25
Pearl Barley		3 85
Beans, Ont.		3 30
Do., Can.		3 30
Lima Beans		0 06
White beans		0 07½
Green peas, dried	0 03	0 05¾
Split Peas		0 07¼

COFFEE UNCHANGED

Montreal

COFFEE.—The coffee market shows no change. The usual steady demand is evident but dealers are awaiting the new crop with the prospects of a little easier prices.

COFFEE—

Mocha	0 50
Java	0 45
Maracaibo	0 40
No. 1 Blind compound	0 35

SUGAR STILL ADVANCING

Montreal.

SUGAR.—The sugar market is again in a prominent position and retailers, for the first time in many months, talk of a fair margin of profit on this line. Those who put sugar aside during the last month are very well pleased with results. The price now stands at $6.80 per cwt., an advance of 30c during the past week, and two of the refiners have advanced to $7 with every prospect of the other following before the end of the week. At the time of going to press wholesalers were stlil quoting $6.80 but expect to advance at any hour. The raw market is strong and backs up the advance in refined sugar.

SUGAR—

Granulated sugar, per cwt.	6 80
Do., barrels	6 85
Granulated gunnies, 5-20	7 00
Do., cases, 20 5-lb. cartons	7 20
Do., gunnies, 10-10	7 10
Do., cases, 50 2-lb. cartons	7 30

WALNUTS A GOOD BUY

Montreal.

NUTS.—The feature of the nut market is walnuts, on account of the weakness in the franc. This makes walnuts a good buy for import since it is the feeling in the trade that it is only a temporary drop in the value of the franc and it must go back. Large orders have been placed for walnuts for fall delivery. Local wholesalers are quoting an advance of 1c on Marbot walnuts, making the price 26c.

NUTS—		
Almonds, Tarragona, per lb.		0 19
Valencia shelled almonds 3 crown		0 44
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily,) per lb.		0 16
Brazils, shelled		0 50
Peanuts, Jumbo		0 15½
Do. shelled No. 1 Spanish		0 10½
Do., salted red		0 17
Do., shelled, No. 1 Virginia		0 12½
Peanuts (salted)—		
Fancy wholes, per lb.		0 34
Fancy splits, per lb.		0 29
Pecans, shelled	0 90	1 00
Walnuts, Grenoble in shell		0 30
Walnuts, Marbot	0 26	0 28
Do., new Naples		0 28
Do., Bordeaux, shelled	0 65	0 67

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

CITRON PEEL HIGHER

Montreal

DRIED FRUITS.—Evaporated apples show another advance of 1c per lb. making the price 26c in 50 lb. boxes and 27c in 25 lb. boxes. The supply is limited. As the crop of citrons is poor the prices on citron peel show an advance of 7c over the quotations of last year. Orange and lemon peels are easier. Saxonia brands mixed cut peel in cartons shows a decline of 10c per doz. on the half lb. cartons, making the price $2 per doz. The advance in the citron price partly balances up with lower prices on orange and lemon peels and so in mixed peels a little easier price is noted. Currants are stronger and show ¼c advance in primary markets.

DRIED FRUITS—		
Apricots, fancy		0 35
Do., choice		0 31
Do., slabs		0 29
Apples (evaporated) 25 lbs.		0 26
Do., 50 lbs.,		0 25
Peaches (fancy)		0 28
Do., (choice)		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Cut mixed		0 31
Lemon		0 25
Orange		0 25
Citron		0 40
Raisins		
Valencias		0 19
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown	0 25	0 27
Fancy seeded (Bulk)	0 18	0 19
Do., 16-oz.	0 20	0 21
Cal. Seedless, cartons 12 doz.		0 21
Do., 16 oz.		0 24½
California Seedless, in bulk	0 19	0 20
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, excelsior, (36 10s), pkg.		4 50
Dromedary, (36-10 oz.)		7 20
Loose	0 10	0 12
Figs, 4 crown		0 21
5 crown		0 22
6 crown		0 23
7 crown		0 25
Mats, Portuguese		0 08
Smyrna cooking, bags		0 13
Prunes (25-lb. boxes)—20-30s		0 32
40-50s		0 10½
50-60s		0 15
60-70s		0 14½
70-80s		0 14
80-90s		0 12½
90-100s		12½

TEA MARKET STEADY

Montreal.

TEAS.—There is no change in the tea market. There is a weakness in Japan teas following the advices of lower prices on the new crop which is expected here next month. Black teas are strong in price and most wholesalers are quoting black teas on a firm basis.

TEAS—		
Pekoes	0 38	0 45
Broken Pekoes	0 45	0 60
Orange Pekoes	0 50	0 70
Broken orange Pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
Above retail prices range of quotations to the		
Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

NEW JAM PRICES

Montreal.

CANNED GOODS.—The feature of the canned goods market is the new prices quoted on jams. Gordon and Dilworth's jam in 1 lb. glass jars are reduced to $6.25 a case for all lines including red currant. Others are quoted at $5.50, a reduction of 25c. Marmalade in 10 oz. glass jars is $4.25 and the 5 lb. pails are reduced to $1.50. The same make of preserved fruit in 16 oz. glass jars from strawberry to blackberry is reduced to $7.25. Fresh pineapple sliced in quart jars is quoted at $17.50 per doz., a reduction of 50c. At the same time the Dominion Preserving Co. quote an advance in strawberry jam. The 12 oz. glass jars are advanced to $3.10 per doz. and the 16 oz. glass jars are quoted at $3.70 per doz. The 4 lb. tins are now $11.50 per doz. Other lines of canned goods, of the old pack are unchanged in price although there is much cutting in order to unload stocks before the new pack is on the market. Canned tomatoes are strong and available stocks are light.

CANNED VEGETABLES		
Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Cabbage, Simcoe, 2½s	180	
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob,) gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)		1 45
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 30	1 40
Do., 2s	1 40	1 50
Do., 2½s		1 70
Do., gallons		6 25
Parsnips, Simcoe, 2's	1 80	
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		4 50
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s		3 25
Do., Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80
CANNED FRUITS		
Apricots, 2½-lb. tins		4 25
Apples, 2½s, doz.	1 40	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.		18 50
Cherries, red, pitted, heavy syrup, doz. 1		3 20
Do., 2½		3 50
Do., 2	3 20	3 30
Gooseberries, 2s, heavy syrup, doz.		2 75
Raspberries 2's		3 75
California Peaches—		
1s		2 90
2s		3 25
2½s		4 40
Strawberries, 2's		3 30
Peaches, heavy syrup—		
2's	2 60	2 75
2½s		4 20
Pears, 1s, Keiffer		4 30
Do., 2-lb.	2 45	3 10
Yellow cling, halves		2 60
Yellow cling, sliced		2 60
2's		2 30
2½s		4 20
Bartlet Pears		3 40
Greengage Plums, heavy syrup.	2 20	2 00
Lombard plums, heavy syrup, 2-lb.		2 40

SYRUP PRICES APPEAR HIGHER

Montreal.

SYRUPS.—The wholesale grocers of this city show this week an advance in their prices on corn syrups, but this is not in reality an advance. For some time back there has been cutting in this line and now the prices are being brought in line with the list prices of the manufacturers. The corn syrup market is steady with a good movement. Molasses prices remain unchanged but are stronger, in keeping with the strength of the raw sugar market.

MOLASSES—		
Puncheons, Island of Montreal	0 60	0 61
Barrels		0 64
Half barrels		0 65
Puncheons, outside of Montreal		0 60
Fancy molasses in tins (ginger bread)		
No. 2, 2-doz. per case		4 20
No. 3, 2-doz. per case		4 60
5-lb. tins		3 95
10-lb. tins, per case		3 60
These prices are temporarily nominal.		
CORN SYRUPS—		
Barrels, about 700 lbs.		0 05½
Half barrels, about 350 lbs.		0 05¾
Quarter barrels, about 175 lbs.		0 06¼
2 gals., 25-lb. pails, each		2 00
3 gals., 38½-lb. pails, each		2 35
5-lb. tins, per case		4 20
10-lb. tins, per case		4 00
24 2-lb. tins		3 75
WHITE CORN SYRUP—		
24 2-lb. tins		4 25
12 5-lb. tins		4 70
6 10-lb. tins		4 50

COTTON ROPE ADVANCED

Montreal.

COTTON ROPE.—Following the advance in cotton twine comes an advance in cotton rope. Prices are three cents higher on all lines. 3/16 are now 42c. and ¼ in. 41c.; 5/16 and ⅜ 41c.

STRAWBERRY PRICES LOWER

Montreal

FRUIT.—Strawberries are now cheaper than they were all last year. Indications are for a still lower price. The quality of the Canadian berries is good. Melons are a little easier and the prospect for Montreal melons is also good although the recent cooler weather has set them back. Lemons show signs of an advance and some prices are up 50c. this week. Next week more California fruit are expected. Canadian cherries should be on the market shortly. The prospects are good for all domestic lines so far.

FRUIT—		
Apples, Greenings	10 00	10 50
Spys	12 00	14 00
Baldwins	9 50	10 00
Boxes, 175s, 210s,	3 75	4 50
Bananas (as to grade) bunch	6 00	7 00
Lemons, California	7 00	8 00
Lemons, 300s-360s, Messina		6 00
Florida, grape fruit	8 00	9 00
Spys	10 00	12 00
Domestic		6 00
Russets	8 00	9 00
California Valencias	8 50	
Oranges, late Valencias		7 50
California Pears, per case		7 00
Domestic strawberries, per qt.		0 30
Pineapple, per crate, 24s	6 00	
Do., 36s,	5 25	5 50
California cherries, per box		4 75
Georgia peaches, per crate		5 00
Watermelons	0 60	0 75
Canteloupes, crate	3 50	4 00
Honey Dew Melons 6-8	6 00	7 00

ADJUSTMENT IN STARCH PRICES

Montreal.

PACKAGE GOODS.—While there is no change in starch prices, according to manufacturers, most of the wholesalers lists shows an advance since they are now readjusting their prices after the recent cut. They are now adhering to list prices which make celluloid starch $3.80 per case and enamel laundry starch $3 per case. Canada laundry starch is quoted at 7c. per lb. in bulk. Benson's corn starch in 40 lb. boxes is quoted at 9c. per lb. Kellogg's toasted corn flakes, both the waxtite and the green package, are now quoted at $3.45 per case. There is a good demand for prepared package cereals and the market is strong. In reality there is no change in quotations on package goods this week.

PACKAGE GOODS—

Breakfast, food, case 18		3 50
Cocoanut, pound packages, per lb.		0 34
Do., ¼ lb. packages		0 37
Corn Flakes, 3 doz. case	3 40	2 40
Cornmeal, yellow, 24s		2 85
Rolled oats, 18's		2 00
Rolled oats, 20's		5 00
Aluminum package, 20s		6 25
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		2 55
Hominy, pearl or gran., 2 doz.		3 00
Scotch Health Bran (20 pkgs.)	case	3 50
Pancake Flour, case		7 1[illegible]
Pancake flour, self-raising, do..		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat, 36s, case		6 40
Do., 20s case		50
Self-raising flour, (3-lb. bags, doz.		2 30
Do., (6-lb. pkg.) doz.		4 50
Corn starch (prepared)		0 09
Corn starch, 1 lb. pkgs.		[illegible]
Potato flour		0 14½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 35
Shredded wheat		4 45
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		3 00
Celluloid starch, 45 pkgs. case..		3 80
Malt Breakfast Food, (36 pkgs.)		3 60
Macaroni		3 15
Spaghetti		3 15
Egg noodles, Quaker		2 25
Canadian cheese loaf, lb.		0 27
Pimento loaf		0 29
Swiss cheese loaf		0 42

CREAM OF TARTAR LOWER

Montreal

SPICES.—The feature of the spice market is a slight decline in the price of pure cream of tarter. This quoted in 5, 10 and 20 lb. boxes is 42c. per lb. a reduction of 3c. and pails of 75 lbs. are quoted at 41c. per lb. The spice market is more active due to the natural increase in the seasonal demand. Buying shows some improvement in the wholesale trade.

SPICES -

Allspice	0 18	020
Cassia, pure	0 25	0 26
Cassia compound		0 18
Cocoanut, 20 lb. pails, per lb.		0 22½
Do., sweetened, lb., packages		0 34
Chicory, (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 32
Pure ground		0 35
Cream of Tartar, French pure	0 41	0 45
Do., American high test	0 45	0 50
[illegible]		0 [illegible]
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs, whole—		
Do., 64, lb.		0 30
Do., 80 lb.		0 28
Do., 100 lb.		0 30
Do., ground, 1 lb. tins		0 35
Pepper, black		0 24
Do., white		0 32
Do., white, compound		0 18
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Do., black, compound		0 15
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Turmeric	0 25	0 30
Pickling spice	0 25	0 28

RICE MARKET STEADY

Montreal.

RICE.—There is no change in the rice market. Prices are steady with a limited demand. Reports on Southern rice show a firm market and tapioca is steady after the recent advance.

RICE—

Carolina, extra fancy	0 07½	0 08
Do., fancy		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Rangoon, B, per cwt.		5 75
Texas rice		0 05½
Tapioca, per lb. (seed)		0 09
Do., (pearl)		0 09
Do., (flake)	0 08	0 08½
Sago	0 08	0 08½

LOCAL VEGETABLES PLENTIFUL

Montreal.

VEGETABLES.—Local vegetables coming on the market in good quantities have resulted in most prices dropping considerably. Beets and peas are lower. Local cabbages have cut the import price practically in half. Local lettuce both curly and Boston has shut out the imported stock and prices are lower. New potatoes are also down in price. Mississippi tomatoes are down to $2.25 for crates running from 16 to 18 lbs. Local cucumbers are also on the market.

VEGETABLES

Asparagus, Canadian 11 qt. basket	3 00	4 00
Beets, new doz.	doz. 1 50	1 75
local	0 90	1 00
Green beans	3 00	3 50
Wax beans	4 00	5 00
Cauliflower, doz.	3 00	4 00
Cabbage, new crate	3 50	4 00
Cabbage local, hamper	1 75	2 00
Carrots, new, per doz.	1 25	1 50
Carrots, local, per doz.		0 90
Celery, imported, crate	9 00	9 50
Celery, washed, doz.		2 50
Lettuce, local, box 2 doz.	0 75	1 00
Parsnips, bag	2 00	2 50
Peppers, green, per crate	5 50	6 00
Montreal Potatoes	1 15	1 25
New Potatoes (Bermudas) per barrel		7 50
No. 2		5 50
Bermuda onions, crate		2 50
Egyptian onions, per 100 lb.		5 00
Spinach, barrel, local	0 40	0 50
Cucumbers, local per doz.		1 75
Green Peas, per hamper		6 50
local, 20 lb.	3 00	4 00
New turnips, per doz.		1 50
Parsley, per doz.		2 00
Radishes, per doz.	0 10	0 15
Tomatoes, Mississippi flats		2 25

ONTARIO MARKETS

TORONTO, June 21.—The outstanding feature in general grocery commodities, is the continued strength in the sugar market. Three refiners announce another advance while one other has withdrawn from the market and another, although still quoting at the old basis is not a free seller. Rolled oats are in a strong position under a heavy demand. Canned vegetables and fruits show little change while Norwegian sardines for the new pack have a strong tone with a likelihood for an advance. One brand of package dates are quoted at a higher price. There is some change in the price of cornflakes while rices are firm under a light enquiry. Trading in nuts continues quiet with the market developing no particular item of interest during the week. Teas maintain a strong tone with local quotations revised upward. New potatoes are easier while domestic vegetables and fruits are commencing to make an appearance. Flour and millfeeds are quoted lower.

CEREALS QUIET AND STEADY

Toronto

CEREALS.—The market for bulk cereals with the exception of oats, continues steady. The demand for this class of cereals is quiet at this season with buying of a hand-to-mouth character. Rolled oats remain strong under an active demand with quotations generally at $3.35, although some wholesalers continue to quote at $3.25 apparently anxious to clear out stocks purchased at the lower basis.

CEREALS—

Barley, pearl, 98s		5 00
Barley, pot, 98s		3 75
Cornmeal, golden, 98s		2 80
Oatmeal, 98s		3 85
Corn flour, 98s		2 80
Rye flour		4 40
Rolled oats, 90s	3 25	3 35
Rolled wheat, barrel		6 25
Cracked wheat, bag		5 00
Breakfast food, 98s		4 75
Rice flour, 100 lbs.		10 00
Flaxseed, 98s		7 00
Peas, split, per bag		7 50
Marrowfat Green peas, Ont.	7 75	8 50
Graham flour, 98s		4 50
Whole Wheat Flour		4 10
Wheat Kernels		5 25

NO CHANGE IN BEANS

Toronto

BEANS.—The market is steady with quotations unchanged.

BEANS—

Ontario hand picked, per bu.		4 40
Do., No. 1 lb. pickers, per bu.	3 90	4 00
Cal. Limas, per lb.	0 11	0 11½

NEW SARDINES LIKELY HIGHER

Toronto.

CANNED GOODS.—Vegetables and fruits show no change as compared with a week ago. New pack of strawberry jam is now being booked, but a definite price is not yet announced. The price will probably be around 90c for fours. There are indications that the new pack of Norwegian sardines will open at slightly higher figures than now being quoted on last season's goods. This is attributed to the late pack and the fact that production is not materializing as at first expected.

CANNED GOODS—		
Shrimps	2 40	2 90
Salmon—		
Sockeye 1s, doz.	....	5 60
Do., ½s, doz.	....	3 25
Alaska red, 1s.	....	4 25
Cohoe 1s, doz.	....	2 90
Do., ½s, doz.	....	1 45
Pinks, 1s, doz.	....	1 50
Lobster ½-lb., doz.	4 15	4 25
D.. ¼-lb. tins	2 75	3 00
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	1 80
Herrings in Tomato Sauce—		
Ovals 1s per doz.	1 75	2 15
Ovals ½s, per doz.	....	1 30
Kippered Herrings—		
Ovals 1s, per doz.	1 75	2 00
Ovals, ½s, per doz.	....	1 30
Canned Vegetables		
Peas, standard, doz.	1 80	1 85
Do., Early June	2 15	2 25
Do., Sweet Wrinkle	....	2 40
Do., Extra Sifted	....	3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.	....	2 15
Do., Golden wax, fancy, doz...	....	2 25
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.	....	6 60
Canadian corn	1 20	1 50
Tomatoes, 2½s doz.	1 70	1 80
Pumpkins, 2½s	1 90	1 80
Spinach, 2½s doz.	....	2 95
Do., 2s	....	2 25
Pineapples, sliced, 2½s doz.	....	3 75
Do., sliced, 2½s, doz.	....	4 25
Apples, gal. water pack, doz.	....	5 60
Do., gal. steam pack. doz.	....	6 80
Do., 2½s, doz.	....	1 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.	....	3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Blueberies, 2s	2 35	2 45
Strawberries, 2s, H. S.	4 50	5 00
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	3 00	3 25
Do., 16 oz. doz.	3 50	3 90
Do., 4s, each	0 85	1 07
Strawberry, 12 oz. doz.	....	3 05
Do., 16 oz. doz.	3 25	3 60
Do., 4s, tins	0 92	0 98
Raspberry, 12 oz., doz.	2 49	3 05
Do., 16 oz., doz.	3 25	3 60
Do., 4s tins	0 85	0 90
Marmalade—		
12 oz., glass, doz.	2 25	2 45
16 oz., glass, doz.	2 75	2 90
No. 4 tins, each	0 58	0 65

SPOT COFFEE STEADY

Toronto.

COFFEE.—Nothing of interest has developed in the local situation on coffee. Primary markets, however, continue in a firm position.

COFFEE—		
Java, Private Estate	0 51	0 53
Begotas, lb.	....	0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Rio, lb.	0 23	0 25
Santos	....	0 35
Mocha, lb.	0 52	0 55

DATES HIGHER

Toronto

DRIED FRUITS.—Advices from California are to the effect that the 1922 crop of prunes will be smaller than at first estimated, in fact, not more than 70 per cent. of normal. Opening prices on the new crop which have been quoted by some of the independent packers are firmly held and some are of the opinion that these prices will be advanced. The association has not yet named opening prices but are expected to do so about the first of next month. The local situation on prunes shows no change, but the demand still continues good. Other dried fruit quotations show no change with the exception of Excelsior dates, which are advanced to $4 per case.

DRIED FRUITS—		
Citron caps, 12-lb. boxes, lb.	....	0 49
Lemon caps, 12-lb. boxes, lb.	....	0 31
Orange caps, 12-lb. boxes, lb.	....	0 32
Mixed containing 4½ lb. lemon per lb.	....	0 36½
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½ lb. orange 3 lb. citron caps, 3 dozen per case, per doz.	....	4 35
Currants—		
Greek Filliatras, cases	0 14½	0 15
Do., Patras	0 15	3 15½
Dates—		
Excelsior, pkgs., 3 doz., in case	....	4 00
Dromedary, 3 doz. to ease	....	7 50
Do., 4 doz. to case	....	8 90
Fard, per lb.	....	0 26
Hallowee dates, per lb.	....	0 12½
Do., Sair	....	0 07½
Prunes—		
30-40s, 25s	....	0 22
40-50s, 25s	....	0 18
50-60s, 25s	....	0 17
60-70s, 25s	....	0 16
70-80s, 25s	....	0 14
80-90s	....	0 12½
100-120s, 50s, per lb.	....	0 09¾
Raisins—		
California, Sultanas, lb.	0 16	0 19
Seeded, 15-oz. pkts.	0 17½	0 18½
Do., 11-oz. pkts.	....	14½
Seedless, 15-oz. pkts.	....	0 23
Thompsons, seedless, bulk	....	0 19½
Valencia, Spanish	0 19½	0 20½
Clusters, boxes, 20 1-lb. pkg.	....	6 65
Smyrna Sultanas	....	0 23½
Muscat, 25 lb. box	....	0 79
Evaporated apples	0 19	0 19½
Figs—		
Natural bags, 30 lb.	....	0 10½
Layer, 4 Crown	....	0 30
Layer, 7 Crown	0 28	0 35
Pulled, 10-lb. box, per lb.	....	0 34
Pulled, 1-lb. box, each	....	0 20
Do., 2-lb. box, each	....	0 36
Mats	0 09	0 09½
Peaches—		
Choice	....	0 20
Choice, extra	....	0 22½
Standard	....	0 18½
Apricots—		
Choice	..	0 32
Standard	....	0 28

READJUSTMENT IN CORNFLAKES

Toronto

PACKAGE GOODS.—The demand for breakfast foods of a cooked character continues active while the heavier cereals appear quiet. Market conditions show practically no change other than a readjustment in prices on Kellog's Waxtite and Kellog's London make of cornflakes, both of which are now quoted on the same basis of $3.45 per case.

PACKAGE GOODS—		
Rolled Oats, 20s, round case	....	6 00
Do., 18s, case	....	2 00
Do., 20s, square case	....	5 00
Do., Aluminum Prem., 20s	....	6 15
Corn Flakes, 36s, case	2 70	3 45
Porridge Wheat, 36s, reg., case	....	6 00
Do., 20s, family, case	....	6 80
Package Peas, per doz.	....	0 90
Cornstarch, No. 1, lb. carton	....	0 09
Do., No. 2, lb. cartons	....	0 07½
Laundry Starch	....	0 07
Do., in 1-lb. cartons	....	0 07¾
Do., in 6-lb. wood boxes	....	0 10¾
Do., in 6 lb. tin cannisters	....	0 11½
Celluloid starch, case	....	3 80
Potato flour, 1-lb.	....	0 14½
Fine Oatmeal, 20s	....	5 75
Cornmeal, 24s	....	2 30
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Self-rising Pancake Flour, 24s	2 70	4 75
Buckwheat Flour, 24s	....	2 70
Self-rising Pancake Flour, 18s	....	3 85
F. S. Hominy, gran. case	....	3 00
Do., pearl, case	....	3 00
Scotch pearl barley case	....	2 70
Puffed rice pancake flour, 24s	....	2 90
Macaroni 30-16 oz. per case	3 15	3 40
Do., 30-8 oz. per case	2 00	2 20

CELERY SEED HIGHER

Toronto

SPICES.—All lines continue with a steady to firm tone, but with the exception of celery seed there are no price changes to record. Celery seed is advanced 5c per lb., making the new price 45c.

SPICES—		
Cassia	0 22	0 24
Cinnamon	0 35	0 40
Cloves	0 60	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 55
Mustard, pure	....	0 45
Pastry	....	0 25
Pickling spices	....	0 20
Mace	....	0 55
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.	....	0 45
Chillies, lb.	....	0 50
Nutmegs,, selects, whole	0 30	0 40
Do., ground	....	0 35
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 45
Coriander seed	....	0 18
Caraway seed, whole	....	0 20
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	0 35	0 40
4-oz. packages, doz.	....	1 75
2-oz. pkgs., doz.	....	0 90

FURTHER ADVANCE IN SUGAR

Toronto.

SUGAR.—Refined sugar continues in a strong unsettled position. Two refineries announced advances since we went to press a week ago. On the 14th the Canada and Acadia advanced to the basis of $6.75 Montreal or $7.09 delivered Toronto. On the 17th, Acadia announced a further advance of 25c, making the Montreal basis $7 and jobbers' prices Toronto $7.34. The Atlantic has withdrawn from the market while the St. Lawrence, although still quoting on the Montreal basis of $6.50, it is understood that they are not free sellers. The consumptive enquiry continues active but all refiners appear to be two weeks behind in shipments. The Dominion is quoting at $7.03.

SUGAR—	
Acadia Sugar Refinery, ex. gran.	7 34
Dom. Sugar Refinery, ex. gran.	7 03
Canada Refinery, gran.	7 09

Differentials: Graduated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.

NUT MARKET QUIET

Toronto

NUTS.—Trading in nuts continues quiet and little of interest has developed during the past week. New Brazils in the shell have arrived and are quoted to the trade at 13c per lb. in bag lots with smaller lots one cent higher.

NUTS—		
Almonds, Tarragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian	....	0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, strip, lb.	....	0 22
Do., sweetened, lb.	....	0 22
Do., shred	....	20
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	....	0 13
Mixed nuts, bags 50 lbs	0 20	0 25
Pecans	....	0 27
Shelled —		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 2[illegible]	0 37
Walnuts, Bordeaux, lb.	070	0 75
Do., Manchurian, lb.	0 45	0 50
Do., broken	....	0 41
Jordan Almonds	0 70	0 75
Peanuts, Spanish, lb.	....	0 11½
Pecans, lb.	0 78	0 80
Brazils, lb.	....	0 55

STRONG TEA MARKET

Toronto

TEAS.—The market as a whole continues to indicate a strong position. Advices from Colombo indicate a rising market but the quality has considerably improved. The Japan market which opened at about four cents over last year, is now showing evidence of a shortage, especially in the lower and medium grades. In the spot market, a higher range of prices is noted.

TEAS—

Pekoe Souchongs	0 39	0 45
Pekoes	0 42	0 58
Broken Pekoes	0 45	0 68
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans	....	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

Above prices give range of quotations to the retail trade.

SYRUPS UNCHANGED

Toronto.

SYRUPS.—The demand continues in moderate volume according to immediate needs. The market situation shows no change and quotations are steady.

SYRUPS—

Corn Syrup—	
Barrels, about 700 lbs., yellow	**0 05¼**
Half barrels, ¼c over bbls; ¼ bbls. ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	**4 25**
Cases, 5-lb. tins, white, 1 doz. in case	**4 70**
Cases, 10-lb. tins, white, ½ doz. in case	**4 50**
Cases, 2-lb. tins, yellow 2 doz. in case	**3 75**
Cases, 5-lb. tins, yellow, 1 doz. in case	**4 20**
Cases, 10-lb. tins, yellow, ½ doz.	**4 00**
Sugar Syrup—	
Cases, No. 2 tins 24 to case	**4 50**
Maple Syrup—	
8 lb. tins, 10 to case, per case	14 50
2½ lb. tins 24 to case, per case	13 25
10 lb. tins, 6 to case, per case	11 50
5 gal. cans	11 00
1½ lb. tins, 24 to case, per case	7 50
5 lb. tins, 12 to case per case	12 25
1 gal. tins, 6 to case, per case	13 20
Maple sugar, 1 lb. blocks, per lb.	0 18
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 00
No. 3 tins, 2-doz. case	5 20
No. 5 tins, 1-doz. case	4 40
No. 10 tins, ½-doz. case	4 05
Pails—No. 1	1 15
Pails, No. 2	1 70
West India, gal.	0 30
Molasses, table grade—	
No. 2 tins, 2-doz. case	6 25
Pails No. 5	3 35

RICES QUIET BUT FIRM

Toronto.

RICES.—Although the consumptive demand at the present time is small, the situation continues firm with prices in primary markets well sustained.

RICE—

Honduras, broken, per lb.	0 05	0 08
Do., fancy	0 09¾	0 10½
Blue Rose, fancy	0 07¼	0 08
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 10	0 11
Do., Mujin, No. 1	0 09	0 10
Do., Pakling	0 07½	0 09
Rangoon	07	0 07½
White Sago	0 08	0 08½
Tapioca, per lb.	0 7½	0 08
Do., fancy	0 09½	0 10

POTATOES EASIER

Toronto.

VEGETABLES.—New potatoes are easier with Virginias No. 1 quoted at $7 per barrel. Local beets are lower at 50c to 75c per doz., while local cabbage is bringing $5 per large crate. Green peas in the shell are quoted at $2 per 11 qt. basket. Asparagus is nearly finished but some fairly good stuff is still offered at $2.75 to $3 per 11 qt basket. Wax beans are higher at $4 per hamper.

VEGETABLES—

Potatoes, Ontario	1 15	1 30
Do., No. 1, bbls.,	....	7 00
Do., No. 2 bbls.	....	6 00
Onions Cal. case	....	4 00
Leaf Lettuce, doz.	....	0 25
Green Onions, local, doz.	....	0 25
Beets, local, do. bun.	0 50	0 75
New Carots, bushel bk.	....	2 75
New Cabbage, hamper	....	1 50
Radish, per doz.	....	0 25
Green peppers, per doz.	....	1 00
Tomatoes, 4 bkt. crates	1 75	2 00
Do., Hothouse, per lb.	....	0 40
Egg Plant case	....	4 50
Green beans, hamper	....	4 00
Wax beans, hamper	....	4 00
Asparagus, 11 qt. bk.	2 75	3 00
Cucumber, per hamper	....	3 50
Do., Hot House, 11 qt. bkt.	....	2 50
Spinach, bus. box	....	0 75
Green Peas 6 qt. bkt.	....	1 00
Do., 11 qt. bkt.	....	2 00

LOCAL FRUITS ARRIVING

Toronto

FRUITS.—The strawberry season is now in full blast. Shipments have been fairly heavy but by the end of the week they will be considerably larger. The crop is a good one and consequently with the heavier arrivals prices have been dropping. As we go to press, strawberries are selling around 12c to 15c per box, but some of a poorer quality were sold at 11c per box. Green gooseberries and red cherries are also commencing to make an appearance. Oranges are firm while lemons are steady at the higher price of $6 per case. A shipment of Florida pineapples have arrived and are quoted at $7.50 per case for 24s and 30s. California cantaloupes are offered at $9.50 for standards and $3.50 for flats.

FRUITS—

Oranges, Cal. Val.	6 00	9 50
Lemons, Messina	....	6 00
Bananas, per lb.	....	0 07½
Apples, B. C. boxed	3 50	4 25
Strawberries, per box qts.	0 15	0 20
Watermelons, ea.	1 00	1 25
Cherries, Cal., per box	....	4 00
Apricots, Cal., per box	....	5 00
Plums, Cal., per box	....	4 50
Cantaloupes, standards	....	9 50
Do., flats	....	3 50
Peaches, 6 bkt. crates	....	6 00
Pineapples, Florida, case	....	7 50

FLOUR DROPS 20 CENTS

Toronto.

FLOUR.—A reduction of 20c was announced since we went to press a week ago. First patents in cotton bags are now quoted at $8 and seconds in jute bags $7.30 per barrel.

FLOUR—

First Patents, in cotton bags, bbl.	....	8 00
Second Patents, in jute bags, bbl.	....	7 30

MILLFEEDS DOWN

Toronto.

MILLFEEDS.—Quotations are reduced $3 per ton, making bran $25.25; shorts $27.25; and choice middlings, $32.25. There still appears to be some shortage although the demand is not quite so keen as it was a few months ago.

MILLFEEDS—

Bran, per ton	25 25
Shorts, per ton	27 25

MANITOBA MARKETS

WINNIPEG, June 21.—The feature of the grocery market has been the advance on sugar following the stronger tone prevailing in the raw markets, and the tendencies are for higher prices in the near future. The tea and coffee markets continue to show strength, with some brands of package teas advanced. Cereals show little change other than a continued firmness in bulk rolled oats. Rices are unchanged under a quiet demand but primary markets continue with a firm undertone. Canned goods are in good demand and the new pack will be arriving on a comparatively bare market. Prunes are in good demand with quotations well maintained. Vegetables are moving freely under easier prices.

COFFEE PRICES UPWARD

Winnipeg.

COFFEE.—Prices on coffee have advanced from ¼c to ⅜c, and there is an improved demand in sympathy with the general situation. Supplies of Brazilian coffee are rapidly cleaning up. Grinders continue to buy in small quantities.

COFFEE—

Rio, roasted, best grade, per lb.	0 19¾	20-7/9
Mexican, roasted, best grade, lb.	**0 44**	**0 49**
Jamaica, roasted, best grade, lb.	0 28	0 30
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

CANNED GOODS STEADY

Winnipeg.

CANNED GOODS.—There is little change in the canned goods situation. Salmon is finding fair sale and as spot stocks are getting low higher prices on the new pack sockeye and pinks are expected. Summer pack lobsters are expected shortly. Sardines both domestic and imported are in good demand at unchanged prices. Canned vegetables are in good demand and several lines such as fancy peas and fancy corn are practically unobtainable. This condition also applies to several lines of canned fruit.

CANNED FISH—		
Shrimps, 1s, 4 doz. case, doz. ..	....	2 75
Finnan Haddie, 1s, 4 doz. case..	8 00	11 00
Do., ½s, 8 doz. case, case	....	7 25
Herring (Can.) 1s, 4 doz. case per case	6 50	8 00
Lobsters, ¼s, 8 doz. case, doz.	....	2 85
Do., ½s, 4 doz. case, doz.....	....	4 95
Oysters, 1s, 4 doz. case, case	....	8 40
Do., 2s, 8 oz. 2 doz. case, case.	....	7 50
Pilchards, 1s, tall, 4 doz. case, per case	....	6 25
Do., ½s, flat, 8 doz. case, case	....	9 00
Salmons—		Per case
Sockeye, 1s, tall, 4 doz. case..	....	20 00
Do., ½s, flat, 8 doz. case ..	....	21 00
Red Spring, 1s, tall, 4 doz. case	....	15 00
Do., ½s, flat, 8 doz. case..	....	16 00
Coho, 1s, tall, 4 doz. case ..	11 50	13 00
Do., ½s, flat, 8 doz. case	13 00	14 00
Pink, 1s, tall, 4 doz. case	6 00	6 50
Do., ½s, flat, 8 doz. case.....	....	8 00
CANNED FRUITS (Canadian)—		Per case
Apples, 6 tins in case	....	3 20
Blueberries, 2s, 2 doz. case	....	6 75
Cherries, 2s, 2 doz. case	....	6 70
Gooseberries, 2s, 2 doz. case		7 50
Lawtonberries, 2s, 2 doz. case ..	....	8 00
Peaches, 2s, 2 doz. case	6 60	7 10
Pears, 2s, 2 doz. case	6 45	7 00
Plums, Green Gage, H. S. 2s, 2 doz. case	....	6 00
Plums, Lombard, H.S. 2s, doz. case	....	5 95
Plums, Lombard, L. S., 2s, 2 doz. case	....	4 65
Raspberries, 2s, 2 doz. case	8 00	8 60
Strawberries, 2s, 2 doz. case ..	8 00	8 60
CANNED FRUIT (American)—		Per case
Apricots, 1s, 4 doz. case	....	10 60
Peaches, 2½s, 2 doz. case	....	9 15
Peaches, sliced, 1s, 4 doz. case..	....	10 85
Do., Halves, 1s, 4 doz. case .	....	10 7
Do., 2s, 2 doz. case	....	6 50
Pears, 1s, 4 doz. case	....	13 25
Pineapple, sliced, 2s, 2 doz. case	....	7 00

PRUNES IN DEMAND

Winnipeg.

DRIED FRUITS.—Prunes are the feature of the dried fruit situation. The general idea is that prices are too high and in consequence little interest is shown. Prunes on the local market are in good demand due to the strengthening of the California market. Peaches and apricots are offered by packers at higher levels but no real buying for future has taken place. Raisins show no improvement and continue weak. Indications point that all old crop will be cleaned up before new pack is available.

DRIED FRUITS		
Evaporated apples, per lb.....	....	0 20¼
Currants, 90 lb., per lb.	....	0 16
Do., 8 oz. pkgs., 6 doz. case, pkg.....		0 15
Dates, Hallowee, bulk, lb.	....	0 14
Do., pkgs,, 3 doz. case, lb. ...	....	0 09
Figs, Smyrna, per lb.	....	0 14
Loganberries, 8 oz., 4 doz. case, pk...		0 27¼
Peaches, standard, per lb.	....	0 18
Do., choice, per lb.	....	0 19½
Do., fancy, per lb.	....	0 23
Do., Cal., in cartons, per carton	1 00	1 20
Pears, extra choice, per lb.		0 30
Do., Cal., cartons, per carton		1 30
Prunes—		
30-40s, 25s, per lb.	....	0 24
40-50s, 25s, per lb.	....	0 20
50-60s, 25s, per lb.	....	0 17½
60-70s, 25s, per lb.	....	0 16
70-80s, 25s, per lb.	....	0 14½
90-100s, 25s, per lb.	....	0 12½
In 5-lb. cartons, carton	0 73	0 80
Raisins—Seeded—		
Cal., pkg., 16 oz., fancy, per pkg. ...		0 21½
Do., pkg., 12 oz., fancy, per pkg.....		0 17½
Do., 16 oz., choice, per pkg.		0 21
Do., 12 oz., choice, per pkg.		0 16
Cal., 5 lb. cartons, per carton		1 15
Do., bulk, 25-lb. boxes, per lb..		0 20
Raisins—Seedless—		
Cal., pkg., 11 oz., per pkg.		0 20
Do., bulk, 25-lb. boxes, per lb.		0 22
Do., bulk, 5-lb. cartons, per carton..		1 15
Do., Cal. Muscatels, 5 lb. carton, per carton		1 15
Apricots—		
Do., Standard, 10s, per lb.		0 32
Do., 25s, per lb.		0 30
Do., Choice, 10s, per lb.		0 34
Do., 25s, per lb.		0 32
Do., Fancy, 10s, per lb.		0 36
Do., 25s, per lb.		0 35
Apricots, 5 lb. cartons, per carton.....		1 65

ROLLED OATS FIRM

Winnipeg.

CEREALS.—Bulk rolled oats continue to rule firm and some wholesalers who have sufficient quantities on hand are giving the trade the benefit of purchasing same at lower quotations than the millers are asking. Just as soon as these are cleaned up millers' prices of $2.95 will go into effect. No changes have occurred on package cereals.

PACKAGE CEREALS—		
Rolled Oats, 20s, Rd. Ct.	3 75	4 65
Do., 36s, case square pkts....	....	3 75
Do., 18s, case		2 10
Corn Flakes, 36s, case	3 50	3 80
Cornmeal, 2 doz. case, per case		3 40
Puffed wheat, 4 doz. case, per case....		4 10
Puffed Rice, 3 doz. case per case.....		5 70
Cream of Wheat, 3 doz. case per case ..		7 50
Grape Nuts, 2 doz. case, per case		3 80
Package Peas, 3 doz. case		3 00
BULK CEREALS—		
Rolled Oats, 80s, per bag		2 85
Do., 40s, per bag		1 50
Do., 20s, per bag		0 80
Do., 10-8s, per bale		3 75
Oatmeal, 98s gran. of stand bag		3 30
Wheat granules, 98s, per bag		4 70
Do., 16-6s, per bale		5 90
Peas, whole green, 100 lb. bag, per bushel		3 85
Peas, split, yellow, 98s, per bag.....		7 50
Do., split, yellow, 49s, per bag		3 80
Beans, fancy, hand picked, 100 lb. bag per bushel	3 60	4 25
Beans, Lima, 100 lb. bag, per lb.	0 13½	0 14½
Barley, pot, 98s, per bag		3 45
Do., pot, 24s, per bag		0 93
Do., pot, 24s, per bag		4 60
Barley, pearl, 98s, per bag		4 60
Do., pearl, 24s, per bag		1 22
Cornmeal, 98s, per bag		2 60
Do., 49s, per bag		1 40
Do., 24s, per bag		0 70
Do., 10-lbs. per bale		3 35
Buckwheat, Gritz, 98s, whole, per bag		5 25

FLOUR UNCHANGED

Winnipeg.

FLOUR.—Quotations are unchanged with the market situation continuing steady under a steady demand.

FLOUR—	
98-lb., sacks	4 00
Two 49-lb. sacks	4 07½
Four 24-lb. sacks	4 17½

NEW JAM ARRIVES

Winnipeg.

JAM.—The first shipment of new pack strawberry jam has arrived on the market. With the recent advance in sugar it is likely that this will affect further quotations and merchants can purchase their season's requirements at to-day's prices with little fear of any declines.

JAMS—	
Black Currant, 4s, per tin	0 89
Strawberry, 4s per tin	0 89
Raspberry, 4s per tin	0 89
Apricots, 4s, per tin	0 83
Cherry, 4s, per tin	0 83
Peach, 4s, per tin	0 83
Compound (all flavors) 4s tin	0 46

NUT MARKET QUIET

Winnipeg.

NUTS.—There is nothing of interest to report in the condition of the nut market. The demand is mostly of a consuming character under the usual summer quietness.

NUTS, SHELLED—	
Almonds, per lb.	0 50
Spanish Peanuts, No. 1, lb.	0 13
Pecans, per lb.	0 90
Walnuts, per lb.	0 68
Brazils, per lb.	0 55
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 20
Walnuts, per lb.	0 28
Almonds, per lb.	0 25
Brazils, per lb.	0 18
Pecans, per lb.	0 25
Filberts, per lb.	0 22

RICES DULL

Winnipeg

RICE.—The rice market is dull but a firm position is maintained. Southern as well as Oriental markets continue in a strong position. The demand locally is limited and buying is in small quantities.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08¼
Do., 50-lb. sacks, lb.	0 08⅝
Siam, 100-lb. bags, lb.	0 08¾
Do., 50-lb. bags, lb.	0 06
Sago, sack lots, 130 to 150 lbs., per lb.	0 07¾
Sago, in less quantities, lb.	0 08¼
Tapioca, Pearl, per lb.	0 07½

CANE SYRUP STEADY

Winnipeg.

SYRUP.—The demand for syrups is fair although with no important developments occurring in the market. Prices are well maintained at present levels and a steady undertone prevails on cane syrup.

CANE SYRUP—	
No. 2s, 2 doz. case	4 95
No. 5s, 1 doz. case	5 75
No. 10s, ½ doz. case	5 30
No. 20s, ¼ doz. case	5 15
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case..	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 25
Cases, 20-ib. tins, white, ¼ doz. in case	4 25
Cases, 2-lb. tins, yellow, 2 doz. in case	3 75
Cases, 5-lb. tins yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz. in case	3 65
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 00
MAPLE SYRUP—	
Pure, 2½s, tins, case of 2 doz.	20 50
Pure, 5s, per case of 1 doz.	19 00
Pure, 10s, per case of ½ doz.	17 50

HIGHER PRICES ON SUGAR

Winnipeg

SUGAR.—A stronger tone prevails in the refined sugar situation, and a general advance of 25c per cwt. has come into effect. Refineries are quoting at $7.75 per cwt.

SUGAR—	
Extra gran., bags, 100 lbs.	7 75
Do., gunnies, 5-20 lbs.	7 90
Do., cartons., 20-5 lbs.	8 15
Do., gunnies, 10-10 lbs.	8 10
Yellow, No. 1, lt. bags, 100 lbs.	7 50
Do., golden bags, 100 lbs.	7 40
Powdered sugar bbls.	8 30
Do., boxes, 50 lbs.	8 30
Do., boxes, 25 lbs.	8 70
Icing, barrels	8 40
Do., boxes, 50 lbs.	8 80
Do., boxes, 25 lbs.	8 80
Soft lumps, boxes, 100 lbs.	8 70
Do., boxes, 50 lbs.	8 90
Do., cases, 20 cartons	9 75
Do., cases, 40½ lbs.	10 50
Small lump boxes, 100 lbs.	8 60
Do., boxes, 50 lbs.	8 70
Do., boxes, 25 lbs.	8 90
Do., cartons, 50 2-lb.	10 00
Hard lump boxes, 10 lbs.	8 70
Do., boxes, 50 lbs.	8 85
Do., boxes, 25 lbs.	9 70

PEPPERS ACTIVE

Winnipeg

SPICES.—There is very little change in conditions of the spice market. Peppers are fairly active and a steady undertone prevails. Cloves continue steady. Buyers are purchasing in small quantities to fill the necessary requirements.

MARKETS BY WIRE

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S., June 20.—The butter market is in a very strong position under heavy export business which amounted to over 50,000 boxes during the past week. Quotations have advanced 4c. per lb. and a further advance is anticipated. Smoked and pickled meats and cheese also show an advance of from 5c. to 7c. per lb., while eggs are easier at 31c. per doz.

Flour, No. 1 patents, bbl.		11 00
Cornmeal, bags		2 50
Rolled oats, per bag		4 00
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.		7 70
Sugar, standard, gran.		6 10
Do., No. 1 yellow		5 60
Molasses, gal.		0 60
Cheese Ont., twins		0 16
Eggs, fresh, doz.		0 31
Lard, compound		0 17
Do., pure, lb.		0 19
American clear pork, bbl.		34 00
Tomatoes, 2½s., stan., doz.		2 00
Hams, aver., 25-35 lbs.		0 30
Do., aver., 18-25 lbs.		0 32
Hams, aver., 12-18 lbs.		0 35
Roll bacon		0 24
Breakfast Bacon		0 32
Butter, creamery, prints lb.		0 40
Do., creamery, solids		0 38
Raspberries, 2s Ont., doz.		4 00
Peaches, 2s, standard, doz.		2 90
Corn, 2s, standard, doz.		1 60
Peas, standard, doz.		1 85
Strawberries, 2s, Ont., doz.		3 60
Salmon, Red Spring, flats, cases		
Do., pinks		7 00
Do., Cohoes		14 00
Do., Chums		6 00
Evaporated apples, per lb.		0 21
Dried peaches, per lb.		0 22
Potatoes, Nat., 90-lb. bag		1 10
Corned beef	3 00	3 55
Onions, Spanish, lb.		0 08
Do., American, bag 10 lbs.		13 50
Oranges, per case		8 50
Cauliflower, per doz.		3 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., June 20.—Clear pork is higher at $34.50 per barrel. Lard is advanced to 18c. in pails and 17½c. per lb. in tubs while shotrening is also higher at 17½c. in pails and 17c. in tubs. Butter advanced 2c. per lb., making creamery prints 37c. and solids 35c. Sugar advanced to a higher level of $7.90 for standard granulated.

Rolled oats, bag		4 00
Do., bbls.		9 00
Cornmeal, gran., bags		2 75
Rice, Siam, per cwt.		6 60
Tapioca, per 100 lbs		9 50
Molasses, gal.		0 60
Tomatoes, cans, doz.		1 90
Raisins, Valencia layers	0 24	0 30
Currants, cleaned		0 20
Prunes, 90-100, 25-lb. boxes		0 14
Lemon peel		0 34
Orange peel		0 34
Citron peel		0 46
Walnuts		0 23
Almonds		0 22
Brazils		0 20
Peanuts		0 13
Filberts		0 16
Cocoanuts, bag		6 00
Potatoes, per bbl.		1 75
Onions, per lb.		0 05
Pork, clear, bbls.		34 50
Oranges, per case		9 50
Pigs' feet, per 20-lb. pail		2 25
Hams, shoulder, per lb.		0 22
Bacon, side per lb.		0 33
Bacon, roll, per lb.		0 62
Lard, pure, in pails, lb.		0 18
Lard, pure, in tubs, lb.		0 17½
Shortening, in pails, lb.		0 17
Shortening, in tubs, lb.		0 16½
Butter, creamery, prints		0 37
Butter, creamery, solids		0 35
Oleomargarine		0 23
Cheese, whole, lb.	0 19	0 21
Cheese, twins, lb.		0 21
Eggs, per doz.		0 30
Sugar, gran.		7 20
Do., cut loaf		9 20
Do., No. 1 yellow		7 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., June 20.—Sugar advanced 10c, now quoted at $7.99. North West soda biscuits in bulk, declined 1½c. per lb. and the family size are now $2.75 a reduction of 25c. per doz. Rolled oats are slightly higher at $2.95 for 80s. Magic baking powder advanced 10c. per case on the 12 and 16 oz. sizes and 5c. per case on all the other sizes. Gillette's lye and Royal yeast advanced 5c. per case.

Beans, Kotenash, per cwt.	5 60	6 00
Rolled oats, 80s		2 95
Rice, Siam	5 90	6 50
Japan, No. 1	7 15	7 50
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.		7 90
Sugar, pure cane, gran., cwt.		7 99
Cheese, No. 1, Ont., large		0 19
Alberta cheese, twins		0 20
Do., large		0 22
Butter, creamery, lb.	0 31	0 35
Do., dairy, lb.,	0 20	0 24
Lard, pure, 3s		10 80
Eggs, new laid, local, case		7 00
Tomatoes, 2½s	4 40	4 50
Pumpkin, 2½s case	4 05	4 25
Lemons, case		7 75
Corn, 2s, standard case	2 80	3 60
Peas, 2s, standard case	3 95	4 20
New early June peas, case		4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye, ½s		21 55

WELL EQUIPPED STORE

(Continued from page 19)

said that they would not be able to handle coal oil if they did not have such an apparatus, on account of the class of trade. It might seem remarkable perhaps that there is still considerable coal oil being sold in cities. Mr. Glover says that their sale of oil is on a fairly big scale and especially during the summer months, as a great deal of it is bought by campers.

In the warehouse there is also a full size water tank with gas heater attached for the purpose of giving the store plenty of hot water at all times, for which there is always a great use around a grocery store. It is a fine asset.

A large portion of the Glover business is conducted over the telephone, thus making a great many credit customers. To handle upwards of 250 accounts meant the adoption of a book-keeping system that would not only be speedy but accurate as well. A credit register was therefore installed. The system is the duplicate system. The balance of the account is carried forward every time a purchase is made and as one copy goes to the register and the other to the customer, the latter knows each time a purchase is made, the amount of the account.

"The credit register system certainly shortens our labor by many hours," remarked Mr. Glover. "The account is always ready, and when the end of the month arrives, all we have to do is to render a statement showing the total amount of the account only. This work probably takes about three hours whereas the old system of rendering a detailed statement, would require several days. Then again we have less dissatisfied customers because they see every day, what they owe. It also has a tendency for customers to pay more promptly."

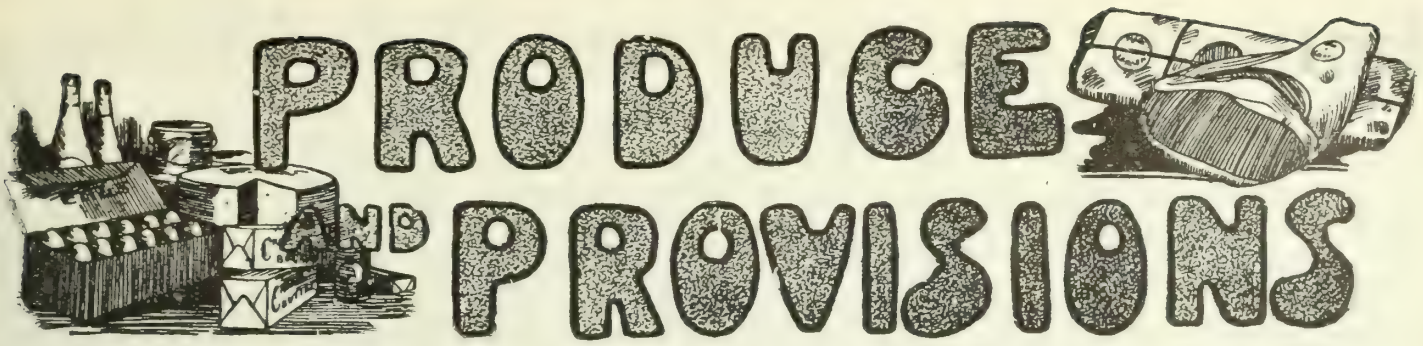
"How do the customers like the system? Do any of them object to it?" inquired the Canadian Grocer Representative.

"At first we did have complaints from some customers. They said they did not like the maids to know their business. I explained to them that the reason I was using the system was to lessen our labor and now these same customers are the ones who like the system the best."

Unique Refrigeration

The system of refrigeration is also worthy of mention. Although the Glover store only handles smoked and cooked meats, a large quantity of butter, fresh vegetables and fruits are handled which are all more or less perishable and call for a certain amount of refrigeration. At the rear of the store is a large square refrigerator, ice cooled in summer but by an ingenious system of out-door cooling during the cold weather. For the latter purpose, there is a tile about six inches in diameter, running from the bottom of the refrigerator and extending through the wall of the building to the outside. The top of the cooling box is connected in a like manner, but leading to a chimney. The chimney acting as a draft, draws the cold outside air, through the bottom pipe, up through the refrigerator and thus a current of fresh cold air is constantly circulating. This idea has meant the saving of many dollars in ice bills.

Another refrigerator is located, immediately to the left, upon entering near the front entrance. This refrigerator has an all glass front, and extends from the floor nearly to the ceiling. The interior is fitted with shelves made of open wire work and enamelled a white color. It is ued entirely for displaying poultry and fruits and vegetables of a perishable nature.



Display of These Lines Essential

Glass Enclosed Counters Maintained At An Even Temperature Permit of Tempting Displays of Foodstuffs in Decker's Delicatessen on Bloor Street W., Toronto—"Success Depends on Proper Display and Keeping Stuff in Proper Condition"

"THE WHOLE secret of the success of a place of this kind is proper display, and keeping stuff in proper condition."

That is the way R. W. Decker, proprietor of Decker's Delicatessen, Bloor Street, W., Toronto, spoke in referring to his business, the character of which is comparatively new in the city of Toronto. Mr. Decker has only been established in Toronto since the first of the year, but considering the idea is somewhat new in the Queen City, it has taken very well, and Mr. Decker is more than pleased with the increasing volume of sales.

Good Equipment Essential

"Equipment of the right kind is essential to the carrying on of this business," Mr. Decker continued. "We have to display our delicacies to the very best possible advantage. It is in presenting them in the most attractive way that we can build up our sales." As one enters this store the first impression is that of extreme cleanliness and order. On either side, almost the entire length of the store are glass-enclosed refrigerator counters. A tempting array of the choicest of edibles is shown under glass. "The refrigeration of these showcases is maintained at an even temperature all the time," Mr. Decker remarked. "From a refrigerating plant at the rear, pipes are connected with the counters, and our foodstuffs can always be kept in first-class condition."

"We carry only foods of the very first quality. We demand high prices for our lines, but we find that people realizing the quality do not object to the price. Cooked meats, salads, pastry, sausages of many varieties, delicacies representing a wide range to suit the discriminating tastes of the connoisseur in foods, are all to be had in this delicatessen. Many of the lines carried are prepared on the premises, a Belgian baker and Swiss chef being constantly employed in the preparation of foods. Kitchen equipment is complete to render the best possible service in this regard.

Care in Selling Bacon

"Our sales of bacon have been running 300 pounds a week," Mr. Decker told Canadian Grocer, in discussing the sale of the same. "Great care is taken in preparing bacon for sale," he added. "We get a good price for the same, higher perhaps, than in the majority of instances, but our patrons know it is the best that can be bought. We always have it displayed as you see it here, and that is a big factor in its sale. The rind is removed from it, and it is all sliced at an even thickness. Our slicing machine, is, as you see, right up at the front of the store, at one side. We think this is the proper location in the store for it. It is convenient to the showcase where the bacon is shown, and customers can see for themselves the care we take in slicing and preparing bacon for sale. We handle only the one brand, and our sales are mostly in half pound lots. The ends of the sides are never offered for sale, but are used in baked beans."

Going After Coffee Trade

Mr. Decker is paying a good deal of attention to his coffee trade, and is endeavoring to build up a reputation for coffee, that he declares will mean a

(Continued on Page 46)

Display is important in the conduct of a delicatessen, and it is evident from this illustration that effective displays are made the most of.

Decker's Delicatessen, on Bloor Street, West, Toronto, has been in operation for the past seven months, during which time business has shown a steady increase.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, June 21.—The feature of the provision market is the higher prices quoted on butter, as a result of an improved export market. Wholesale prices show an advance of two and three cents a pound. The cheese market is also strong but there is no advance as yet. Eggs show further weakness and the prospect of still lower prices. The production is keeping up well. The hog market has fluctuated during the past week but prices are about at the level of one week ago with a little firmer tone. Fresh killed hogs remain steady and no change is expected. The bacon market has been more quiet and until the weather warms up little activity may be expected. Prices are in a firm position and an increase in the demand will likely cause an advance in price. Cooked meats are quiet with a steady tone. The lard market is quiet without any change in price. Fish prices show no change with a good seasonable demand for halibut and salmon.

BUTTER PRICES ADVANCE

Montreal.

BUTTER.—During the week there has been considerable activity and some excitement in the butter market, which was brought about by the demand that developed from English importers for supplies of Canadian creamery butter. This has created a keen competition between buyers and prices scored a sharp advance with sales of round lots of best grade made 7c per lb. higher than a week ago. Towards the close of the week, however, prices eased off and prices now stand at an advance of to 2 and 3c. Creamery prints are now selling at 37c and 38c per lb. and solid at 37c. Even dairy butter has advanced 2c per lb. and dairy prints are now quoted at 30c.

BUTTER—

Creamery prints finest	0 37	0 38
Creamery solids	....	0 37
Dairy solids	....	0 28
Dairy prints	....	0 30

CHEESE SHOWS STRENGTH

Montreal.

CHEESE.—The feature of the cheese market during the past week has been a more pronounced strength with a better export demand, particularly towards the English market. The offerings here continue small as compared with last year and there is keen competition between exporters with prices showing a slight advance. There is no change in wholesale prices, however, but a strong feeling marks the market.

CHEESE—

Old colored, twins	....	0 23
Old White	....	0 22
New Large, per lb.	0 16	0 17
New Twins, per lb.	0 16	0 17
Fancy Old Cheese, per lb.	0 28	0 30
Triplets, per lb.	....	0 17
Stilton, per lb.	....	0 30
Quebec	0 16	0 17

EGG PRICES LOWER

Montreal.

EGGS.—There is further weakness in the egg market with a decline of 1c per doz. throughout. Production is still large and big supplies are going into storage despite the fact that there is still a good demand for domestic trade. Local offerings are good and produce dealers predict even a lower price. Last year at this date selected fresh eggs were selling at 40c per doz. and new laid at 38c. Prices went even higher in the two weeks following. Specials are now selling at 34c and 35c and selects at 33c, with a weak tone to the market.

EGGS—

Specials	0 34	0 35
Selects, new laid	....	0 33
No. 1	....	0 30
Storage	....	0 29

LIVE HOGS FIRM

Montreal.

FRESH MEATS.—The feature of the hog market has been a weaker feeling that prevailed during the latter part of last week and continues this week with a decline of 25c per 100 lbs. on selected lightweights. The market, in the early part of last week, showed strength with an advance equal to the present decline so that prices now stand at the same level as the opening price of last week. There is a fair demand for lightweight hogs and quotations on fresh killed stand at from 21 to 22c per lb.

FRESH MEATS—

Hogs, live (selected, weighed off cars)	14 25	14 50
Fresh killed	21 00	22 00
Fresh Pork—		
Legs of pork (foot on)	0 20	0 21
Loins (trimmed)	0 28	0 29
Trimmed shoulders	0 19	0 21
Untrimmed	....	0 17
Pork sausage (pure)	....	0 20
Fresh Beef—		

	(Cows)	(Steers)
Hind quarters	0 15 018	0 12 0 16
Front quarters	0 10 0 12	0 05 0 08
Lions	0 23	.... 0 28
Chucks	.... 0 10	0 11 0 12

SMOKED MEATS STEADY

Montreal.

SMOKED MEATS.—Owing to the unfavorable weather prevailing for this season of the year, the volume of business in smoked meats has not been as large as was expected, but on the whole a good steady trade is being done. As supplies are not excessive prices are well maintained.

BACON—

Breakfast, best	0 43	0 55
Smoked breakfast	0 38	0 43
Cottage rolls	....	0 29
Picnic smoked hams	....	0 23
Wiltshire	0 30	0 34

MEDIUM SMOKED HAMS—

Weight, 84, long cut	0 38	0 40
Do., 14-20	0 36	0 38
Do., 20-25	0 34	0 36
Do., 25-30	0 32	0 34
Over 35 lbs.	0 29	0 30

LARD UNCHANGED

Montreal.

LARD.—The trade in lard has shown no marked improvement. Demand is chiefly for small lots to meet actual wants. Prices are unchanged.

LARD—

Tierces, 60 lb.	0 15½	0 16½
Pails, 20 lbs.	0 16	0 17
Tubs, 20 lbs.	0 16½	0 17½

COOKED MEATS FIRM

Montreal.

COOKED MEATS.—The demand for cooked meats is fair although the weather is not conductive to a heavy demand. Prices are unchanged with a steady feeling.

COOKED MEATS—

Hams, cooked		0 52
Square pressed		0 57
Smoked shoulders		0 22
Bologna	0 10	0 21
Corned Beef 1's, per doz.		3 25
Per doz. 2's		5 75
Per doz. 6's		23 50

FISH PRICES STEADY

Montreal

FISH.—There is no change in the fish market. Prices are steady with a good supply of halibut and salmon and a good demand for both. Fresh lake fish is also in good supply. The cooler weather has brought some improvement to the demand for fish.

FRESH FISH—

Herring	....	0 06
Market Cod, fresh	....	0 05
Steak cod	....	0 07½
Haddock	....	0 05½
Halibut	....	0 19
Lake Trout	....	0 17
Flounders	....	0 08
Mackerel	....	0 10
Brook trout	....	0 50
Gaspe Salmon	....	0 20
Dressed pike	....	0 12

FROZEN FISH—

Haddock	....	0 06
Halibut	....	0 18
Chicken halibut	....	0 16
Market cod	0 05	0 05½
Steak cod	0 05½	0 06
Doree	0 13	0 14
Qualla Salmon	0 10	0 11
Dressed B. C. Salmon	0 20	0 21
Gaspe Salmon	0 18	0 19
White fish	....	0 13½
Dressed pike	....	0 07
Sea Herring, 100 lbs.	....	0 06½
Mackerel	....	0 13

LOBSTER FISHERMEN LOSE HEAVILY IN FIRE

St. John's, Nfd., June 19—All the supplies for the lobster fishermen along the coast for two hundred miles, and fifty-eight wooden buildings, were destroyed by fire which swept Woody Point, Bonne Bay, last week-end, according to word reaching here. Fishing supplies are being rushed to the west coast from St. John's. Eight dwelling houses were burned but no destitute cases have been reported.

ONTARIO MARKETS

TORONTO, June 21.—Butter holds firm under higher quotations with a keen demand for storage still a factor in the situation. Cheese under a good storage demand and some export enquiry is firm with prices a shade higher. The only demand for eggs at the present time is of a consumer character, consequently the position is easy and although the production is slightly decreased it is not sufficient to strengthen the market. Lard is steady while shortening has a shade firmer undertone. Cooked meats under an increased demand are practically all advanced. Live hogs are steady at a higher basis of values. Fresh pork cuts are up one cent while smoked meats show no change in quotations in a steady to firm position. Poultry is easy and lower. Lower quotations are noted on whitefish but other varieties show no change.

BUTTER PRICES HIGHER

Toronto

BUTTER—The market continues strong with quotations again marked higher. Production is fairly heavy but storage operations are in full swing, taking care of any surplus and tending to hold the market in a strong position. The best grades of creamery prints are quoted at 37c to 38c per lb. while some of the special grades are bringing a slightly higher price.

BUTTER—

Creamery prints, No. 1	0 37	0 38
Creamery prints, No. 2	0 34	0 36

HIGHER CHEESE MARKET

Toronto.

CHEESE—Reflecting the conditions of the butter market, cheese quotations are also higher making new made 17c and September make 21c per lb. Keen competition for storage and some export business developing is attributed to the strong condition of the market.

CHEESE—

Large, new	....	0 17
Do., Sept.	0 21	....
Stilton, new	0 21	....

Twins, 1c higher than large cheese and triplets 1½ cents higher than large.

EGG PRICES LOWER

Toronto.

EGGS—The egg situation remains easy with quotations down one to two cents per dozen. Production, however, is somewhat falling off but not sufficient to strengthen the market although as some houses did not get sufficient supplies last week, they are offering this week a slightly higher figure at country points.

EGGS—

No. 1 per doz.	0 30	....
Selects, per doz.	0 32	0 33
Selects in Cartons, per doz.	....	0 35

LARD STEADY

Toronto.

LARD—There is no change in the lard situation which reamins fairly steady.

LARD—

1-lb. prints	0 17½	0 18½
Tierces, 400 lbs.	0 15¼	0 15¼

Tubs are ½c higher than tierces and pails one cent higher than tierces.

STEADY HOG MARKET

Toronto.

FRESH MEATS—As we went to press a week ago the hog market was 25c down. This drop, however, was later recovered and continued for the balance of the week making the fed and watered basis $14.25 per cwt. There is a good demand at this price and the market as we go to press looks steady. On the other hand, cattle developed a weak tone attributed to heavy shipments of poor grass cattle and also to the fact that the consumer demand for fresh meats has somewhat fallen off.

FRESH MEAT—

Hogs—		
Live, fed and watered, cwt.		14 25
Live, f.o.b.		13 50
Live, off cars		14 50
Dressed, light, per cwt.	17 00	18 00
Do., heavy, per cwt.	12 00	14 00
Fresh Pork—		
Legs of pork, up to 15 lbs.		0 33
Loins		0 38
Fresh hams, lb.		0 34
Tenderloins, lb.		0 45
Picnics, lb.		0 19
Montreal shoulders		0 21
Boston butts, lb.		0 27
New York shoulders		0 20
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 18	0 22
Ribs, lb.	0 16	0 20
Chucks, lb.	0 07	0 09
Loins, whole, lb.	0 26	0 32
Hips, lb.	0 14	0 16
Cow beef quotations about 2 cents per lb. below above quotations.		
Calves, lb., top quality	0 13	0 15
Do., Medium	0 09	0 11
Sheep, whole, lb.	0 10	0 15
Do., yearling, lb.	0 28	0 30
Lamb, Spring, each	10 00	15 00

Above prices subject to daily fluctuations of the market.

SHORTENING FIRM

Toronto.

SHORTENING—The market appears to have a firmer tone following the stronger and higher quotations on edible oils. Quotations on one pound prints are unchanged but an advance of ½c per lb. is noted on the tierce basis.

SHORTENING—

1-lb. prints	0 17	0 18
Tierces, 400 lsb.	....	0 15

Tubs are ½c. higher than tierces and pails one cent. higher than tierces.

MARGARINE STEADY

Toronto.

MARGARINE—There is little change in the market for margarine. Quotations are steady under a steady demand in moderate volume.

MARGARINE—

Margarine, No. 1	0 20	0 21
Do., No. 2	....	0 18

COOKED MEATS UP

Toronto

COOKED MEATS—Practically all cooked meats are advanced one cent per pound. The demand is steadily increasing which coupled with a steady to strong market for fresh meats, tends to keep the cooked meat situation a strong one. Ordinary boiled hams are quoted at 53c and square pressed 55c to 56c per lb.

COOKED MEATS—

Boiled ham, lb.	0 53	....
Do., square pressed	0 55	0 56
Boiled shoulders	....	0 47
Choice jellied ox tongue lb.	....	0 61
Jellied pork tongue	....	0 34
Macaroni and cheese loaf	....	0 21
Roast pork	....	0 57

Above prices subject to daily fluctuations of the market.

POULTRY LOWER

Toronto.

POULTRY—Trading in poultry is fairly quiet at the present time and as the offerings of spring chickens are increasing, prices receded during the week.

POULTRY—

Prices paid by dealers—

	Live	Dressed.
Turkeys	0 25	0 30
Chickens, spring	0 40	0 45
Roosters	0 15	0 20
Fowl, 4 to 5 lbs.	0 20	0 25
Fowls, over 5 lbs.	0 20	0 25
Fowl, under 4 lbs.	00 14	00 20
Guinea hens, pair	1 25	1 50
Ducklings, 4 lb. and over	0 30	0 35

Showing a section of the meat department of the Adams Grocery in Lindsay, Ont. A refrigerator display counter increases sale of cooked and smoked meats.

BACON AND HAMS ACTIVE

Toronto.

PROVISIONS—There is little change in this market. The demand for smoked hams and bacon is heavy at this season and as the live hog market appears in a steady position, there is no noticeable weakness in the market.

Hams—		
Small 6 to 12 lbs.	0 36	0 37
Medium, 12 to 20 lbs.	0 36	0 37
Large, 20 to 35 lbs. lb.	0 31	0 34
Heavy, 35 lbs., and upward	....	0 28
Boneless, per lb.	0 44	0 45
Rolled, per lb.	....	0 52
Peameal	0 38	0 42
Bacon—		
Breakfast, ordinary, per lb.	0 30	0 33
Do., special trim	0 40	....
Cottage rolls	....	0 35
Cottage rolls	....	0 37
Rol. per lb.	....	0 28
Wiltshire (smoked boneless) lb.	....	0 28½
Do., three-quarter cut	....	0 31
Do., middle	....	0 32½
Dry Salt Meats—		
Long clear bacon, av. 50 to 70 lbs.		20
Do., av. 80-90 lbs.	....	0 17
Clear Bellies, 15-30 lb.	0 19	0 20
Fat backs, 10-12 lbs.	....	0 19

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—	
Mess pork	33 00
Short cut backs, 200 lbs.	41 00
PICKLED ROLLS—	
Lightweight	47 00
Heavy	36 00

Above prices subject to daily fluctuations of the market.

WHITEFISH LOWER

Toronto.

FISH—Quotations show little change other than a lower price of 11c to 12c per lb. being quoted on whitefish.

FRESH SEA AND LAKE FISH		
Cod steak, lb.	0 08	0 09
Do., market, lb.	....	0 08
Halibut, Med., lb.	0 16	0 17
Do., Chick, lb.	0 14	0 15
White fish, lb.	0 11	0 12
Trout, lb.	0 15	....
Pike, lb.	0 09	0 10
Perch, lb.	0 08	0 10
Mackerel	0 12	0 13
FROZEN FISH		
Halibut, medium	0 17	0 18
Do., chicken	0 14	0
Salmon, Cohoe	0 15	0 16
Do., Red Spring	0 20	0 21
Do., Alaska Qualla	0 11	0 12
Do., Qualla	0 07	0 08
Sea Herring	0 07½	0 08
White Fish	0 10	0 11
SMOKED AND SALT FISH		
Haddies, lb.	0 12	0 13
Fillets, lb.	0 14	0 16
Kippers, box	3 00	....
Holland Herrings, mixed, 10-lb. keg		0 85
Do., milkers, 10 lb. keg		0 95
Shrimps, No. 1 can	....	2 00
Do., No. 6 can	....	11 50

WINNIPEG MARKETS

WINNIPEG, June 21.—The feature of the produce market has been the advance in the price of butter. Cheese has also shown a firmer tone and prices have advanced. Eggs are arriving in good quantities with prices unchanged. Cooked meats are in good demand with quotations higher. Smoked ham and bacon are in a strong position reflecting the condition of the live hog market. In the fish market there is little change other than a slightly lower price on fresh salmon. Hogs are ruling steady with no change in quotations.

BUTTER ADVANCES

Winnipeg.

BUTTER.—The butter market is showing a steadier tone and an advance has been noted. Light supplies are arriving from the country and which with the improvement in the demand, tends to steady the market. However this is thought to be only temporary. Best table creamery is quoted at 37c per lb.

BUTTER—		
Creamery, best table grade		0 37
Creamery, solids		0 31
Margarine	0 22	0 25

CHEESE PRICES FIRM

Winnipeg.

CHEESE.—With the better demand for export the tone of the cheese market is firmer, and local prices have advanced. Ontario large is quoted at 17c per lb.

CHEESE—	
Stilton cheese, large, lb.	0 20
Ont., large, lb.	0 17
Ont., twins, lb.	0 16½
Ont., triplets, lb.	0 18

EGGS ARRIVING FREELY

Winnipeg.

EGGS.—There is no change in the egg market. Prices are fairly steady with a firm tone and a good demand for new laid eggs. The production is keeping up and heavy supplies are arriving. New laid in cartons are quoted at 34c per doz. and No. 1 candled at 22c.

LARD FIRM

Winnipeg.

LARD.—The market holds firm in sympathy with the hog market. Quotations are unchanged.

LARD—	
Pure Lards, No. 1 Quality, per lb. (in tierces, 400 lbs.)	0 17
Do., wooden pails, 20-lb. pails	3 80
Shortening, tierces of 400 lbs.	0 15½
Do., per pail, 20 lbs.	3 60

COOKED HAMS ADVANCE

Winnipeg.

COOKED MEATS.—The situation in cooked meats for several weeks past has been a strong one with rising tendencies especially on cooked ham. Another advance was registered during the week, making best quality cooked hams at 52c per lb.

COOKED MEATS—	
Hams, best quality, skinned 8/14 lbs.	0 52
Do., 13/1 lbs.	0 47
Roast ham, lb.	0 40
Roast shoulders, lb.	0 38
Jellied ox tongues, lb.	0 60
Jellied pork tongues, lb.	0 36
Head cheese in 6 lb. tins, lb.	0 12

HOG PRICES STEADY

Winnipeg.

FRESH MEATS.—There is no change in prices on live hogs. Selects are quoted at $12.25 to $12.50 per cwt. The cattle market is slightly easier as with heavier receipts and a lighter demand buying is not brisk. The calf market continues dull and weak. A few spring lambs have arrived and are quoted at $12.50 to $14 with mutton sheep ranging from $6 to $7.

SMOKED MEATS STEADY

Winnipeg.

PROVISIONS.—Smoked hams and bacon are in a strong position reflecting the condition prevailing in the live hog market. Quotations on hams range from 28c to 39c per lb. and bacon from 26 to 45c according to quality.

8 to 16 lbs., per lb.	0 39
16 to 20 lbs., per lb.	0 39
Boneless, 8-14 lbs., per lb.	0 40
Skinned, 18 to 22 lbs., per lb.	0 39
Do., 14 to 18 lbs., per lb.	0 39
Bacon, to 10 lbs., per lb.	0 45
Cottage rolls, boneless	0 27
Bellies, 6 to 10 lb., per lb.	0 41

POULTRY UNCHANGED

Winnipeg.

POULTRY.—There is no change in the poultry situation. Receipts are light and storage stocks are practically cleaned up.

POULTRY—	
Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
Do., 3½ lbs., and up, per lb.	0 30
Fowl, per lb.	0 22
Roosters, per lb.	0 20
Turkeys, young, per lb.	0 42
Ducks, per lb.	0 33
Geese, per lb.	0 33

SALMON LOWER

Winnipeg.

FISH.—There is a steady demand for fresh fish and the market is unchanged. Fresh salmon is quoted at 26c per lb. Halibut is in good demand at 15c per lb.

DISPLAY OF THESE LINES ESSENTIAL

(Continued from Page 43)

good deal in a permanent and continued demand for it. He has an electric coffee grinder, and grinds the coffee for the customer as she asks for it. Only one grade of coffee is being handled, and an effort is being made to maintain a consistency in the blend, of which the customer is always sure. A good deal of coffee too is being sold in the whole bean, but chiefly to customers who have come from foreign countries.

Light Lunches Served

At the rear of the store, a soda fountain and lunch counter caters to a large number of people every day. Business men attend here for lunch every day, and in the evening a great many are served, who drop in for a cool drink or a light lunch.

During the summer months, Mr. Decker is serving picnic parties, and to this end, he is advertising 99 different varieties of sandwiches. Roast chickens especially prepared have a big sale in this store, and turnover of the same runs up as high as 250 chickens on a Saturday.

"There are people who want the best," remarked Mr. Decker, "if they know where to get it. We are endeavoring to provide the place."

LIPTON'S QUARTETTE

FAMOUS THROUGHOUT THE WORLD

The constantly growing demand for our Tea, Coffee, Cocoa, and Jelly Tablets indicate that consumers are becoming more appreciative of the fact that they are unable to get just that grade of quality recognized the world over with the Lipton products by purchasing inferior brands.

Quality, service and profits assured by sending your order to

T. J. LIPTON

24 Front St. West - - Toronto

Kolacafé

REG'D

The Scotch are noted for Brains, Brawn & Kolacafe

If your Wholesale Grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.

Make a good article, Advertise it, keep your promises, keep on Advertising, deliver the goods, keep on Advertising—and you will get the business.

We Want To Buy

THE PURE FOOD STORES, LTD., operating a chain of grocery stores and groceterias is open to buy for cash, groceries and other allied lines of merit which could be retailed in chain grocery stores.

Manufacturers and wholesalers having above mentioned lines please communicate with the

PURE FOOD STORES Limited,
924 St. Lawrence Boulevard, Montreal

PICKLES

New Prices

On 5 Gallon Wooden Pails

NEW PRICES on the "GRIMSBY QUALITY LINE" of bulk pickles enable you to sell the highest grade of "Sweet Mixed," "Sour Mixed" and "Mustard" at lower prices and yet make MORE PROFIT.

Check These Prices

Cost of 5 gallon wooden pails.....$7.50

There are 40 pints **of pickles** in these pails and selling at 35c per pint you receive.....$14.00

Your Profit on One Pail is.....**$6.50**

Selling at 20c. per ½ pint, you receive $16.00

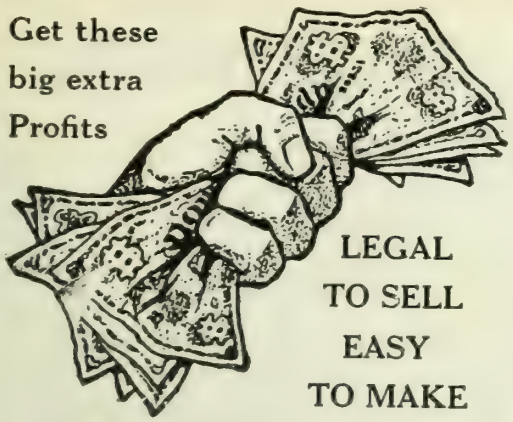
Your profit is 8.50

Order through your Wholesaler

GRIMSBY PICKLE COMPANY

LIMITED

GRIMSBY - - ONTARIO



Get these big extra Profits

LEGAL TO SELL EASY TO MAKE

A Sensational Summer Seller.....

CARLING'S

"REDEMIXT" MALT & HOP SYRUP

Aggressive grocers all over the country who are featuring **Carling's Redemixt Malt and Hop Syrup** are reporting exceptionally big sales and a steadily increasing demand. "Carling's Redemixt" makes finest old-time heavy ale **without boiling, odor or trouble.** Keeps indefinitely—sold on money back, guaranteed and backed by Carling reputation of 65 years' standing. Try a sample order.

Carling Distributing Agency, LONDON, ONT.

It's "better" because it's "stronger"

COW BRAND BAKING SODA

When your customers ask for Baking Soda give them "Cow Brand" Baking Soda and you can depend upon 100% satisfaction. The greater strength and absolute purity of this old-established favorite makes it the most economical Baking Soda you can recommend and the excellent results it produces in every baking operation will ensure you of steady repeats. Ask your wholesaler for "Cow Brand" next time you order. It's the fastest selling Baking Soda on the market.

CHURCH & DWIGHT, LTD., Montreal

RECEIVED PER

S. S. MELITA, BOTHWELL & EMPRESS OF BRITAIN

"LA GRAPPE D'OR"

Genuine French

CASTILLE SOAP 72%

in bars, squares and cakes.

GENUINE BAR-LE-DUC JELLY

Red and White Currant

FROM

MAYEUR & VAUQUELIN

The genuine bears the stamp of origin of the manufacturers' syndicate of BAR-LE-DUC, France.

CHICORY

in packets and loose.

From ARLATTE & CO.

Cambrai, France.

The largest manufacturer in France.

BERTRAND'S IMPORTED FRENCH

Alimentary Pastes

Macaroni, Vermicelli, Spaghetti, Alphabets, Coquilles

etc., etc.

Put up in sealed pound packets.

HENRI JONAS & CO.,

173-177 St. Paul St. West Montreal

Sole Agents for Canada and the United States.

CHICKEN HADDIES

are big Sellers during the Warm Weather

Sells at a Popular Price with good Profits

CHICKEN HADDIES REGISTERED

CHICKEN HADDIES

are Popular with Campers AND Picnic Parties

Already cooked, can be eaten Hot or Cold

THE MARITIME FISH CORPORATION, St. Nicholas Street, MONTREAL

Pride of Canada

Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Summer Trade.

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. Mackenzie & Co., 95 King Street East, Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION, LIMITED

Sell

SIR HAIG

Cigars and Make

Good Profits

Sir Haig, the biggest nickel's worth sold to-day, is the cigar you should stock for your customers.

It's a good cigar; it's a big cigar; and it is well advertised. If you do not handle Sir Haig cigars drop us a line for the name of your nearest jobber and for prices.

Wm. Ward & Sons, Limited

London -- Ontario

Makers of good cigars for over 50 years

Mr. Merchant :

Here is the Leader of hair tonics and renewers

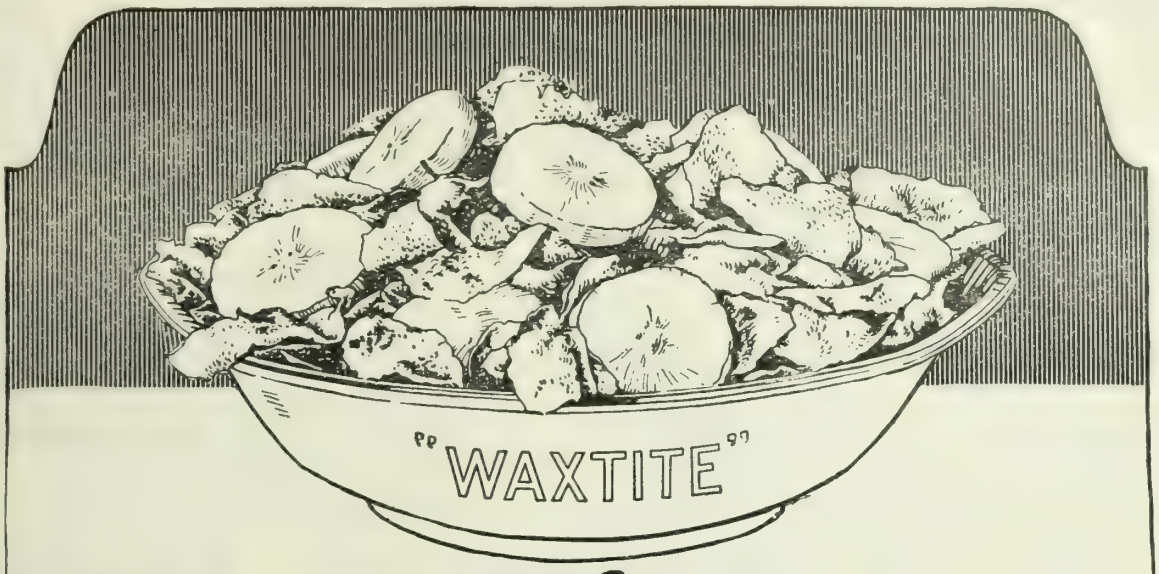
Glover's Mange Medicine

A business success of over 35 years is behind this medicine.

Advertising matter bearing imprint and display cards supplied gratis.

H. Clay Glover Company, Inc.

129 West 24th Street New York City



So extra delicious

With fresh fruits on a hot day

THERE, in brief, is the idea that is being "put over" in a big way this summer in the advertising of Kellogg's "Waxtite" Corn Flakes—a light healthful food of inviting goodness.

OVER TWO MILLION WOMEN A WEEK

are putting the family on a lighter diet as a result of reading these striking advertisements which appear in all the leading newspapers in the Dominion from Coast to Coast.

You can't afford to put hard labor into "selling" breakfast foods—you need your time for running the store. You want a quick turnover—no stale stuff on your shelves. Kellogg's "WAXTITE" Corn Flakes meet an assured and definite demand—they are sold when they reach your store. Such advertising as this is only **one** of the reasons why.

Kellogg's **WAXTITE**
CORN FLAKES

Also makers of KELLOGG'S KRUMBLES and KELLOGG'S BRAN, cooked and krumbled

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

POSITION WANTED—CLERK IN GENERAL store, long experience. Good references. Can speak both languages. Age 24. Box 212, Canadian Grocer, 153 University Ave., Toronto, Ont.

GROCER OR GENERAL STORE CLERK making a change in near future, looking for steady position. Fifteen years Toronto experience five years general store; southern or western Ontario preferred. Married man, age 35. Box 214 Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED SIDE LINES FOR GENERAL stores and grocery trade, wholesale and retail for Quebec Province and New Brunswick. Address replies W. J. Wilson, 170 De Laroche Street, Montreal.

WANTED—YOUNG MAN WITH SOME KNOWledge of writing advertisements, who has had experience in buying and selling food products. Good opportunity for advancement. Apply by letter to Box 216, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE

FOR SALE.—50 MERCHANT'S PRICE TICKets 50c. Samples 25c. M. Moorby, Newmarket, Ontario.

FOR SALE FIRST CLASS GROCERY AND Meat Business. Going concern. Location best part of City, Halifax, N. S. Good opportunity for right man to secure well established business. For particulars apply P. O. Box 517, Halifax.

WANTED AT ONCE, EXPERIENCED, ENERgetic Wholesale Grocery Salesman for city work. Apply Post Office Box 974, Sault Ste. Marie, Ont.

GENERAL STORE IN A GROWING SILVER mining camp, with post-office, no competition, no taxes, good reasons for selling. A. J. Provencher, Silver Centre, Ontario.

Good Sellers make business easy

BAKER'S

Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.

Registered Trade Mark

Made in Canada by

Walter Baker & Co. Limited

Dorchester, Mass. Montreal, Can.

Established 1780

JAM MAKER

experienced in high-class lines, open for engagement. Apply

E. A. DUMBRELL,

132 Sanford Ave., St. Lambert, P.Q.

CLASSIFIED ADVERTISING

MR. MOORBY, of Newmarket, who ran a small Advertisement on price tickets, writes:—

"The last advertisement you inserted for me more than paid for itself."

Do you need a clerk? Do you want a position?

Do you need a salesman? Do you want to buy a business?

Do you need a bookkeeper? Do you want to sell a business?

Do you want to change your present position?

Any of these needs can be supplied if you go about it the right way. The cost is so small—only 3 cents per word for the first insertion—2 cents per word for each subsequent insertion—5 cents extra per insertion for replies to be placed under box number.

PAYABLE IN ADVANCE.

CANADIAN GROCER - 143 University Ave., TORONTO.

Now is the Time to Buy—don't wait.

Consult these Advertising Pages.

Our Advertisers will *Save* You Money—buy now.

MACDONALD'S

The Tobacco with a heart

The Tobacco with a Heart of Gold

The retailer who stocks Macdonald's finds gold at the heart of his tobacco business. More money in Macdonald's is not only a phrase but a fact.

Extra profits and a rapid turnover make Macdonald's the best-paying line in this country to-day. Did you know that more Macdonald's is being sold than any other tobacco in Canada? And the demand is growing every day. It's worth-while to give a little prominence to "the tobacco with a heart."

CANTALOUPES

First Car from California
Due Monday next

Georgia Peaches
6 Basket Crates

California Cherries

Mississippi Tomatoes
4 Basket Crates

Local Strawberries, etc.
The Best the Market Produces

Orders Solicited

White & Co., Ltd.
TORONTO

"GEORGIAN"
BRAND
BUTTER AND EGGS.

Foreign and Domestic
Fruit and Vegetables

LEMON BROS.
OWEN SOUND ONT.

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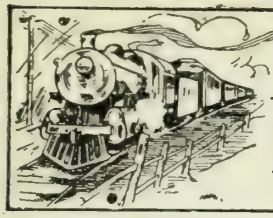
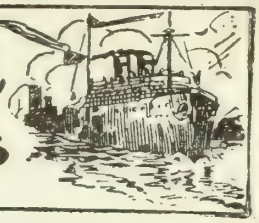


BUYERS' MARKET GUIDE
Latest Editorial Market News



TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

PASS IT ON

Do you pass your copy of Canadian Grocer on to your clerks and to your new friends in the trade?

Canadian Grocer will take them through the stores of dozens of successful merchants every week.

Markets, sales, advertising windows, the successful methods of hundreds of merchants reported for them.

Can you think of a more broadening influence and a more educative medium in which to get them interested?

The more your clerks know about the grocery business the more value they will be to you.

Pass Canadian Grocer on and if they want to subscribe, the price is $4.00 a year—(less than eight cents a week). Address

Canadian Grocer
153 University Avenue
TORONTO, CAN.

J. & J. Taylor's Safes for Sale

One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.
One J. & J. Taylor Safe, 18 inches deep, two feet 9 inches wide, four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 108, Canadian Grocer.
153 University Ave., Toronto

NORWEGIAN SARDINES LOOK HIGHER

Indications are that the new pack of Norwegian sardines will be quoted at a higher price than the present price on last season's pack. The packing season opened this year about one month later than usual and the production is not panning out as large as at first anticipated. The situation in Norway is also vastly different to that of a year ago when stocks held there were large, resulting in lower prices and a more or less depression in the market. This year the season opens with no carry over of stocks and with the short packs canners have higher ideas.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank Street

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

TEA
Individual Tea Bags
Are Manufactured By
NOCK and COMPANY
110 CHURCH ST., TORONTO
We offer a complete service, including Tea Bags, Filling and Labelling Bags, and packing cartons.
Let us quote you.

SHERER SANITARY GROCERY COUNTERS

Twelve and one-half per cent. more profit for you when you sell food by weight instead of in unnecessary or extravagant packages.

Ask us to prove it.
Dept. 57.

SHERER - GILLETT CO., LIMITED
Guelph Ontario.

Opportunities are Offered Every Week On This Page.

Are you making use of them?

THE McCASKEY

A COMBINATION which While Giving Complete Adding Machine Service—Constitutes

A CASH REGISTER

Equal to Any Four or Eight Drawer Cash Register

Adding Machine

By use of Duplicate Tape on Adding Machine a Cash Receipt can be given to Customer, the Duplicate remaining on Rewind Pin as record.

A TWO YEARS' GUARANTEE

with each Machine

ADDING MACHINE— CASH DRAWER— CASH REGISTER—

CHOICE OF THREE KEYBOARD ARRANGEMENTS

One or two rows of 9 symbol keys will give complete Department and Clerk control.

Cash Drawer

Operated by Adding Machine Lever—Bell Ringing when Opened.

A CASH SYSTEM for all lines of business. Without equal in price and service. It Adds, Subtracts and Multiplies. Sold on Liberal Monthly Payment Terms.

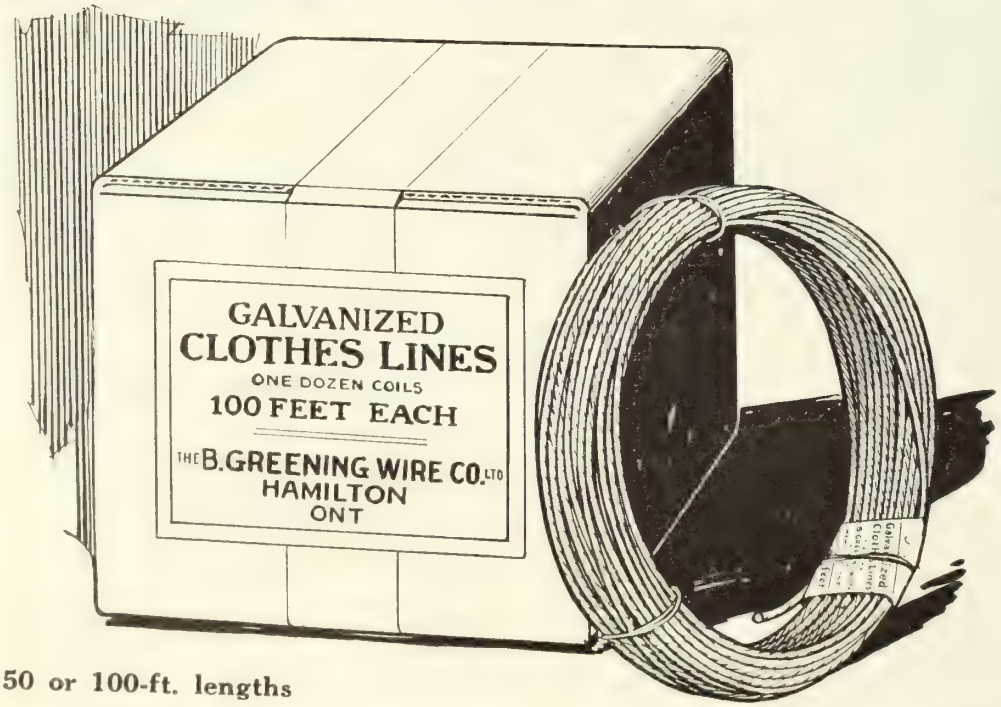
Another Addition to the Already Famous "McCaskey" Line of Specialties in Account Systems.

McCASKEY SYSTEMS LIMITED

GALT - - ONTARIO

Account & Cash Systems--Adding Machines
Sales Pads--Counter Check Books.
Triplicate and Duplicate styles sales books of all kinds.

Greening's Galvanized Wire Clothes Lines



Sell better than cotton lines because they last much longer. You are overlooking business if you don't carry them.

Ask your jobber or write us.

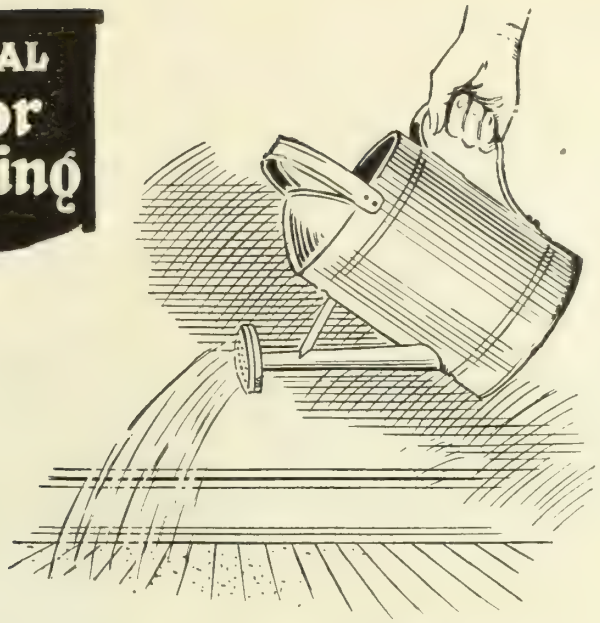
Will not rust—won't get rotten. Worth a dozen made of cotton.

50 or 100-ft. lengths

The B. Greening Wire Company Limited

HAMILTON .. .. CANADA

IMPERIAL Floor Dressing

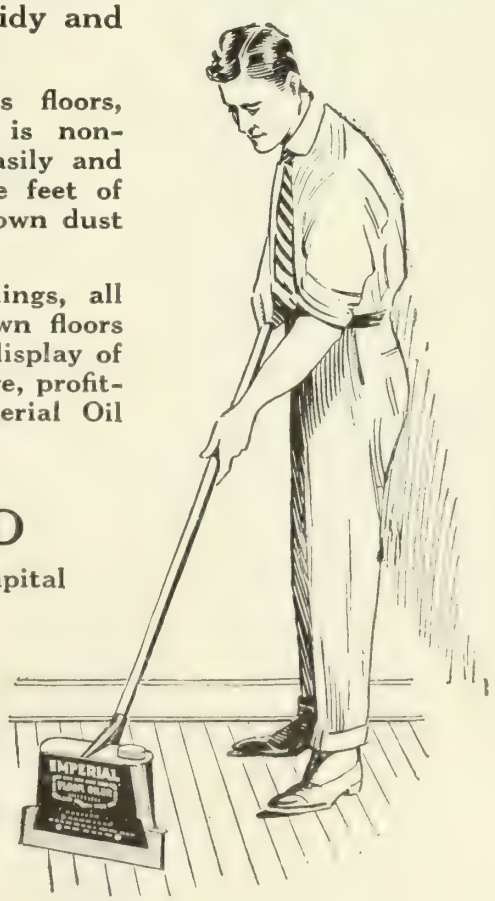


There's a Better Way-

At best the sprinkling can only lays dust *temporarily.* If you would get rid of at least 90% of it *permanently,* use Imperial Floor Dressing. It catches and holds the dust on the floor, and regular sweeping with a stiff broom removes practically all of it, leaving your store clean, tidy and dust-free.

Imperial Floor Dressing cleans and preserves floors, whether of wood, linoleum or oil-cloth. It is non-evaporating and non-gumming, and spreads easily and evenly. One gallon will treat 500 to 700 square feet of floor surface, and one application will keep down dust for weeks.

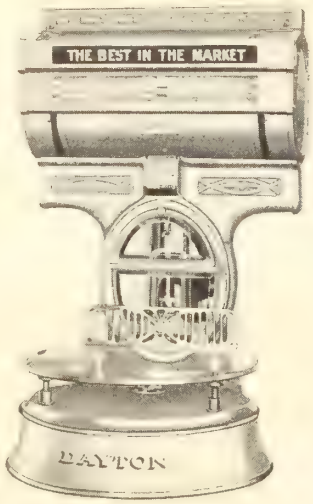
Churches, schools, hospitals and public buildings, all require Imperial Floor Dressing. With your own floors as a silent salesman backing up a prominent display of the attractive containers, you can develop a large, profitable business in your territory. Let the Imperial Oil Salesman tell you more about it.



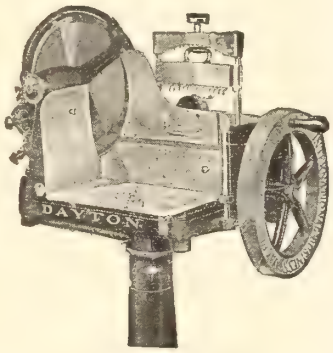
IMPERIAL OIL LIMITED

Canadian Company Canadian Capital
Canadian Workmen

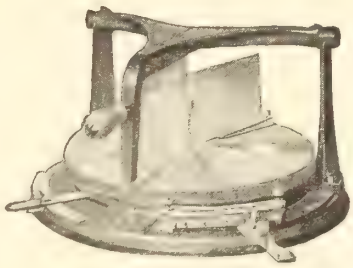
To insure even distribution of Imperial Floor Dressing, use the Imperial Floor Oiler. It does the work quickly, easily and most economically.



Dayton Computing Scale



Dayton Meat Slicer


Dayton Cheese Cutter

DAYTON Equipment Pays Dividends

By saving time in the serving of customers; by enabling you to serve **more** customers; by freeing your clerks from awkward hand operations and enabling them to give their whole minds to courteous service; by giving your store that atmosphere of modern efficiency which attracts more customers—in these and a thousand other ways, Dayton Scales, Dayton Meat Slicers and Dayton Cheese Cutters pay you big dividends.

Three Profit Savers

DAYTON COMPUTING SCALE gives exact weights and prices automatically. No fumbling with the hands; no figuring. Overweights are prevented and profit leaks stopped.

DAYTON MEAT SLICER is the simplest and most durable slicer made. It cuts cleaner and quicker; gives three times as many slices to the pound as hand slicing; slices to the end of the meat. It is sanitary and attractive—a service giver which customers appreciate.

DAYTON CHEESE CUTTER is the only cheese cutter in the world that will cut to value or weight or both. It keeps cheese in better condition and prevents waste. It attracts customers and trebles your cheese sales.

All Dayton Machines are sold on attractive monthly payments without interest. Discount for cash. Write us for circulars.

INTERNATIONAL BUSINESS MACHINES COMPANY, LIMITED

Frank E. Mutton, Vice-President and General Manager.
Head Office and Factory: 300 Campbell Ave., Toronto.

Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. Johns, Nfld.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

Clerks' and Trade Mark Issue

CANADIAN GROCER

The Largest Circulation of any Trade Paper in Canada
Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI. PUBLICATION OFFICE: TORONTO, ONT., JUNE 30, 1922 No. 26

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation.
Copy of Report will be sent on request to anyone interested.

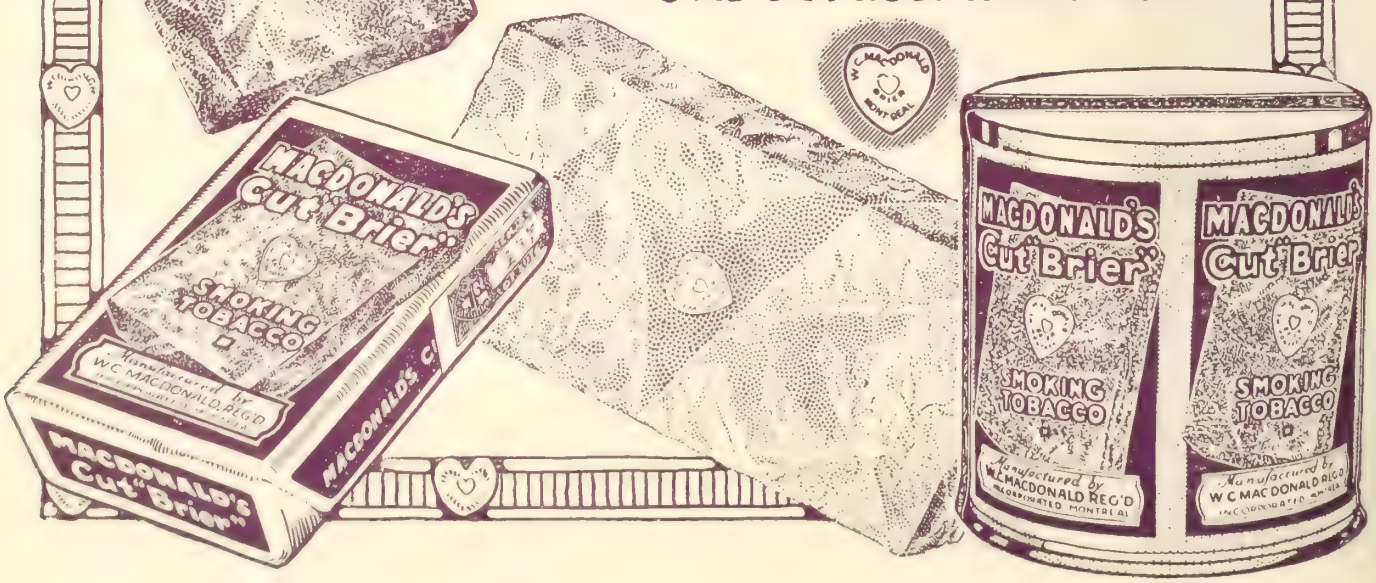
MACDONALD'S

When MacDonald's First was Known

There weren't so many brands of tobacco in Canada as there are to-day—not by a long way. Yet, in spite of all the various names that have come and gone in the past sixty years, the grand old name MACDONALD'S has always stood for the "best value in the best tobacco" in the minds of Canadian tobacco-users. So that to-day more men are buying MACDONALD'S than any other tobacco on the market.

There you have the reason why more dealers are making more money on MACDONALD'S than on any other tobacco. Wider margin of profit—extra profits from extra plugs in every 10 lb. caddy—these help, but the **real** profit on MACDONALD'S lies in the rapid turnover and the enormous demand for "the tobacco with a heart."

The Tobacco with a heart



"EAGLE BRAND" CONDENSED MILK
"ST. CHARLES" EVAPORATED MILK
MALTED MILK—SQUARE PACKAGES

Borden's

"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
"REINDEER" CONDENSED MILK

Here's a tried and proven plan that will speed up your Summer sales of

Borden's
MILK PRODUCTS

NOTICE—The Sales Tax is removed from Condensed Milk and Evaporated Milk. This will increase your turnover of these products.

Place a picnic hamper in your window filled with suggestions for picnickers, including an assortment of Borden's Celebrated St. Charles, the Milk "with the cream left in," Eagle Brand Condensed Milk, and Reindeer Coffee and Cocoa. Hundreds of grocers have found this plan not only increased their sales of Borden's high Standard Milk Products but also brought larger sales of other suitable picnic lines. Be sure your picnic hamper display contains a card suggesting the convenience and deliciousness of Borden's Products—they solve the milk question.

MONTREAL **The Borden Co. Limited** VANCOUVER

READ HOW THIS MONTREAL GROCER BOOSTED HIS PROFITS AND SALES WITH A UNIQUE DISPLAY OF

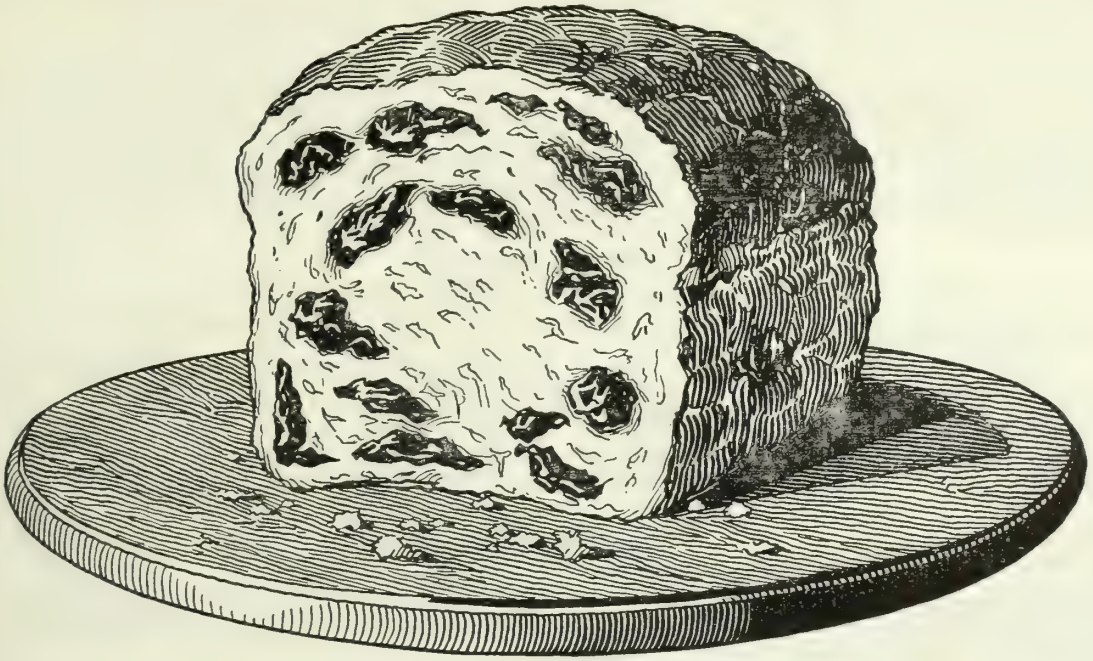
ROYAL
Salad Dressing

A short time ago the Walter Paul, Cash and Carry Grocery of St. Catherine St., Montreal, held a display and demonstration which lasted a week. Customers were invited to sample dainty tomato sandwiches and a number of vegetable salads prepared with **Royal Salad Dressing.** The result was that most every customer who sampled, bought a trial bottle of either **Royal Mayonnaise** or **Royal Salad Dressing,** and throughout the week sales reached a surprising total. Not only did this method handsomely repay these aggressive merchants for their extra trouble during this display week but ever since the demand for this popular summer seller has been exceptionally brisk.

Why not get some of these extra profits yourself, Mr. Grocer, by putting in an attractive "ROYAL" window. You, too, will find it well worth any extra efforts. Your wholesale will supply you.

THE HORTON-CATO MANUFACTURING CO.

WINDSOR, CANADA



Great Raisin Bread Campaign

—in the interest of grocers *Everywhere*

THE Sun-Maid Raisin Growers are now running a tremendous advertising campaign on *Raisin Bread.* It embraces the entire continent.

This advertising is appearing in newspapers in your province—*increasing Sun-Maid sales for you.*

Advertisement after advertisement arouses consumer interest in this delicious Raisin product. You can sell *more* Raisin Bread if you tie up to this sales-booster. Let your customers know you have it and can supply them with this delicious loaf they like so well. It is a profitable business.

5,314 Newspapers !

Over 5,000 newspapers in all will carry this *localized* national advertising on Raisin Bread. The leading papers in *your* province have it. Probably never before has Raisin Bread been so attractively and *thoroughly* advertised in your neighborhood. Best of all—*every one* of the

150,477,736 Advertisements Say— "Ask Your Grocer or Baker"

We *urge* your customers to come to you for the Raisin Bread you sell. This advertising will create a demand that will *continue* to build Raisin Bread sales for you, so don't overlook this opportunity to stimulate this business with a great advertising campaign behind it.

Sell more Raisin Bread. Let this great advertising campaign and our Dealers' Service aid you to increase this *profitable* business.

SUN-MAID RAISINS

Insist on Sun-Maid Raisin Bread, made by all leading bakeries, because these raisins are especially delicious when baked into bread, cakes, cookies, pies, etc.

Seeded Sun-Maids are especially for bakers' use. They are carefully selected, washed and sterilized. You can safely recommend Raisin Bread made with Sun-Maids to your customers. They are the pride of over thirteen thousand select raisin-growers of California.

Sun-Maids for Home-Baking

Capitalize on this interest in Raisin Bread by displaying Seeded Sun-Maids prominently in your store. They are the same kind used in the bakers' loaf and are ideal for home-baking.

FREE

The coupon below will bring you free display material that you can put to good use during this campaign. Mail it now—be the first in your neighborhood to tie up to this great advertising drive.

Sun-Maid Raisin Growers

Membership 13,000 DEPT. G106, FRESNO, CALIFORNIA.

Sun-Maid Raisin Growers
Dept. G-106, Fresno, Calif.

Please send me free display material for use during summer season advertising campaign.

Name .....

Street .....

City..... Province.....

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers' Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

The J. T. COX Commission Agency
Winnipeg
Tea and Coffee Our Specialty
Also representatives for
FIELD & CO.
Fruit Merchants London, England
"Turban" Brand specialties

CALGARY
We are the medium of service for the prompt distribution of your product in Western Canada.
USE OUR SERVICE
Security Cartage & Storage Co., Limited

The City Dray Co., Limited
230 Princess St.,
Winnipeg
Storage and Distribution
Insurance Rate 30c

SAINSBURY BROS., LTD.
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods.
501 Confederation Life Bldg., Winnipeg
OFFICES:
St. John Montreal Toronto Vancouver

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

This Space is Yours
for $2.20
on Yearly Order

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

Offer Their Principals

A Successful Sales Organization

Exceptional Warehouse Accommodation
For Storage and Unloading

The Service of a Strong, Successful Organization

THE NATIONAL BROKERS

HEAD OFFICE:
WINNIPEG, MAN.

Branches; Regina, Saskatoon, Edmonton, Calgary, Vancouver, Fort William, Montreal
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

Personal Marketing Service

The "House of Scott-Bathgate" offers manufacturers who are desirous of successfully placing their products in the rich Western field a personal selling organization with an 18-year-old reputation for producing big results.

We have successfully placed such products as Christie's Biscuits, Robertson's Confectionery and Hungerford & Smith's Fountain Supplies and we can do the same for yours. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

½ million buyers see an advertisement similar to this every week. Display the Tea. The Codville Company Ltd.

5

THE BEST IN 1750 STILL LEADING

PURNELL'S Pure Malt VINEGAR

IN CASK OR BOTTLE

Purnell & Panter, Ltd., Bristol, England

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan

Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.

Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO

LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

Baker Sales Co.

An efficient sales force for detail work—years of sales promotion work behind our organization—prepared to capably market any good food or allied product in Ontario. Tell us about your goods and ask us our plans.

Confederation Life Building
TORONTO

Merchandise Brokers — Manufacturers' Agents

WE COVER 1 LOGGIE, SONS & CO. 2 CANADA

32 Front TORONTO — St. West CANADA

GEORGE G. YORKE

Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West, TORONTO.

We Cover Western Ont. Thoroughly

Now representing Sainsbury Bros; J. H. Wethey, Limited; Harry Hall & Co.; Imperial Grain and Rice Milling Co.; and others.
We do Detail Work. Get in touch with us.
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
LAING BUILDING, WINDSOR, ONT.

SAINSBURY BROS., LTD.

BROKERS
Dried Fruits, Nuts, Beans, Canned Goods.
Head Office 35 Front St., East, Toronto
OFFICES:
Vancouver Winnipeg Montreal St. John

BEER

The Consumer wants the BEST.

The Famous CREAM OF MALT is the BEST.

So give him the BEST.

Canadian Malt Extract Co.
44 Pearl St. Toronto, Ont.
Telephone Adelaide 3304

Walter Woods Limited

WILLOW CLOTHES BASKETS

Hamilton - and - Winnipeg

WITH THE $25.00 WE OFFER YOU A
33 1-3 PER CENT. PROPOSITION
IN SELLING **Purgative Water**

SEE PAGE 54

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs
Pois et Feves
Produits Alimentaires
17 ST. PAUL EAST
Importers & Exporters
Peas and Beans
Food Products
MONTREAL

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL.

BRITISH GELATINE
We represent ZIMMERMAN & COMPANY manufacturers of Gelatine. These are of special high quality and low prices. Your enquiries solicited.
J. RUSSELL-MURRAY CO., LIMITED
Coristine Building, MONTREAL

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL
Established 1876
Telephone Main 1581

HARRIES & CROMWELL
GROCERY BROKERS
IMPORTERS and MANUFACTURERS' AGENTS
11 St. Sacrament St., MONTREAL

SAINSBURY BROS., LTD.
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods.
116 St. Nicholas Bldg., Montreal.
OFFICES:
Vancouver Winnipeg St. John Toronto

Thistle Brand Finnan Haddie

Meets Many Summer Needs

You know how people buy food in warm weather. They avoid the heartier meats, and use lighter foods—more fish. Our nutritious, appetizing Finnan Haddie fills this demand. Besides, it sells briskly in summer for hurry-up lunches, picnics, outdoor suppers, camp meals. You can recommend Thistle Brand Finnan Haddie to your finest trade.

Packed by
Frank E. Davis Fisheries, Ltd.

General Sales Agents
Tippet & Co. Ltd., Montreal

OAKEY'S
"Wellington" KNIFE POLISH
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.
John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.I. Eng
Agents:
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermot Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B. C.

Made in Canada
FLY TERROR
After years of experimenting, we have succeeded in manufacturing a product that will positively keep Flies, Mosquitoes, etc., away.
This preparation is in great demand by Hunters, Campers, Tourists, Fishermen, Surveyors, etc.
Order your supply NOW for the Spring and Summer Trade. A Big Seller—Showing a nice Profit.
Representatives Wanted
THE FLY TERROR MFG., "Regd."
7 NOTRE DAME SQUARE - - QUEBEC

NU-JELL

THE PERFECT JELLY POWDER

13 - Delicious Flavors - 13

SETS—QUICKLY, FIRM AND CLEAR

Nu-Jell will be a Big Seller all Summer

OWING TO ITS MAGNIFICENT SETTING POWER AND

SUPREME FLAVOR

Costs No More Than Ordinary Jelly Powder

MAIL YOUR ORDER DIRECT TO THE MANUFACTURERS

THE HARRY HORNE CO., LIMITED - TORONTO

Makers and Distributors to the Trade of High-Class Food Products

GIBSON-PATERSON, LTD., Western Canada Agents.
COLE-KNIGHT & HORNE, 715 Drummond Bldg., Montreal (Quebec and Maritimes).

BODLEY'S DANDY CAKE

A Seasonable Seller of Splendid Quality

A Half Pound of Real Fruit Cake Carefully Sealed in Wax Paper

To Retail at 15c a Packet

$1.40 per Box of 12

Express Prepaid on Shipment of 4 Boxes

Send in Your Trial Order To-day

C. J. BODLEY LIMITED

TORONTO

TONIC "MUCIOR"

The French Tonic Wine

Can be sold in all parts of Canada.

A real Tonic.

Appetizing and refreshing.

Try an order.

Big profits.

Quebec Drug Co.
Quebec

WHAT THE THERMOMETER SAYS—

It's hot, and your customers do not want to eat hot food or cook it. Salads are popular. What an opportunity for the wide awake grocer! Feature olive oils with your fresh vegetables but be sure that it is the best. COSTA Brand is **always** the best.

Just try a window display of COSTA BRAND EXTRA SUPERFINE OLIVE OIL for one week and see the big increase in sales. There is a good profit in this brand. Write us for prices. Free samples will be gladly furnished on request.

Costa Brand Extra Superfine Olive Oil

Awarded Gold Medal at St. Louis Fair

IMPORTERS

Amoroso & Malagodi Co., Limited

119 & 121 ST. HENRY ST., MONTREAL

Save Your Perishable Foods
and
You Save Your Profits

There is only one Eureka Refrigerator and it is made in Owen Sound. Don't be misled into believing you are getting a Eureka, unless you know it is the genuine, made in Owen Sound, Eureka Refrigerator!

For only in genuine Eureka Refrigerators is it possible to save your perishable foods and thereby not only **save** but actually **increase** your profits. In hot weather the genuine Eureka Refrigerator is an actual necessity.

Write for free catalogue to-day. Prompt shipments from our large stock.

Eureka Refrigerator Co., Limited

Head Office and Factory:
OWEN SOUND, ONTARIO

STICKNEY & POOR'S PRODUCTS
ARE

MUSTARDS
SPICES
AND
SEASONINGS

All Standard Products that you will be proud to display on your shelves. Ask your jobber about them. In every article of this complete line there is a good profit for you.

Your co-operating servant,
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century old — Century honored 1922
HALIFAX
Mustard Spices Seasonings

When Customers
order supplies for
Summer Cottages,
remind them of
O'Keefe's
The result will be—profitable sales and customers' gratitude.

Favorites are:

O'Keefe's Imperial Ale, Lager and Stout, Special Pale Dry Ginger Ale, Ginger Beer, Cola, Sarsaparilla, Orangeade, Lemon Sour, Cream Soda.

O'KEEFE'S
TORONTO
Phone—Main 4202

5c CYLINDER PACKAGE—PACKED 40 5c PACKAGES IN DISPLAY CARTON SPANISH OR BLANCHED SPLITS

FOR
GOOD PEANUTS
SELL
THOMPSON'S SALTED PEANUTS
IN CYLINDER AND ENVELOPE PACKAGES; ALSO 5-LB. TINS, 30-LB. CARTONS, BARRELS CYLINDER PACKAGE NOW AT PRE-WAR SIZE

ESTABLISHED 1905

ORDER TO-DAY FROM

A. E. Thompson
149 NOTRE DAME E.
Winnipeg

D. J. MACLEOD & CO., CALGARY—EDMONTON
G. B. THOMPSON & CO., LTD., WINNIPEG

Kolacafé REGD

The rich mellow flavored coffee

If your Wholesale Grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.

CHICKEN HADDIES

are big Sellers during the Warm Weather

Sells at a Popular Price with good Profits

CHICKEN HADDIES REGISTERED

CHICKEN HADDIES

are Popular with Campers AND Picnic Parties

Already cooked, can be eaten Hot or Cold

THE MARITIME FISH CORPORATION, St. Nicholas Street, MONTREAL

FRENCH CASTILLE SOAP 72% "La Grappe d'Or" in Bars, Squares and Cakes.
BERTRAND'S ALIMENTARY PASTES, Macaroni, Vermicelli, Spaghetti, etc., etc., in sealed pound packets.

LYON, GRIGNY, Le HAVRE & CHALON, FRANCE.

HERMANT'S MUSHROOMS, all qualities. The largest packer in the world.

PRICES on APPLICATION

HENRI JONAS & CO.,

173-177 St. Paul St., West - MONTREAL

Sole Agents for Canada and the United States

READERS OF CANADIAN GROCER

Please write to our Editor at any time regarding any matter upon which you wish information.

The Editor,
CANADIAN GROCER,
153 University Ave.,
Toronto, Ont.

$25.00

For a Name

See Our Advertisement Page 54

Luscious, Ripe Pineapples

Canned in Canada by Canadians

Creamy white, deliciously sweet, this ever welcome fruit packed in heavy syrup makes a delicious dessert, that your customers will ask for again and again.

Pineapples packed by the DOMINION CANNERS are selected fruits, packed with care and sold with this guarantee—equal if not superior to imported goods.

We Can Make Immediate Shipment

Buy Canadian Made Goods and Keep Canadian Workmen Busy

DOMINION CANNERS LIMITED

Head Office - **Hamilton, Ont.**

MADE IN CANADA

WHY PAY the heavy freight and duty on Imported Ginger Ale when you can get a better article that is made at home?

"PEERLESS"

DRY GINGER ALE

is admitted by experts to be superior to any Dry Ginger Ale made in, or imported into, Canada.

Everywhere this brand has been introduced, our claim has been borne out.

The secret of the success of these goods is the superiority of the water and the scientific blending of the different ingredients.

It has a flavor of its own which cannot be equalled. Made from pure spring water in the most sanitary and up-to-date plant in the Dominion.

Bacteriologically pure.

Agents wanted in unrepresented Districts. *Samples, quotations, etc., on request*

Manufactured by

J. & T. MORRIS, LIMITED

Established 1855.

Charlottetown CANADA Prince Edward Island

Good Business Follows Good Values

"SALADA"

TEA has always supplied Incomparable Value

Your Customers appreciate just value for their money.

We Want To Buy

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MacLean Publishing Co.

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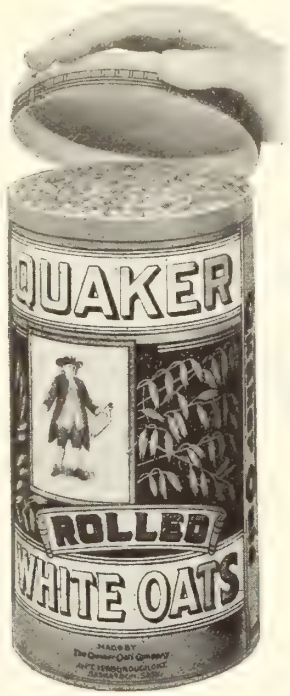


Quaker Talks

No. 1—Selling Package Rolled Oats in Summer

THIS is the season when Grocers who specialize in Quaker Rolled Oats, Tillson's Rolled Oats and Tillson's Aluminum Oats are many dollars ahead of those who take chances on uncertain bulk goods; and there can be no comparison in the satisfaction these package rolled oats give to the grocers' customers.

There is steady profit on these Quaker Quality Cereals, packaged at the mills—

—no loss in "down-weight"

—no loss of time in weighing and parceling as in bulk goods

—no loss in expensive wrapping paper, bags and string

—no loss as is always the case with the last few pounds at the bottom of a barrel which are unsaleable.

—no loss in unfilled orders.

Quaker and Tillson's Oats are especially effective in warm weather

—because of their superior keeping qualities

—because their goodness is sealed in

—because they come to you clean, fresh, uniform, milled and packed with proper care in the largest cereal mill in the British Empire and the most modern mill in the world

—because they are backed by the reputation of the greatest cereal company in the world

—because they give you a quick, reliable turn-over

You can sell cereals in summer if you have the right cereals—Quaker Oats, Tillson's Rolled Oats and Aluminum Oats—and other Quaker Cereals like Puffed Rice, Puffed Wheat and Quaker Corn Flakes.

Any wholesaler in Canada, from coast to coast, will give you immediate delivery of Quaker Quality Cereals, at a price that will give you a good profit.

The Quaker Oats Company
Peterborough, Ont., and Saskatoon, Sask.

Now is the time to book orders for Spanish Dried Fruits

Fancy Muscatel Table Raisins

Packed in carton De Luxe.
The finest quality.
The finest carton on the market.
Will make a beautiful display.
Appealing by itself.

Figs

Esmeralda Brand FRAGRA style, 22 lbs. Boxes
PALACE BRAND Locoum style 1 lb. wooden boxes
" " " " 2 lbs. wooden "
" " " " 4 lbs. wooden "
" " " " 10 lbs. wooden "
" " " " 22 lbs. boxes
White Malaga Figs in Mats 25 and 28 lbs.

Also shippers of Valencia and Jordan Almonds.

Place your orders now with your wholesalers for direct importation.

Buy Thornton's, They Are the Best.

THORNTON & COMPANY

Malaga - - - Spain

Agents:

St. Arnaud Fils & Cie, Montreal, P. Q.
Donald H. Bain & Co., Winnipeg, Man.
R. S. McIndoe, Toronto, Ont.
Jarvis & Co., Vancouver B.C.
Geo. J. Hayward, St. John, Newfoundland.

BE IT EVER SO HUMBLE THERE'S NO BREW LIKE HOME.

LET US INTRODUCE YOU TO

"SYMO" MALTED SYRUP

Scientifically made especially for the brewing of a creamy, delicious beer at home.
One can, containing 2½ lbs. net, will make from five to twelve gallons of good beer, according to your requirements.
Simple and complete instructions with each can.
"Symo" is shipped only in cases containing 24 cans each.

WE HAVE A LIMITED QUANTITY

on which we are making a special price to introduce it, as follows:

One case	ea.	$14.50	(equal to	$7.25	per dozen)	**20 case lots**	ea.	$12.50	(equal to	$6.25	per dozen)
5 case lots	ea.	14.00	" "	7.00	" "	25 " "	ea.	12.00	" "	6.00	" "
10 " "	ea.	13.50	" "	6.75	" "	50 " "	ea.	11.50	" "	5.75	" "
15 " "	ea.	13.00	" "	6.50	" "	100 " "	ea	11.00	" "	5.50	" "

These prices are net, f.o.b. Toronto, Ont. Cases contain 24 cans, not including hops, gross weight 80 lbs. You can find out from your railway agent what the freight will be and you will find the laid-down cost almost one-half the price of any other good brand. Our terms are cash, sight draft with bill of lading attached. Symo is very popular in the districts where it has been introduced and a large number of cans are sold daily throughout the United States and Canada.

WE GUARANTEE SYMO TO GIVE SATISFACTION.

Send us a trial order and stock up while our introductory price is being offered.

Order direct or through your wholesaler

HOPS—We can supply hops in short quarter-pound packages at 75c per dozen packages, f.o.b. Toronto or Montreal.

CANADA FOOD PRODUCTS CO. Reg'd.

273 FIFTH AVE. - MAISONNEUVE - MONTREAL

You Would Have
No More Business Worries

If every product you handle brought the volume of sales, the permanent custom and the satisfactory profit that you are guaranteed on

KEEN'S OXFORD BLUE

It's the "Blue" women want because it makes the clothes snowy white.

Colman-Keen (Canada) Ltd.

520 King St. West -- Toronto

A Valuable Impression

A pleasing impression upon customers is of value. You can create one and at the same time save your goods from damage by spreading sheets of TANGLEFOOT in your show windows, especially over Sunday.

TANGLEFOOT will then be at work for you and will not only catch the flies, but attract the attention of people who pass your store to your efforts to keep your stock clean and fresh. For 1922 TANGLEFOOT has been considerably reduced in price.

Remember TANGLEFOOT *catches the germ as well as the fly, and that poisons, traps or powders cannot do it.*

CANADIAN GROCER

Vol. XXXVI TORONTO, JUNE 30, 1922 NO. 26

No Power to Institute Civil Action

Mr. Justice Orde in Rendering His Decision in the Case of the Attorney-General of Ontario Against the Canadian Wholesale Grocers' Association, and Certain Manufacturers, Dismisses the Action—"Unfortunate That Judgment is Not Given on Merits of Case," Says A. W. Roebuck, Counsel for Attorney-General

TORONTO, June 26.—Judgment has been delivered by Mr. Justice Orde in the civil action brought by the Attorney-General of Ontario against the Canadian Wholesale Grocers' Association, and against the defendants, E. W. Gillett Co., W. C. Macdonald Regd., Inc., St. Lawrence Starch Co., and the Canada Starch Co., Ltd. In brief His Lordship declares that the Attorney-General has no power to institute such an action. Therefore he dismisses it with the plaintiff having to pay costs. The action was heard on February 14, 15, 16, 17 and 18, and on April 4, 5, 6, 7, 8, and 9 of last year.

The Plaintiff's Claim

The statement of claim on the part of the Attorney-General in his action, that all or some or certain groups of these defendants have done certain things or have agreed or conspired among themselves or with others to do certain things which it is alleged constitute an unlawful trade combination or agreement, and have also entered into certain alleged unlawful agreements as to prices of certain articles. The plaintiff seeks a declaration that the defendants or some of them have entered into such an unlawful trade combination to the injury of His Majesty's subjects, and that this alleged trade combination should be dissolved. He asked for an injunction restraining the defendants from continuing to act in pursuance of such trade combinations. He also sought a declaration that the alleged price agreements are unlawful, a dissolution thereof and an injunction from continuing to act in accordance therewith.

Counsel for the Attorney-General based his contention that the alleged acts were unlawful largely because they were of a criminal nature, and he also claimed that they were unlawful at common law, and that the Attorney-General could on behalf of the public obtain the relief sought here in a civil action because of the illegality of the defendants' acts on both or either of the grounds alleged.

Cases Are Different

His Lordship in delivering his judgment, in part stated:

"In determining the right of the Attorney-General to bring this action, no real assistance is afforded that I can see, by citing cases in which a private individual has obtained an injunction because in every such case, the individual private rights must have been injured or threatened before an injunction should be granted.

In addition to the class of cases quoted, many cases were also cited in which the Attorney-General on behalf of the public obtained relief by injunction, but when examined they will be found to fall within certain well defined principles. They are either actions to restrain public nuisances or against corporate bodies to compel them to comply with the terms of their charters.

In all cases of public nuisance an individual who is specially damnified can recover damages quite apart from the right of the Attorney-General to restrain the nuisance on behalf of the public. But in the present case there is no wrong done either to an individual or to the public beyond the fact that the acts or contemplated acts of the defendants, otherwise lawful as contended by the Attorney-General, are declared to be criminal. The mere fact that no action of a precisely criminal nature has been brought before, either here or in England is no ground for holding that no such action will lie. But I cannot see on what principle the court can grant an injunction to restrain what is alleged to be a contemplated crime where no public or private right existing independently of the provisions of the criminal code is invaded or threatened.

Board of Commerce Ultra Vires

The defences of res judicate by reason of the proceedings before the Board of Commerce, and by reason of the effect of the Board of Commerce Act, and of the Combinations a Fair Prices Act of 1919 have been very fully argued. Apart from the fact that my judgment as to the right of the Attorney-General to bring this action renders it unnecessary to deal with this branch of the case at all, there is the effect of the judgment of the Judicial committee in the Board of Commerce Act 1919, 1921 1 A. C. 191, holding that the jurisdiction intended to be conferred upon the Board of Commerce was ultra vires. This would seem to dispose effectively of that defence. All parties were anxious that nothwithstanding any decision against the status of the Attorney-General in this action, I should declare a judgment upon the merits, declaring whether or not the acts complained of were in contravention of the provisions of section 498 of the criminal code.

Can Have No Civil Action

It is of course apparent that if they do not infringe section 498, the plaintiff fails in any event. I have consulted some of my brother judges as to the expediency of determining in a civil action whether or not the acts complained of constitute a crime and they agree that it would not be proper for me, no matter how much the parties may desire it, to make a finding on the question, which is a mixed question of law and facts. I am clearly of the opinion that no civil action lies at the suit of the Attorney-General. Any such finding would tend to embarrass any other court in case criminal proceedings are instituted. In view of this expression of opinion I feel that I ought not to express any opinion upon the question

of the criminality at all.

Being of the opinion, therefore, that no such action as this lies at the suit of the Attorney-General, the action will be dismissed with costs.

Decision on a Technicality

"Attorney-General Raney is out of the city at the present time, and it will be the beginning of next week before I can consult with him," A. W. Roebuck, counsel for the Attorney-General told a representative of Canadian Grocer. "However, I am preparing a memorandum for him on his return."

"Have you anything to say in regard to the judgment?" Mr. Roebuck was asked.

"I think it is very unfortunate the decision has been rendered on a technicality, rather than on the merits of the case which cannot be avoided. His Lordship declares that the Attorney-General has no power to institute a civil action of this kind, and therefore does not express any opinion on any point brought up. I can't say just now whether we will appeal or not, until I consult with the Attorney-General. It is the first decision and we are not discouraged. It took a period of twenty years to make the Sherman Act in the U. S. A. effective. The judge intimates that the only recourse is to prosecute individuals under the criminal code, but this we did not wish to do. We preferred to get a decision in the Civil Court. It is very regrettable that no expression of opinion has been given on these questions, since they are of such very great importance, and all parties were anxious to have it. We will have some announcement to make as to our next course, when the Attorney-General returns."

Some of the members of the Canadian Wholesale Grocers' Association when interviewed did not care to express any opinion on the judgment preferring that any such statement should come from their own solicitor, L. F. Hellmuth, K. C. who, when Canadian Grocer interviewed him, stated that he had not gone into the judgment as yet, but would carefully consider it in the next few days.

Are Protesting Changes In Freight Classifications and Minimum Car Weights

Wholesale Grocers Oppose Any Change That Will Make It More Expensive to Ship Grocery Lines—Representatives of Wholesale Grocers Now Conferring With Canadian Freight Association

MONTREAL (Special).—On Tuesday morning of this week representatives of the wholesale grocers of Canada met the special committee of transportation of the Canadian Freight Association to protest against an advance in the minimum car weights on grocery lines. Such an advance would virtually increase the cost of freight service for the grocery trade, so the wholesale grocers pointed out.

Introduces Deputation

Armand Chaput, president of the Canadian Wholesale Grocers' Association introduced the deputation by saying that already the wholesale grocers found it difficult to make up car lots so as to take advantage of the present minimum car weight of 24,000 pounds. "To take advantage of these rates at the present time it means making shipments on consignment and over ordering which is very dangerous on account of the present strained financial conditions. We are opposed to any change in the present classification which will make it more expensive to ship grocery lines. The grocery business cannot stand it just now and we ask that the Freight Association deal fairly with our proposition and try to understand our position."

Many Manufacturers Present

Many representatives of Canadian and United States manufacturers were present and prior to the introduction of the wholesale grocers they had a conference with the committee of the Freight Association which was headed by the secretary G. C. Ransom. Sinclair Balfour, of Balfour, Smye Co., Hamilton, Ont., and Thomas Kinnear of T. Kinnear Co., Toronto, represented the western wholesale grocers. A. C. Pyke, secretary of the Canadian Wholesale Grocers' Association of Canada was down from Toronto with facts and figures to lay before the committee.

To Make Grocery List

During the morning session it was decided that the wholesale grocers would make up a list of all the commodities handled by the grocery trade and submit the same to the committee for study so that an understanding could be come to in connection with a classified grocery list. At the time of going to press nothing definite in either side of the question had been decided and the conference is expected to carry on for the next day or so.

Makes Clearer Jam Regulations That Already Exist

In an article appearing in last week's issue on the jam situation it was stated: "It is expected that the new regulations which have been under discussion for some time, restricting the use of pectin to four per cent. instead of ten per cent. as formerly, will be effective for the new season's pack of strawberry jam."

The statement in regards to "new regulations' 'is not correct. The government has put forward no new regulations, but rather have been endeavoring to make clearer the definition of the regulations that do exist. The standards have always allowed the use without declaration in "pure jam" of fruit juice up to ten per cent. but this was such an indefinite wording that manufacturers did not appear to know just what it meant. The regulations did not permit the use of ten per cent. "pectin" in pure jam without declaration on the label.

The government has now defined the amount of "fruit juice" which may be used on the basis of "75 per cent. of added pectin" in the finished jam and give a method for determining this amount of pectin. This standard is worked out and based on pectin, which allows the use of four pounds of pectin in one hundred pounds of jam or its equivalent in "crude apple juice." In fact, there is absolutely no change over what formerly existed but merely a defining of an indefinte wording of the former regulations.

Foodstuffs in Cold Storage Plants During Month of June

Ottawa, June 26.—A report on the cold storage holdings for the month of June, 1922, issued by the Dominion Bureau of Statistics, is as follows:

The butter in storage amounts to 2,802,073 pounds of creamery, and 107,622 pounds of dairy. Comparative figures show this to be a decrease of 1.33 per cent. in each case of creamery and 64.066 per cent. for dairy as compared with the corresponding month last year.

Oleomargarine stocks are now 121,739 pounds, a decrease of 53.24 per cent. from last year.

Cheese in storage amounts to 5,907,979 pounds, an increase of 112.27 per cent. from last June.

From last June, cured beef decreased 38.09 per cent. from last year; in process of cure increased 39.41 per cent. from last year.

Stocks of mutton and lamb are 757,659 pounds of frozen and 34,088 pounds not frozen. Comparative figures show frozen stocks to have decreased 74.98 per cent. from last year, not frozen stocks decreased 35.50 per cent. from previous year.

Fish stocks show 8,571,068 pounds in cold storage and 820,991 pounds other than cold storage. The total of 9,392,059 pounds is a decrease of 46.04 per cent. from last year's holdings.

Milk stocks show 1,284,640 pounds of condensed milk, 4,172,252 pounds of evaporated milk, 25,122 pounds of whole milk powder, and 1,439,588 pounds of skim-milk powder.

Apples in storage show 1,102 barrels

(Continued on page 20)

Should be Selling for the Future Too

This Clerk Believes That in Dealing With a Customer His Idea Should Not Be Just to Sell Her To-day, But to Secure Her Patronage Permanently for the Store—Let the Clerks Know Costs of Merchandise—Increases Their Interest In It

"MY IDEA is to make people feel as much at home in this store as I possibly can." That is the way a clerk of many years' experience in the grocery trade, and now employed in the store of A. G. Bain, King Street, Hamilton, expressed himself, when a representative of Canadian Grocer asked him about his ideas of selling customers. "It isn't just what we are going to sell a person to-day," he added, "but we must also have the idea in mind of selling for the future. For instance if a customer asks for a certain line, and you do not happen to have just that particular article requested, the natural tendency is to suggest something else that perhaps you are convinced is just as good as the one specified. Observance of the customer is essential at this stage. It may be evident that her mind is not on the article you are suggesting, and apparently she does not wish to take anything but the one asked for, feeling that the one offered in its place is just not the thing she desires.

A Time To Stop Talking

"There is a time for the clerk to stop talking and it is just here. Make the customer feel you have her interests at at heart at all times, but being over zealous in an effort to make her buy something she does not want, sometimes antagonizes her and turns her from the store. In most instances, in my experience, the average customer will take the clerk's word that such an article is just as fine as the one asked for, but the point is, that there are occasions when a clerk anxious to make a sale makes it appear to the customer that he is overruling her judgment, and consequently she does not like it. In endeavoring to make a sale of this kind, the salesman or saleswoman must be convincing but in a tactful, advisory sort of way.

"In this store clerks have their own particular customers, whose wants they specially look after. When they come into the store they go to the clerk who always attends to their wants. When they call on the telephone they are given their usual salesman. I think this system gives the clerk a better opportunity to study the customer. We know the little things that particularly please certain people. Just this morning we received a shipment of fowl. I know a lady who always likes to get chickens when we have them, and I telephoned her, with the result that a sale not only of these chickens was made, but also of other lines. The customer appreciates service of this kind, and the fact that a clerk interests himself in his clientele to this extent, establishes a confidence between his buying public and himself that means much to the permanent patronage of the store.

"Knowing your customers is a great advantage in the way of introducing new lines. We are constantly selling goods that we have not previously carried, and I might say, with a good deal of success. For the past few days we have been 'pushing' the sale of a certain beverage that has only recently come on the market. The past couple of days have seen our first sales of it, and we have sold about ten people. This is a very good beginning and we expect that during the warm weather it will enjoy a very brisk demand.

"We suggest these new goods to our customers both at the counter and on the telephone. Here is another line that we are just beginning to sell," he added, as he held up a bottle of a certain preparation. "We have sold three cases of it in the past two days. During the noon hour to-day I have sold twelve bottles. It is going to be a big seller during the summer months."

Another clerk in this store expressed the opinion that an important thing for the clerk to give some thought to, is that of a proper approach to a customer. His manner of greeting her should be such as to indicate an evident desire at once to look after her needs as courteously as possible.

Co-Operation Like This Valuable

A grocer very often gets encouraging assistance from his clerks, H. Denny, Brackendale, Toronto, told Canadian Grocer recently. "People are constantly looking for something new," he added. "Replenishing stock from time to time is only made possible by selling and by inspiring the clerks with the idea of getting rid of the stock, they work faster and harder to make sales. They too become tired of seeing the same stock on the shelves and feel they must get rid of it.

"Recently a firm in filling an order for me, sent me a case of a certain sauce that I had not asked for. I felt a little annoyed about it, but one of the clerks suggested that we get busy and sell it. It was actually sold in three hours, and we have more than doubled our order for this one line. Co-operation such as this is very valuable in building business."

Let Clerks Know Costs

Discussing the question as to whether a merchant should let his clerks know the cost of his goods, with George F. McVittie, general merchant at Wheatley, Ontario, who has also served as a clerk, he stated that knowing the invoice cost of merchandise increased the clerk's interest in the same. "A knowledge of the cost also prompted him to learn more about its original production, country of origin, etc.," he said. "He should know sales tax, freight charges, and overhead costs. In this way he understands why a certain 'mark-up' is necessary to success, and encourages them to sell at what they know are fair prices. Of course this does not apply to inexperienced or temporary salespeople."

Direct Service Now From Montreal to the West Indies

Montreal.—A new development in the transportation field, which should interest manufacturers who are shipping goods to the West Indies and Central and South America, is the recent formation of Canadian Industries, Limited, a company organized for the purpose of distributing Canadian products in the American West Indies, Colombia, Venezuela, Panama, Central America and Mexico. The company will not only act as export agents but will carry on their line of steamships any goods which may be consigned to ports in the territories mentioned. They have appointed agents in all these countries to look after the sale and distribution of Canadian goods.

Weekly sailings from Montreal have been scheduled for June and will probably continue throughout the season. The first sailing was made on June 4th by the S. S. Berlin which cleared with a full cargo consisting of cement, carbide, wheat, paints, barbed wire, galvanized nails, wrapping paper, and fish. The ship also carried a considerable number of samples. It will unload at Porto Rico and Colombian ports taking on a cargo of coffee and sugar for the return trip.

The company is well pleased with the early result of their venture. Their first boat was more than booked up. The opportunity afforded Canadian manufacturers of shipping via Montreal, thus avoiding the cost of rail haul to New York, is important and might well be taken into consideration by the producers of products which find a market in the West Indies and South America.

History of Trade Marks Begins in China

Such Value Was Placed On a Trade Mark By the Chinese That Any Infringement or Piracy Was Punished With Severity, an in Some Cases Even Death—Trade Marks Now Have Legal Protection

JUST at what date trade marks originated, history is not quite clear. One is inclined, however, to believe that they have been handed down from a time when few people could read or write, and usually marked their place of business with some distinguishing sign by a representation of a boar's head, white swan or a blue goose or some such signs such as are familiar to most of us to-day, as the three golden balls of the pawnbroker and red, white and blue poles of the barber.

About the earliest mention of them comes from China, in times of great antiquity. Such value was placed upon a trade mark by the Chinese in those days that any infringement or piracy were punished with severity, and in some cases even the death penalty was inflicted on persons found guilty of anything of the sort.

Now Has Legal Protection

It is therefore quite evident that from the very earliest times of which there is any record, it has been the custom of merchants to distinguish the goods of their own manufacture from those of their competitors by affixing to them some special symbol or device, by way of a trade mark. It is only since a comparatively recent date that an exclusive right to a particular trade mark has come to be recognized by the courts as property capable of being legally protected against infringement, and it is really only within the past fifty years that this right has obtained statutory recognition and the use of trade marks has been made the subject of legislative enactment.

About the earliest authentic instance of a successful attempt to restrain trade mark piracy was the case of Sykes vs. Sykes in 1824. Fraud was made the basis of the action. Deceit and fraudulent misrepresentation were causes of action well known to the common law. This was presumably the form of action most nearly suited to the form of circumstances of the case. If the merchant, despoiled of his trade mark, could not bring his grievance under the head of fraud, there was no other form of action available at common law.

A case which definitely established the principle that a trader has a good right of action against any person who wrongfully assumes his trade mark, even in the absence of proof of fraudulent intent, was that of Millington vs. Fox, decided in 1834. The decision in this case signalized the full recognition, at least in Chancery courts, of trade marks as property capable of legal protection.

In the Court of Equity in 1838, Lord Cottenham granted an injunction to restrain a defendant from infringement even though he had acted without fraudulent intent. But at the same date common law still held proof of fraud to be an essential for the action to be successful.

Trade Mark Registration Act

All of this goes to show that the question was receiving serious attention from the authorities, but the most important step in determining a real policy was not taken till 1875, when the Trade Marks and Registration Act was passed. The principles which it formulated have in the main been adhered to up to the present day. It was designed to afford protection to the trader on the one hand, and to the public on the other, against the abuse of trade mark rights.

A register of trade marks was established and placed under the control of the Commissioner, afterwards Comptroller, of Patents. Registration was not obligatory, but it was made a condition precedent to the bringing of an action for infringement of trade mark. After five years, registration was treated as conclusive evidence of the registered owner's title to his trade mark. In the interest of the public, on the other hand the Act required the publication of all registered trade marks and their definite appropriation to certain classes of goods, so that any member of the public might know, by inspecting the register, the precise features and scope of any particular trade mark for which an exclusive right of use was claimed. The Patents, Designs and Trade Marks Act of 1883 expressly barred the use of geographical names and words describing or commending the quality of goods. "Bovril" was allowed to pass muster, but a word such as "Triticumina," as applied to wheat-meal bread and biscuits, was rejected as descriptive.

By the Trades Marks Act of 1905 a trade mark was defined by statute of the British Parliament as: "A mark used or proposed to be used upon or in connection with goods for the purpose of indicating that they are the goods of the proprietor of such trade mark by virtue of manufacture, selection, certification, dealing with or offering for sale."

Says There Will Be No Reduction In Raisin Prices Before Aug. 1

Present Holdover From 1921 Crop is 43,440 Tons, Which Is Less Than It Was At This Time Last Year by 12,308 Tons

FRESNO, June 27 (Special).—That there will be no reduction in the present price of raisins before August 1, the time for naming the new prices despite the fact that there is at the present a holdover of 43,440 tons from the 1921 crop, was the statement given out by Wylie M. Giffen, president of the Sun Maid Raisin Growers' to-day. Mr. Giffen pointed out that the holdover now is less than it was at this time last year.

In making his statement, the head of the Growers said in part:

"There have been numerous rumors to the effect that we will lower the price of raisins in the immediate future. These rumors have caused a great deal of misunderstanding and in order to clear up the situation we wish to make it clear that we will not lower the prices before August 1.

"An analysis of the figures shows that we have 12,308 tons less holdover now than we had at this time last year. There seems to be some uneasiness over the situation, and while it is not desirable, at the same time, it must be admitted that it is better than in 1921.

"From present indications, the market will probably absorb about 25,000 tons of this turnover before the new prices are announced, which will mean that we will enter the new season with a holdover of approximately 20,000 tons. This situation, while not a desirable one, gives no cause for alarm."

FOODSTUFFS IN COLD STORAGE PLANTS DURING MONTH OF JUNE

(Continued from page 18)

and 11,248 boxes, a decrease of 54.03 per cent. in number of barrels and 59.32 per cent. in number of boxes.

Lard stocks show 2,571,135 pounds, a decrease of 17.10 per cent. from last year.

Beef stocks amount to 9,501,886 pounds of fresh frozen, 3,301,007 pounds of fresh not frozen, 197,890 pounds of cured and 204,882 pounds in process of cure. Comparative figures show the following:

Fresh beef decreased 13 50 per cent. from last year. not frozen beef increased 14.45 per cent.

How These Trade Marks Started

Some of Them Just Happened, Some Are Composed of Letters or Words Taken From the Firm Name, While Nearly All Have a Little Story of Human Interest That Makes Their Derivation Interesting

ALTHOUGH the whole of the business world is surrounded with trade marks, with trade marks staring at the citizens in the street cars and the traveller inside the railway coach from the landscape without, with the merchant handling hundreds of trade marked articles during the course of a business day, with the little trivial designs on a package of scouring soap and breakfast cereals worth more to the manufacturer than the plant and machinery which produced them, little is realized to what extent the ingenuity of the manufacturer has been taxed to find the "one big idea" for a selling name. The majority of merchants take them for granted and little is known of the source from which they sprung, and their strange beginnings.

Some trade marks apparently just happened, some are composed of letters or words taken from the firm name, while others were not discovered quite so easily. All, however, have a little story of human interest, the telling of which to a prospective buyer goes a long way to link the buyer and the seller.

Naming a Toilet Soap

The art of soap making can lay claim to great antiquity. From the remotest time of which there is any record, the art of softening water, and of using with it some substance for the purpose of washing and cleansing appears to have been known and employed. However, a cleanser, corresponding in form to modern soaps, is not mentioned by any writer previous to the Christian Era.

The Elder Pliny, who died in the year 79 A. D. gives the earliest account of soap as having first been manufactured by the Gauls. They used it in both solid and liquid form. The first soap was a mixture of oils and wood ashes. Even at this late day, in the interior of Algiers, a soap is brought to market closely resembling descriptions of the ancient product. It is made from olive oil and lye, with a small content of water.

Although the Palmolive Company has been in the soap manufacturing business since 1865, it was not until 1898 that Palmolive was put on the market. It is a combination containing palm and olive oils and so is known to the trade as Palmolive.

The Colors in the Sunset

The manufacturers of "Sunset" soap dyes decided on this name because of the varied colors in the western sky as the sun is going down. The originator of it had in mind the rainbow but the rainbow has, correctly speaking, but three colors, red, yellow and blue these

being the primary colors upon which all coloring is based. Searching from this incorrect simile, he began to wonder what had all colors, primary and tertiary shades, tints and hues, etc. Hence came the name "Sunset" soap dyes. This brand name is owned by the North American Dye Corporation.

Creamola — A Happy Thought

"Creamola" is the trade mark selected by a Scots firm for their products—custard powders, jelly powders, blanc mange, etc. Their Canadian representative, Donald F. Porter, when asked for the derivation of the term "Creamola," replied that it was "just a happy thought." It was chosen first for the custard powder. The Creamola Food Products Co. found it such a successful name they decided to use it for the brand name on all their products.

CREAMOLA

How O'Cedar Came

The Channell Company, when first organized was manufacturing a floor oil for large institutions. On experimenting in their laboratories they found that oil of cedar, if added to their oil preparations, acted as a disinfectant. After this addition, the natural name for their product was "Cedar Oil." After certain other experiments in their laboratories the Channell Company discovered the present O-Cedar polish. During a sales conference one of the Channell Company's representatives who was a bit of a wag, on being asked why certain customers were falling off, quoted as an instance of his difficulties, a merchant who stuttered very bady and who, when asked for an order, could not get any farther than O-O-O-Cedar. The salesman, after making several attempts to get his customer farther than O-O-O Cedar, had given him up as a waste of time. This explanation was regarded as quite a joke and the salesman was ragged about this O-O-O-Cedar customer for some time, until it suddenly struck the publicity manager of the Channell Company that the attachment of the letter "O" to the word "Cedar" not only added distinction to the name, but was exceedingly catchy and enabled them to register the present O-Cedar trade mark.

The Why of "Certo"

The Douglas Packing Co., Cobourg, Ont., make a product for assisting housewives in their jam, jelly and marmalade operations. It is named "Certo" and is fruit juice that makes certain that jams, jellies, etc. will jell without changing their flavor. The company state that the name really "just happened." The nearest English to "Certo" is "certain" from which word their trade mark was derived.

Wayagamack Trade Mark

The picture of an Indian maiden surrounded by the words "Wayagamack Pure Kraft" was suggested as a trade

mark by the Indian word "Wayagamack" which, being interpreted, means "Round Lake." The original timber limits of Wayagamack Pulp and Paper Company are situated in the vicinity of this lake, hence the name "Wayagamack." "Kraft" is the Scandinavian word for strength. It has been used for many years in connection with this grade of paper.

Kolacafe a Combination

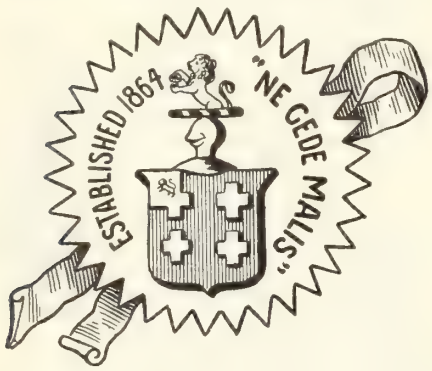
In the Soudan and other parts of Africa, the Kola Nut is largely used by the natives. They chew the nut when on long journeys. The Kolacafe trade mark is therefore derived from the ingredients, being a combination of coffee and chicory blended with the Kola Nut.

Name Derived from a Crest

Many trade marks have found their origin in heraldry or in the crest of the family of the founder of the firm. Few

crests however are more authentic in origin than that of the Chase family from which the "Seal Brand" trade mark of Chase and Sanborn Co. Ltd., of Montreal has been taken.

This crest appears in a book of heraldry published by one of the colleges of heraldry in 1913. The story of how Caleb Chase, a descendant of the Chase family that came to the new world to seek their fortune and settled down in Virginia, reads like a romance. When a mere boy he moved north to Massachusetts and with a wagon and cart peddled seeds to the country stores in



the district around Boston. Later he carried coffee.

At the same time in Boston a young man was peddling tea to the grocery stores. He was J. S. Sanborn. His business was on the same small scale as that of Caleb Chase but when the two accidentally met they determined to throw their fortunes and their energy together in one business. In that year, 1864, the firm of Chase and Sanborn was founded in Boston.

The Chase family crest seemed suitable for a trade mark and was adopted, with just a few changes so as to make it simpler. The wording under the creast is still carried, "Ne Sed Malis,"—yield not to misfortune—although on the trade mark the more modern spelling is "Ne Cede Malis." At one time the firm of Chase and Sanborn refused four million dollars for their trade mark.

Situated between Lakes

The "Interlake Trade Mark," was chosen because the factory is stationed on the point between Lake Erie and Lake Ontario. The trade mark consists of a conventional map showing the position of Merritton, by means of an arrow.

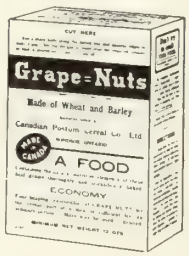
Nu-Jell

"Nu-Jell" is the trade mark selected by the Harry Horne Co. for their jelly powder. The manufacturers point out that when they decided to place this jelly powder on the market some three years ago, they naturally wanted a name for it. There were of course several brands offering at the time. This, therefore, was a "new" one. So it was decided that "Jell" would represent this jelly powder and by a happy thought the word "new" was condensed to "Nu", and "Jell" was added, making "Nu-Jell" which was registered at the time.

Som-Mor Biscuits

The origin of the trade name "Som-Mor," owned by the North-West Biscuit Co., of Edmonton, Alberta, is explained as follows: The management of the company who were the original promoters were selling a biscuit product previous to engaging in the manufacturing business themselves, the trade name of which was valued from an advertising standpoint by the company at one million dollars per letter. With six letters this made the total value six million dollars. Selling a product to which such a high value was given to the trade name, impressed itself very forcibly upon the salesmen, and these same men in organizing a new company feeling that no better asset could be built up than a similar trade name—catchy and to the point—used the name "Som-Mor Biscuit." It was taken from the word "Sumatra."

Origin of Grape-Nuts



Merchants generally are fairly familiar with the composition of Grape-Nuts but just how this product came to be called by that name is interesting. Grape-Nuts is made from a mixture of wheat, malted barley, salt and water. The mixture is raised by yeast, baked in loaves, then sliced, further baked, and finally crushed into granules. This long baking brings about the conversion of the carbohydrate elements, developing dextrine, maltose and dextrose or "grape sugar." The word "Grape" was therefore derived from grape-sugar. The word "Nuts" is purely fanciful and was chosen because the product has a nut-like appearance and flavor.

Sees the Advantage of Keeping Books Systematically

Vancouver, June 5—Present conditions are bringing out merchandisers of the very highest order, and business building schemes well worthy of emulation. The occasional "store keeper" whose cash book is his bank pass book, and his accounts receivable a myriad of fluttering slips hanging on an imposing array of nails, only provides contrast, as it were, for the large percentage of real food merchandisers at retail, who keep exhaustive and analytical records of their entire business from day to day.

"At one time, my argument against systematic book-keeping might have been that the cost would have been too great in proportion to the benefits to be derived," remarked a Vancouver merchant the other day to a Canadian Grocer representative. "I am now convinced in my own mind that the small expenditure of time and money, that it takes to keep books in the readily understood condition that they have this last few years, has been proved to be the best expenditure shown on my expense accounts.

"Is it not a fact that we hesitate to dig up the vital facts of our businesses some times, because we 'feel in our bones' that things are not just what they ought to be and we dread to face the facts? Facts are such stubborn things, but I am a firm believer in facing them, be they bitter or sweet.

"I think that consciously or unconsciously, that fear of facing an unpleasant truth is back of most of our reluctance to the installation of a more complete accounting system. Yet, as we all know, following the line of least resistance is what makes all rivers, and some men—crooked.

"For my part I have ceased to wonder why such and such a department does not produce results. Now I know absolutely! The satisfaction of knowing absolutely, and accurately just what you are doing—yes, and this is sometimes more important—what you are not doing, is well worth the trouble and expense involved in getting at the truth.

"By the use of the chart I find it quite easy to compare the percentages of the various factors that enter in between a gross mark-up and a net profit. If a man knows what his expenses of selling groceries have amounted to this month, over the same charge in the same month a year ago, he is better for knowing, even though he does not see what can be done about it. Many of the most serious leaks will be found to be disclosed by checking and comparison, and a leak found is well on the way to being plugged."

Eastern Ont. Retail Merchants Will Confer

Brockville, June 27 (Special).—Plans are under way for an important conference of Eastern Ontario retail merchants in Brockville on Wednesday and Thursday, July 19 and 20. The object of the meeting is to discuss a number of matters of vital interest to the retail trade.

James Lamb, representative for Bishop and Pringle, Owen Sound, suffered a stroke of paralysis, while on business in Port Hope the other day.

Are Not Fighting the Individual Grocer

President of Loblaw Groceterias, Limited, Toronto, Believes There is Plenty of Room for Both the Service Grocer and the Cash and Carry Man—Handle 60 Customers Every Hour on an Average Saturday in This Groceteria

Fifth of Series of Articles on Chain Stores

"THE INDIVIDUAL retail grocer has certainly got the wrong impression when he thinks that our idea is to put him out of business," stated T. P. Loblaw, president and general manager of the Loblaw Groceterias, Limited, Toronto, to a representative of Canadian Grocer. "When we first commenced the groceteria style of operating a retail grocery store, a certain class of the public appeared to want cheaper groceries and in order to get them at a lower price they were willing to sacrifice the service they were getting from the regular grocer. They had the cash to pay and were willing to carry the goods home. Our business has developed along that line. We buy in such quantities that will turn in a certain period, in the best market in which they can be obtained and as we do not give any credit or have delivery expense, we can certainly sell at a lower price than the store which has that part of the overhead to take care of.

Plenty of Room for Both

"No! We certainly are not fighting the individual grocer. There is plenty of room for both the store that gives all kinds of privileges in the way of credit, delivery and pleasant clerks to serve the customers, and also for the store of the cash and carry character. A certain class of people come to us, but on the other hand there is other class who demand more service than we can give and are willing to pay for it. In my long years of experience in the retail grocery business, I have found that one of the things individual grocers pay too much attention to, is that old adage "goods well bought are half sold.' There was never a more erroneous statement. Buying goods is easy, but it takes a real merchant to sell goods. I would say that the individual grocer should pay more attention to selling goods. Have a clean store with the goods nicely displayed. Give good service. Sell only dependable lines and at a fair price. Another thing is the matter of buying in quantities. There is no use in buying a quantity of any line, to save a litttle extra discount, unless that line can be moved off within a certain time. If it is not turned over quickly, that discount will be more than eaten up. The longer any line is kept on the shelves, the greater the cost of that line becomes. It is far better to take a smaller percentage of profit and turn the stock oftener, or buy in smaller quantities according to turnover. My opinion is that a merchant should not only be a good salesman, a good buyer, but also a good price setter."

The Groceteria System

The Loblaw Groceterias first commenced operations in Toronto about two years ago. The first store was located in the western part of the city. The system is what is generally known as the turnstile system. Customers emerge through the front door into what is styled a waiting room, where baby carriages, shopping bags, etc., can be "parked." The customer goes through a turnstile, picks up a basket and virtually waits upon herself. Every article is kept in a certain section and all goods are plainly marked with a price ticket. There are large signs directing customers to the various sections, so that if a customer wishes to purchase, say a can of tomatoes, she simply looks for the canned vegetable department. After making the purchase, the customer passes through another turnstile on the other side of the store, past the checker, who totals up the amount of the purchase and places it in a bag. All the stores are on the same plan and are very similar in appearance, both the interior and exterior being painted a white color giving them an attractive sanitary appearance. Bulk goods are parcelled and everything convenient and handy to get at, even to butter and cheese which are kept under glass in a refrigerator case.

87 People Every Five Minutes

As stated by Mr. Loblaw in the above paragraph, turnover is one of the important items in the operation of any store as well as the groceterias. It is interesting to note that the Danforth Avenue store passes through its turnstile 87 people every five minutes during a Saturday. There are five checking desks in this store and each desk has a checker who totals up the amount of the purchase and takes the money. There is also at each desk another man who receives the goods as checked from the checker and places the purchase in a bag. Each of these checking desks handles 120 customers every hour or a total of 600 customers for the five checkers, on an average Saturday. For one month, or practically speaking, 26 days, this one store totalled 34,833 cus-

(Continued on page 25.)

Illustrating one of the Loblaw Groceterias, Toronto. On the left is the exterior view and the one on the right shows the interior. Customers enter through a turnstile, pick up a basket, wait upon themselves and pass out through another turnstile where the goods are checked, the money paid and the goods wrapped.

Practise "Pay-as-you-go" Good Advice

Beginner in the Grocery Business Seeks Counsel—Limited Buying With Quick Turnovers Will Make Money Faster Than Starting on a Big Scale, Involving Credits and Heavy Expenses

By HENRY JOHNSON, Jr.

THIS letter deserves your careful study:

Pacific Coast, April 29, 1922.

Dear Sir:—I feel that "Dear Sir" is entirely too formal for you; for I have been reading your articles in Canadian Grocer for some time, and feel that I almost know you personally. And that isn't "guff." I am going to put my problem up to you, and if you have time and are willing to oblige, I would mightily appreciate an answer. I want to start in the grocery business, and intend to do so. My capital amounts to just $1,000. What I intend to do is start in some small town with a self-serve store. One reason is, I need less help in this kind of store. Another, because I would be able to sell goods at a lower cost than a regular service store could. I intend to handle package goods almost entirely at first, and only well-known, advertised lines. I would not be able to afford any fancy fixtures at first with my lonely thousand, but believe they would be an advertising asset. Later I would make my store efficient in every possible way. I have been a student of grocery merchandising for a long time and am really interested in it. I intend to follow your advice and know my business. I know how to keep my records straight, and how to figure margins, etc. I believe in small stocks and rapid turnover. Now if you had but one thousand dollars to your name and had worked hard to save it, would you start in this business?

No letter I have ever received has given me more pleasure or made me more conscious of responsibility than this one.

"Is it then a minor thing to be as a lamp to one man's feet?" No; to be a worthy lamp is high honor, and knowing that my answer was to be filed among the vital things of this man's life, I wrote with a diffidence not always felt when I handle some other letters that reach me.

The Value of A Thousand Saved Dollars

With full consciousness, therefore, of the tremendous value of a thousand dollars earned and saved—the accumulations of self restraint and self denial—I wrote promptly thus:

Mighty glad to know that any of my stuff has been useful to you. Under separate cover I am sending you two booklets which may prove helpful. Please do not get the idea that to answer any such letter can ever be anything but a pleasure and privilege. Capital of $1,000 is ample with which to start the kind of grocery store you have in mind. The first store in which I had any vital interest was started with $730 and in eight years the net resources were some $30,000. I know of no business in which a man can start with limited capital and make money so fast and so certainly as the grocery business, provided he knows his business, works inside the rules, works hard and intelligently and exercises ordinary common sense. Be careful of the town in which you start. Be sure you know about it and its possibilities before you start. Study your location very carefully. Make one of the shelves about thirty inches from the floor along each side of the store. You can put cases of goods under the shelves and by taking the tops off the cases, you can have a display of goods on top of the shelves above the cases, reserve stock under the shelves, and the whole business on display at the same time. Then you can feel your way along, adding one convenience after another as you find you have actual use for such things. I should open an account with a bank, put my money all in there and pay everything by check. Talk with the banker fully, tell him what you are going to do, give him a full account of your resources and expectations, and otherwise establish a standing.

Always Pay As You Go—Now and Forever

I believe you should limit pourself to a primary investment of not more than $400 to start with, and probably $350 would be sufficient. Pay your rent for a month and pay cash for everything, taking all discounts. Make it a rule never to buy anything for which you cannot pay spot cash—to get every discount. Never depart from that rule. I want to emphasize that word never. Later on you may expand into a large business and you may extend credit. Make your rule now, that if there is going to be any owing it must be what people owe you—never what you owe people. I have the feeling that any man who has "just $1,000 to his name and worked hard to save it" will very rapidly develop judgment in goods, sources of supply and values. I see nothing to criticise in your plans and my suggestions are made only as a supplement thereto. Write to me any time. Let me know how you get on. Put your problems to me whenever they may seem too puzzling and I shall always be glad to do the best I can to help you solve them.

Best To Go Slow On Stock And Fixtures

A few points I wish to emphasize further.

Men should be more careful where they open stores. Location should be studied from many angles both as to town and place therein. A man who is not loose and therefore free to locate in one place or another as he likes, should exercise great care to locate in a promising environment. He should not rent a store just because he finds it for rent. Probably that is a fine reason why you should not rent it—though that need not necessarily follow.

The pay-as-you-go plan is one any merchant can work on to advantage. Grocers everywhere are found who began business on sums varying from $10 upward. And this notable fact is prominent in every experience where the man begins at the bottom and succeeds at all. That he makes money faster the first year than ever again in his experience. Why?

Because during that first year his capital is so limited that he is compelled to buy everything in small quantity and pay cash for it. Having no resources, he is without credit. Having small capital, he must spread it thin. So he buys and sells, buys and sells, and over and over again, turning his capital rapidly, making a small net profit on each turn. He is constantly reminded of his costs by his frequent purchases, so is not apt to cut prices. Result is he makes money very fast.

Only when he has accumulated a surplus and begins to feel that he is headed toward Easy Street does he begin to swell up with the notion that now he is a "quantity buyer," and need no longer "fuss with small lots;" and just at that minute does he enter the danger zone in which he is mightily liable to meet disaster. In fact, new-fledged merchants and babies have one thing in common: it is mighty hard to get either through the second summer.

Be Old-fashioned; Go Slow

If you want to get the right slant on pay-as-you-go, reflect that business may be dull, times may be bad, the atmosphere may be blue. Your customers may all seem to be drifting to the cash-and-carry and collections seem "impossible;" you may be conscious that de-

(Continued on Page 31)

Biscuits Bring More Trade to the Store

James Gammon of A. H. Gammon & Sons, Sarnia, Declares That a Good Assortment of Biscuits Properly Displayed Will Help Sales Generally Better Than Anything He Knows Of—Cabinets Provide Best Means of Display

"BISCUITS are certainly a splendid line to get behind," stated James Gammon of the firm of A. H. Gammon & Sons, Sarnia, and manager of the branch store, to a representative of Canadian Grocer. "A good assortment will bring more trade to the store than anything else that I know of. Biscuits constitute a line that is usually bought as an after thought, and if they are nicely displayed, customers are almost sure to take some home. If the biscuits are kept in proper condition and a good make is handled, people will come back for more and invariably buy something else. Then again there is a class of people who use biscuits regularly and they get to know when a biscuit is first class. They have a discriminating taste and are very particular about the biscuit they buy. This class of people, apart from being regular buyers of biscuits are also big entertainers. When they intend to entertain at their homes, I have noticed that they are more than ever particular about the biscuits. They want the biscuits of a certain size and flavor. Consequently to be in a position to meet the tastes of all classes of people, I find it necessary to carry a good assortment.

Illustrating the interior of the branch store of A. H. Gammon & Sons, Sarnia, Ont.

Display in Cabinets The Best Way

"The best way to display biscuits," continued Mr. Gammon, "is in a properly constructed cabinet. A cabinet with a false display front is the best. Customers see the style of biscuit without seeing the actual contents of the tin. A partly filled tin to my mind, certainly does not look appealing. A tin with only a few biscuits in it, gives the impression that those biscuits are stale and customers object to buying them. With the cabinet, this point is overcome. Another advantage is that it makes selling easier. A customer will pick out the kind of biscuits she likes. It is then a simple matter to pull out each compartment, take a bag and lift out the required amount.

"After the sale is made, the compartments are put back in place ready for the next customer. This plan sems better than the old system of piling tins one upon the other and the trouble of lifting them down to get at the bottom tin and the trouble and time spent looking for the particular biscuit that is wanted. Another thing about the cabinet is that there is less chance of losing track of a biscuit and of them becoming stale. The full assortment is right before the eye and it is just as easy to get at one line as it is another."

In the Gammon store there are two large biscuit cabinets. One is a wall case and the other a counter style. These cabinets are so placed that the customer upon entering cannot fail to be attracted to them. Biscuits are also often featured in the window display. Sometimes a complete window display of all biscuits and again at other times a combination of biscuit and fresh fruits. Sales of biscuits in the Gammon store are fairly regular. Some seasons of course, sales will probably be heavier than others but it is the aim of Gammon & Sons to keep up the sales and if they are found to be dragging a little extra effort is made to spur up the line.

ARE NOT FIGHTING INDEPENDENT GROCERS

(Continued from page 23)

tomers who had made purchases. During the same period, there were parcelled and sold 56,245 packages of various kinds of bulk goods. These packages were parcelled and put on the shelves ready for the customers at a cost of only 66-100 per cent. for each package.

It was mentioned above that 87 people pass in and out of the store every five minutes. This, however, does not mean that everyone of this number makes a purchase as it must be remembered that often two will go into the store but only one will make a purchase. Upon closely checking up this item it was found that out of every 1 000 people entering the store, 441 did not make a purchase.

Every Loblaw store is planned on a system, that is, so many square feet of floor space will take care of a certain number of customers consequently to give a fast service, a certain number of checkers are required. When the Danforth Ave. store was opened there were only four checkers. It was soon found, however, that the service was not fast enough. Customers were required to wait too long before they could check out To speed up the service another checker was added, but it was found necessary to sacrifice 25 square feet of shelving, this giving the store 3,000 square feet of floor space and five checkers.

There are at present nine stores in operation. Another store is in course of construction which will be opened about the end of July. Locations are also secured for three more, so that by the end of the year it is expected that the chain will be composed of thirteen stores.

Metcalfe Mills At Portage, Man., Burned

Portage la Prairie, Man., June 26—(Special)—The rolled oats mill of the Metcalfe Milling Company here, was totally destroyed by fire last week, and while no estimate is given out as to the loss, it will be considerable, as there was no insurance on the building or contents.

The fire was discovered shortly before 1 o'clock and as the flames burst out at the east end it is thought that it was the result of spontaneous combustion in the drying room.

The mill was built about 32 years ago by Johnson & Bartley, and manufactured rolled oats and mill feed

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Why Not Permanently?

ACCORDING to an amendment to the Oleomargarine Act, brought before the House by the Hon. W. R. Motherwell Minister of Agriculture and passed upon, the importation and sale of oleomargarine will again be permitted for the term of one year dated from August 31. To the ordinary layman this seems rather a strange order when it is taken into consideration that when the oleomargarine question was discussed and voted upon a few weeks ago, the majority of the members voted to make the manufacture of oleomargarine permanent in this country.

Oleomargarine is a healthy article of food. It is manufactured strictly within the Pure Food Regulations and is demanded by the citizens of the Dominion. Then why should this one article of food be singled out and legislated against? And why did the Minister of Agriculture go over the heads of his colleagues—who by a stiff majority had voted to have oleomargarine made permanent—and bring in an amendment which simply permits citizens to use it for another year?

Not only is oleomargarine a food wanted by the people of Canada but the greater portion of the ingredients which go into its manufacture are products of the Canadian farms and it does not seem reasonable that the government should treat the question of its permanent manufacture indifferently.

Co-Operate With Clerks

DISCUSSING the subject of efficiency among clerks, a grocer who served many years as a clerk, before going into business for himself, declares that too many men behind the counters in grocery stores, show a dangerous independence. Sales people of this class rarely take time to study their customers, he says, and too often underestimate their intelligence. Then again, very frequently, in a burst of enthusiasm to make sales, they put forward selling arguments that are utterly ridiculous.

It is up to employers to take the proper interest in their staff, and salespeople of this kind, often possessing energy ideas and appearance that make them very valuable, should be taken in hand and properly trained. It is up to the employer to guide the development of his clerks, and see to it that they are given the insight into the business that will increase their interest and retain them in the service. He should be taught to give a little more time to each customer, even though it is the busiest hour of the day.

In another article in this issue one of the staff of a large store tells how a close study of the customer's needs is an important part of selling, and how he, by giving particular attention to individual customers, greatly increases sales.

Co-operation with the clerks, on the part of employers, inspiring an interest in the business, will get results in the way of greater turnover, that will be well worth while.

Will Increase Freights

THE PROPOSED re-classification in freight rates for grocery commodities will simply mean an advance in freights, in spite of the fact that merchants, manufacturers and the general public is demanding a lower freight rate, claiming that the principal reason prices to the consumer are not as low as they should be and as low as the cost of the raw material apparently warrants, is due to the high cost of freights.

Freight rates on grocery commodities at present are based on what is known as classification No. 16. The proposed classification is No. 17. On a car of canned goods the minimum weight allowed on classification No. 16 is 24,000 pounds but under the new it is 36,000 pounds, and although on car lots the rate remains the same, the merchant would be required to purchase a third more or approximately 200 cases extra in order to get the same rate as previously. The old rate on less than car lots was figured at the third-class basis, which on a distance of thirty miles from shipping point is 31½ cents per hundred. Under classification No. 17, the rate is named as 1st, 2nd and 3rd, depending upon the condition of packing, or in dollars and cents on a thirty mile distance, 40½ cents, 35½ cents and 31½ cents per hundred.

It is practically the same on the whole list. To get the same rate on sugar, the merchant would be required to purchase about one hundred bags extra or otherwise he would be required to pay the less than car lot rate.

No Postage Stamps on Cheques

WHATEVER the final decision of the Minister of Finance on the details of the stamp tax on cheques, it is essential that a regulation be incorporated in the Act prohibiting the use of ordinary postage stamps on cheques, as has been the custom since the tax of two cents was originated. Up to the present there has been no means of determining how much this special tax brought in. It is a safe guess that the majority of stamps used are ordinary postage stamps and that the revenue from their sale has gone into the receipts of the Post Office Department.

Now when there is a widespread protest sincerely raised by financial and other organizations that the new tax as proposed is unjust in its accumulative volume, there are no records to determine what the returns of the previous stamp tax of two cents has been, that might serve as a comparison for the Minister in determining what volume of revenue this new tax might fairly be called on to contribute. Whatever way it is settled the subject will continue to be controversial, and in the interests of those called on to bear the heaviest part of this burden it is only fair that a special stamp be used that will make the proceeds of the tax definitely known.

Editorials in Brief

"Cater to the best class of trade," of course, but don't let that keep you from catering also to all the other classes.

Don't hurry one customer because you see a better dressed one waiting for you.

Factors in increasing sales are knowing what is in stock, keeping track of new merchandise for the department, knowing when it will be in and listing the articles that are called for but are either out of stock or not carried. These are all important.

Current News of The Week

Canadian Grocer Will Appreciate Items of News From Readers For This Page

Quebec

Richard Bray of Thornton and Co., Malaga, Spain, was in Montreal last week calling on the local representatives of the firm, St. Arnaud, Fils & Cie.

The Match Company Limited of Montreal and Berthierville, Quebec, entertained the wholesale grocers and the travelers of the firm to dinner in the Oak Room of the Windsor Hotel, Montreal, on Tuesday night of this week.

The out of town representatives of the firm of John T. McBride and company were in Montreal this week attending a conference of the firm. Among those from out of the city were W. H. Huxley of Winnipeg, R. G. Schoefield of St. Johns, James Kidd of Ottawa and Harry Pyke of Halifax.

Ontario

The 16th annual picnic of the Sarnia Retail Grocers will be held on Wednesday July 19 at Lake Huron Park.

A. G. Bain, grocer, King Street, Hamilton, is enjoying a motor trip to New York and Washington.

George Eady of Petrolia, has purchased a grocery and provision store in Sarnia.

A "Made-in-Stratford" exhibition was held last week when over sixty manufacturers had exhibits, 24,000 feet of floor space being utilized.

The death occurred in Kingston, last week of E. C. Gildersleeve, a former manager of the Kingston Milling Co. The late Mr. Gildersleeve was fifty years of age.

The retail clerks of Renfrew met recently, in support of the bylaw making Wednesday afternoon a half holiday in that town. W. C. Carruth was elected chairman, and W. A. Robertson secretary.

Mead, Johnson & Company, of Evansville, Indiana, have leased part of the old Toronto Furniture Company's building on Dufferin Street, Toronto, and expect to start manufacturing a line of infant diet materials, such as arrowroot flour, barley flour, etc., this month.

In connection with the half holiday observance in Peterborough, the suggestion was made that one grocer remain open ever yweek, in turn, as it was claimed that the country general stores were getting the business, that otherwise would come to the city. The idea was not looked upon with favor, it being felt that either all should close or all stay open.

Danforth Business Men Hold Monster Parade This Week

Toronto (Special).—The merchants in the Danforth Ave. district are great advertisers. The Business Mens' Association there has accomplished much in the way of increasing business by their slogan "Shop on Danforth for Less," which they have widely advertised.

Robert Dowson, a retail grocer of this district is on the committee of this business mens' association as well as vice-president of the Monarch Park Ratepayers Association. He is, too, secretary of the committee that had on hand the working out of the monster parade on Tuesday night which still further advertised the district. In connection with this event, the merchants are holding week of special sales, one feature being the boosting of "Made-in-Canada" products. The chief endeavor of the association is of course to get the people of the district to "shop at home." Their activity extends to several other fields. They want another viaduct across the ravine farther north from Bloor Street, a new railway station at Little York, an athletic field, etc.

Think British Trade Should Have Better Representation

Toronto, June 27.—The Federation of British Industries, with a membership of 20,000, and a combined capitalization of five hundred million pounds sterling, has interested itself in the erection of a British or British Empire building at the Canadian National Exhibition.

G. H. Locock, assistant director of the Federation and J. M. Mackenzie, head of the Empire section, were guests of managing director John G. Kent in an inspection of the grounds and buildings at the Great Fair recently, and later expressed strong views on the inadequate representation which British trade has had at the Exhibition.

They were particularly impressed with the show possibilities of the Arena, and thought the possibilities were bright for a large display there pending the time when the British building becomes a reality.

Must Have Advice on Parcels in Print

Sealed parcels of merchandise will now be accepted at parcel post rates within Canada, the Postoffice Department advises, provided the senders place thereon printed labels stating in a general way the nature of the contents. The label may, if desired, be combined with the address label, the label to be wholly in print other than the name and address of the addressee, and have printed thereon the contents, such as "merchandise, this parcel may be opened for postal inspection, if necessary." The endorsement of these words in writing or by means of a hand stamp will not meet the postal requirements. When desired, these words may be printed on with gum paper tape, which is sometimes used for sealing parcels.

The public is cautioned against placing unauthorized enclosures in sealed parcels mailed at parcel post rate of postage. Violation in this respect will not only lead to withdrawal of privilege of sending sealed parcels, but will result in the sender being fined for infraction of the postal regulations.

NEW GOODS

A New Concentrated Syrup

The White Swan Spices & Cereals Ltd., Toronto, are placing on the market a concentrated syrup of orangeade and lemonade. These are put up in eight ounce square bottles, each bottle will make about twenty glasses. It is packed four dozen to a case.

A New Ammonia Powder

Swans Down ammonia powder is a new brand on the market. It is put up in one pound packages, blue and white in color, and packed three dozen to the case. Manufactured by the White Cross Manufacturing Co., Toronto.

Table Cream in Tins

Keepsweet Table Cream is a new product recently placed on the market. It is put up in two size tins and distributed through wholesale trade. It is manufactured by the Dominion Milk Corporation Ltd., Toronto.

Sensational D
for New

The response by the buying public to the introduction of Keepsweet Table Cream has been nothing short of sensational. Introduced first by the grocers of Toronto and backed by a strong campaign of advertising, initial supplies were cleaned out in a few days. Repeat orders came in so fast that warehouse reserves were used up, and the factory was taxed to its utmost to sustain production.

The fame of Keepsweet Cream spread, and four weeks from the date of its first appearance in Toronto, Keepsweet Cream was being sold all over Ontario. Some merchants have already repeated as many as six times.

Powerful Advertising Creates Many Inquiries

Keepsweet Cream was launched to the accompaniment of a campaign of very powerful, large-size advertisements. This is now being followed up by full page and half page advertisements in the big daily newspapers throughout the Province.

A Daily Repeater That Swells Profit

Retail merchants are eagerly booking Keepsweet Cream because it is proving such a profitable line to handle. Turnover is rapid, the demand is big and growing bigger. Grocers who handle it claim it is the best repeat proposition that has been introduced in recent years. It is an everyday proposition for grocers and wherever stocked it always sells.

Fresh, Sweet Cream Not Condensed Milk

Keepsweet Cream is simply the purest and finest cream obtainable, pasteurized, homogenized and sterilized. It is not condensed, evaporated or medicated. It is whole, fresh cream with nothing added

Keepsu

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roduct!

thing taken away. The flavor is even more is than cream in the raw state, and has a igher butter fat content than ordinary table Keepsweet Cream is guaranteed to be vhen the can is opened.

Exempt From Sales Tax Because It's Pure Cream

Dominion Government has ruled that as eet Cream is "true to its name," and in no evaporated product, it is exempt from the x.

eat advantage is that it will keep sweet and d fresh all summer long. This makes it a e product to have in the house at all times, course, it is ideal for summer cottagers, , tourists, yachtsmen, picnickers and others. sweet Cream now enjoys distribution wholesalers and supply houses all over On- nd is extending rapidly east and west. nrough your regular house. Order now, and the unusual profits.

ON MILK CORPORATION, LIMITED
41 LOMBARD STREET, TORONTO, ONT.

This is a "Baby" size can of Keepsweet Cream and contains 6 ounces net of pure Cream.

This is a "Family" size can of Keepsweet Cream, containing 11 ounces net.

eet Table Cream

Uses Mail List to Interest Customers; Increasing Turnover Through Folder

Bicknell Store in Dunnville, Ont., Reports Sales Away Ahead of Last Year Because of Success of This Scheme—Conducts Business Absolutely on a Cash Basis

DUNNVILLE, Ont. (Special).—The Bicknell store here has been in existence a good many years. During the past few years it has been operated on the cash and carry basis. One of the features adopted for securing business is a four leaf folder advertising the goods on sale which is sent out to a list of about 1,200 to 1,500 homes.

A. L. Bicknell in referring to this method of interesting customers stated that their store had secured a great deal of business in this way from both Dunnville and the surrounding country. This year sales are away ahead of last and he attributes this particularly to this folder. They also do some local advertising in the Dunnville paper which to a certain extent assists the folder in bringing in new business.

"All our business is done absolutely on the cash basis," he stated to a Canadian Grocer representative.

How Mailing List is Made Up

"How do you secure your mailing list?" he was asked.

"We find out the number of mail boxes through the rural districts on each rural route. We do not have any list of names but simply sent out one of our folders or catalogues to each householder. The mail man drops one in each mail box on each route. The farmers either bring in the money for the goods or produce to the proper value."

Mr. Bicknell pointed out that they have gone completely out of the dairy butter business and handle only creamery butter. They could not depend on the dairy butter and lost money on it. They allow the farmer the regular market price for his eggs and this goes to balance the purchases made in the Bicknell store.

Cost of Folder

"This folder does not cost us very much because we have arranged with a number of manufacturers to use space in it and they pay about half the cost monthly," he said. "The total cost is approximately $20 so that it really only costs us $10 per month for this type of advertising. So many people refer to the articles mentioned in the catalogue that we know it is getting us business. It seems to me that people in the country particularly like to purchase from a catalogue or at least many of them do so far as our experience goes. We find too that the cash and carry plan is more satisfactory than the old credit and delivery method. It has enabled us to reduce our costs and therefore we are in a position to take less for our goods because our overhead is less.

"Under cash and carry basis we are able to sell about five cases of oranges per week instead of one case as formerly. Our turnover is therefore so much greater that we make several profits on the oranges."

Mr. Bicknell is making plans to put in a new store front with receding windows from the pavement to the door in the centre, thereby giving much more window display space in the front than formerly.

Extends Time for Manufacture of Oleo for One Year

Ottawa, June 27—(Special)—Hon. W. R. Motherwell, Minister of Agriculture, has brought down a bill in the house which will permit the manufacture and importation of oleomargarine until August 31, 1923, and the "offering for sale, the sale, and the having in possession for sale" of oleomargarine, until March 1, 1924.

This is an extension of one year.

Effect of Emergency Tariff on Canadian Exports During May

Ottawa, June 27 (Special).—For the month of May, 1922, the value of Canadian exports to the United States affected by the Emergency Tariff was $5,657,936, as against $7,864,824 in the corresponding month of 1921, and for the twelve months ended May, 1922, was $42,602,964, as against $172,722,747 in the twelve months ended May, 1921.

The following are among the commodities affected by the Emergency Tariff which show decreases for the twelve-month period ended May, 1922, as compared with the corresponding period in 1921:—Butter and substitutes, 2,987,114 lbs. as against 5,192,785 lbs.; corn or maize, 7,809 bushels as against 17,953 bushels; fresh or frozen beef, veal, mutton, lamb and pork, 28,395,800 pounds, as against 38,637,400 lbs.; meats of all kinds prepared or preserved, n. o. p., 1,466,111 lbs. as against 3,182,582 lbs.; milk, fresh, 1,268,721 gallons, as against 1,530,468 gallons; milk, preserved or condensed or sterilized, 1,256,170 lbs., as against 16,815,304 lbs.; potatoes, 1,779,769 bushels. as against 2,693,699 bushels; cattle, 148,589 head, as against 309,892 head; sheep 98 097 head, as against 184,750 head.

Among the commodities which show increases in exports from Canada are: Cheese and substitutes, 3,233,274 lbs., as against 583,171 lbs; flax seed, 3,201,265 bushels, as against 2,259,508 bushels; apples, 486,276 barrels, as against 25,527 barrels; cream, 1,722,664 gallons, as against 1,331,028 gallons.

Favorable Prospects For a Good Grape Crop in Niagara

The prospects for a good grape crop in the Niagara district are very favorable at the present time and it is expected that the total crop of all varieties will be a 100 per cent. one.

"Of course anything can happen during the next couple of months, but the chances for damage are very small," stated R. J. Montgomery, manager of the Niagara District Grape Growers, Limited, to Canadian Grocer. "We believe the worst that can happen the grape crop from now on is the grape leaf hopper, which is a very serious menace unless properly taken care of at the proper time. The season of 1921 saw practically the first appearance of this hopper to any great extent and this season it is worse than ever. In fact many vineyards are infested by millions of them. These insects suck the vitality out of the grapes."

The Niagara District Grape Growers, Limited, practically control 4,200 acres or approximately 90 per cent. of the entire grape acreage in the Niagara Peninsula. This means that with a full crop they will ship about 1,500 carloads of grapes.

AMENDMENT GIVES LARGER EXEMPTION UNDER INCOME TAX

Ottawa, June 27.—Hon. W. S. Fielding, Minister of Finance, this afternoon introduced a bill amending the income tax as to increase the exemption for each child from $200 to $300; revising present provisions in regard to commercial travelers' expenses, and imposing a tax on Americans working in Canada similar to that imposed on Canadians working in the United States. This last amendment is to come into effect by proclamation.

COLLEGE STREET MERCHANTS TORONTO HOLD MEETING

Merchants on College Street, Toronto, held a well-attended meeting in the Garrett Club, College Street, the other evening, with the president, George Garrett, in the chair.

E. B. Westwood, of the Queen Street West Association, spoke on the work of the T. B. M. A. Publicity Board and the advantages of well-balanced advertising and publicity. George Robb was appointed secretary to the Publicity Board. Several new members were enrolled.

WESTERN CANADA NEWS

R. H. Coldridge is covering the Brandon territory in the interest of W. H. Escott Co., calling on the wholesale and retail trade.

W. G. Lumbers accompanied by Mrs. Lumbers, spent a few hours in Winnipeg on their return from Alaska before returning to Toronto.

John G. Reid, general sales manager of the Acadia Sugar Refinery Company, Montreal, spent a few days while in Winnipeg with their Western representative, W. H. Escott Company Limited.

George C. Cummins, Montreal, sales manager of the Canadian Match Company, spent a few days in Winnipeg on a business trip and visited their Western representatives, Donald H. Bain Company, before returning east.

The Winnipeg Caterers' Association is holding its 35th annual picnic on Wednesday July 19th at Grand Beach, Manitoba. The association comprises both wholesale and retail grocers, butchers, bakers and confectioners in Winnipeg and the surrounding district. A good program of sports has been arranged and all of the trade should make it a point to be present.

Albert Smale of the staff of Donald H. Bain Company, Winnipeg, was married Wednesday, June 14th in Westminster Church to Miss B. Upham of Grafton, N. D. They are spending their honeymoon on a motor trip to Minneapolis and various other cities. Mr. and Mrs. Smale were presented with a silver tea service and a cut glass berry set by the staff of the firm.

The Pacific Starch Company, Limited, has decided to build at New Westminster, B. C., and has secured a site of three and one half acres. The plant, it is stated, will cost around $40,000 and will handle 750 tons of potatoes per month.

New Brokerage Firm is Formed in Winnipeg

Winnipeg, June 26.—The announcement is made of the formation of a new brokerage firm trading under the name of Mackenzie, Richardson Co. The new firm is succeeding Richardson, Green Limited and will be affiliated with the house of W. L. Mackenzie & Co., Limited.

Mackenzie, Richardson Co., will take over all accounts controlled by Richardson, Green Ltd., as well as all competitive brokerage accounts now controlled by W. L. Mackenzie & Co., Limited. They will operate branches in Fort William, Regina, Saskatoon, Calgary, Edmonton and Vancouver, with head office at 141 Bannatyne Ave., Winnipeg. Geo. Cameron is president and Ross Richardson is vice-president and general manager.

Robt. Kelly, Wholesale Grocer at the Coast, Dies Very Suddenly

Vancouver, B. C., June 26—(Special)—Robert Kelly, head of the Kelly Douglas Wholesale Grocery Company and interested in many other enterprises, died suddenly on Thursday of last week of acute jaundice and liver trouble.

He was 57 years old.

Twenty-five years ago he went into business for himself after being a traveller for some years for Winnipeg and Vancouver firms.

The late Mr. Robert Kelly, is a brother of A. E. Kelly, president of the Grocers' section of the Ottawa branch of the Retail Merchants' Association. The late Mr. Robert Kelly will be remembered in Ottawa by many of the older citizens. He was born in the village of Russell, Ont., and carried on business there and also in Finch. Throughout his residence in the west he took a keen interest in both British Columbia and Dominion politics.

Manitoba R.M.A. Holds Its Annual Session In Winnipeg

Winnipeg, June 26—(Special)—T. A. Connell, Winnipeg, was elected president and H. M. Dunham, Portage la Prairie, vice-president of the Manitoba board of the Retail Merchants of Canada, at the ninth annual meeting of the board held last week.

Other officers elected for the ensuing year were: W. J. Creelman, Brandon; 2nd vice-president, R. J. McLean, Winnipeg; 3rd vice-president; J. W. Kelly, Winnipeg, treasurer, the executive to appoint a secretary. Delegates from Manitoba to the meeting of the Dominion board to be held in Halifax, Aug. 8 to 11, will be: J. A. Banfield, T. A. Connell, H. M. Dunham, W. E. Humphries and C. F. Rannard.

The establishment of a school of commerce in connection with the university and the introduction of a merchandising course in Manitoba schools will be sought by the association.

More rigid enforcement of the Lord's Day Act was recommended and guessing contests condemned in other resolutions. Action was deferred in the matter of the stamp tax on cheques, pending its consideration by the Dominion executive council of the association.

Other resolutions dealt with taxes on personal property, community development, lectures on salesmanship, courses for retail salesman, new sales tax, school of commerce, business ethics, greater interest in municipal and provincial affairs on the part of business men, necessity for persons taking orders direct from consumers to have a license, recommending that municipalities refrain from entering the business field in competition with taxpaying concerns and similar subjects.

PRACTISE "PAY-AS-YOU-GO" IS GOOD ADVICE

(Continued from page 24)

preciation has hit your stocks so hard that values are down forty per cent.—or worse. In fact, the outlook may be all that is discouraging. Yet, if you owe nobody; if you can feel that despite all this, it is nobody's funeral but yours, and nobody has a right to question seeing you owe nobody—don't you see how you are fixed?

You are independent. Nobody can back you off the boards. Better than that; the man who pays as he goes is not so apt to get into any such business doldrums as overstocks and slow credits connote. For the man who pays as he goes, collects as he goes. He also buys conservatively. You do not find him overloaded with stocks. Instead, you do find his bank account in good shape. He is always in a position to cash in on any special opportunities that are offered. And note, too, that he is the one who knows the real opportunities from the spurious.

Credit is an excellent thing. It is the thing, in fact, on which modern commerce rests and flourishes. Without it, we should be back in the stone age of barter. But like other good things, its abuse is the curse of the abuser, and too many of us, especially while inexperienced, abuse it.

The green merchant, flushed with his first spurt of success, is a prime sinner against the laws of credit. That is why he so frequently goes broke just as he has got well started. That is why he should practise pay-as-you-go persistently. Some day he will use credit—maybe to finance a building on a splendid location he has bought at a real bargain out of his savings As his banker gets to know him, he may have other offerings, on credit, which it will be to his advantage to take.

But those things are developments from good habits. Where so developed, the laws are learned and scrupulously observed. And such a man does not go broke. He progresses to the top round of prosperity and local high standing.

Weekly Grocery Market Reports

Statements From Buying Centres

MARKETS AT A GLANCE

THE raw sugar market continues firm at the higher quotation of 3¼c c. & f. New York for Cubas. Considerable business transpired during the week among which was 320 tons of Colombian at 3 1-8c c. i. f. New York to Canadian refiners and 8,000 bags San Domingos at 3¼c c. i. f. St. John. Another sale was confirmed of 19,500 bags Cubas to operators at 3 5-16c c. & f., for second half July shipment.

In Canadian refined sugar the situation remains strong. Two refiners, the Atlantic and St. Lawrence, are still withdrawn while the Canada advanced their quotation to the basis of $7 Montreal. The domestic consumptive demand continues active and with the heaviest demand yet to come there is reason to believe, in view of the condition existing in the raw market, that some further advances will be made.

The tea market continues with a strong tone. Advices from London indicate strength and it is anticipated that it will continue for the next two or three months. Colombo reports an advance of ½d to 1d in a strong market. There is little change in the spot situation but there is considerable evidence of stocks, bought at the lower basis of values, being pretty well cleaned up.

Canned vegetables and fruits show little change other than a good steady movement which is closely cleaning up supplies. Jams are in a strong position with new pack strawberry expected early in the next month.

Cereals are steady with rolled oats continuing strong under an active demand. Prunes show little change while currants at primary points indicate a firmness. Raisins are steadier. Opening prices on the 1922 crop of apricots and peaches are announced, which are on a higher level than last year.

Butter and cheese under export movement and a keen demand for storage, have advanced. Eggs are also in a firmer position.

QUEBEC MARKETS

MONTREAL, June 28.—Sugar is steadily advancing in price. The quotation is now $7 per cwt. with every prospect of another advance. One refinery has withdrawn from the market. Molasses is advanced three cents a gallon. There is no change in corn syrups. Price cutting continues in canned fruits, for the purpose of unloading stocks. This has given a weak feeling to this market. Little by little, however, price cutting in other lines is dying out. Wholesalers are now conforming to list prices on condensed and evaporated milk. Lower prices on Bordeaux walnuts are noted as a result of drop in value of the franc. Currants look strong and prunes are advancing. There is no change in the coffee or tea market. Oranges are advancing but fresh fruits are dropping, with a big supply of strawberries on the market and prices lower than for several years. The cereal market is quiet with no change. There is a little more activity in spices. The rice market shows no change with only a limited demand.

COFFEE MARKET STEADY

Montreal.

COFFEE—There is no change in the coffee market. Prices are steady with a fair demand. This market is still uncertain about the developments in the new crop. Some reports differ, but the general opinion is that prices will be a little easier when the new crop is on this market.

COFFEE—	
Mocha	0 50
Java	0 45
Maracaibo	0 40
No. 1 Blind compound	0 35

CANNED FRUITS CUT

Montreal.

CANNED GOODS—Local wholesalers are cutting on many lines of canned fruits and a few vegetables. Apricots, pears, peaches and plums come under the cut with a reduction of from 10c to 20c per doz. This is not a true indication of the market condition but nevertheless lends a weak tone to the new pack. Merchants look for lower prices on the new goods. In some instances canned peas are cut but tomatoes are firm.

CANNED VEGETABLES		
Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Cabbage, Simcoe, 2½s	180	....
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob,) gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 30	1 40
Do., 2s	1 40	1 50
Do., 2½s	....	1 70
Do., gallons	....	6 25
Parsnips, Simcoe, 2's	1 80	...
Pumpkins 2½s (doz.)	1 50	1 65
Do., gallons (doz.)	....	4 50
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s	....	3 25
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
CANNED FRUITS		
Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 10	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 ...
Currants black, 2s, doz.	4 00	4 0...
Do., gals, doz.	....	18 50
Cherries, red, pitted, heavy syrup, doz. 1	....	3 2...
Do., 2½	....	3 50
Do., 2	3 20	3 30
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Raspberries 2's	....	3 75
California Peaches—		
1s	....	2 90
2s	....	3 25
2½s	....	...
Strawberries, 2's	....	3 30
Peaches, heavy syrup—		
2's	2 60	2 7...
2½s	....	4 20
Pears, 1s, Keiffer	....	4 30
Do., 2-lb.	2 45	3 10
Yellow cling, halves	....	2 60
Yellow cling, sliced	....	2 60
2's	....	2 80
2½s	....	4 20
Bartlett Pears	....	3 10
Greengage Plums, heavy syrup	2 20	2 00
Lombard plums, heavy syrup, 2-lb.	...	2 40

CEREALS ARE QUIET

Montreal.

CEREALS—There is no change in the cereal market. The demand is li-

mited at this season. A little strength is reported in hominy but on the whole the market is quiet.

CEREALS—

Rolled oats, bag	3 85	3 50
Oatmeal		3 75
Pearl Hominy		2 40
Corn meal	2 50	2 60
Graham Flour, 98 lbs.		7 65
Buckwheat Flour		4 25
Pot Barley		3 25
Pearl Barley		3 85
Beans, Ont.		3 50
Do., Can.		3 30
Lima Beans		0 06
White beans		0 07½
Green peas, dried	0 03	0 05¾
Split Peas		0 07¼

PACKAGE GOODS STEADY

Montreal

PACKAGE GOODS—There is no change in the quotations on package goods. Prices are steady with a fair movement all around. Prepared breakfast foods in particular are in demand and cutting prices is practically over.

PACKAGE GOODS—

Breakfast, food, case 18		3 50
Cocoanut, pound packages, per lb.		0 34
Do., ¼ lb. packages		0 37
Corn Flakes, 3 doz. case	3 40	2 40
Cornmeal, yellow, 24s		2 85
Rolled oats, 18's		2 00
Rolled oats, 20's		5 00
Aluminum package, 20s		6 25
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		2 55
Hominy, pearl or gran., 2 doz		3 00
Scotch Health Bran (20 pkgs case		3 50
Pancake Flour, case		7 1
Pancake flour, self-raising, 36		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat, 36s, case		[illegible]
Do., 20s case		[illegible]
Self-raising flour, (3-lb. bags, doz.		2 30
Do., (6-lb. pkg.) doz.		4 50
Corn starch (prepared)		0 09
Corn starch, 1 lb. pkgs.		0 07½
Potato flour		0 14½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 35
Shredded wheat		4 45
Cooked bran, 72		2 25
Enamel Laundry Starch, 40 pkgs case		3 00
Celluloid starch, 45 pkgs. case		3 80
Malt Breakfast Food, 150 pkgs		9 60
Macaroni		3 15
Spaghetti		3 15
Egg noodles, Quaker		2 25
Canadian cheese loaf, lb.		0 27
Pimento loaf		0 29
Swiss cheese		[illegible]

SPICES MORE ACTIVE

Montreal.

SPICES—While there is no change in quotations on spices, the market shows more activity with the approach of the canning season. Cassia and mace show strength but otherwise there is no improvement.

SPICES—

Allspice	0 18	020
Cassia, pure	0 25	0 26
Cassia compound		0 18
Cocoanut, 20 lb pails, per lb.		0 22½
Do. sweetened, lb., packages		0 34
Chicory, (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 32
Pure, ground		0 [illegible]
Cream of Tartar, French pure	0 41	0 45
Do., American high test	0 45	0 50
Whole Cloves		0 55
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz		1 15
Nutmegs, whole—		
Do., 64, lb		0 30
Do., 80 lb		0 28
Do., 100 lb.		0 30
Do., ground, 1 lb tins		0 35
Pepper, black		0 24
Do., white		0 32
Do., white, compound		0 18
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Do., black, compound		0 15
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Turmeric	0 25	0 30
Pickling spice	0 25	0 28

WALNUTS EASIER

Montreal

NUTS—The feature of the nut market is the easier prices on Bordeaux walnuts as a result of the drop in exchange on francs. This has lowered the import cost temporarily but market values are holding. Importers are taking advantge of the present price to stock for the fall. Shell peanuts are strong and there is a better demand for this nut than there has been in some years.

NUTS—

Almonds, Tarragona, per lb.		0 19
Valencia shelled almonds 3 crown		0 44
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily,) per lb.		0 16
Brazils, shelled		0 50
Peanuts, Jumbo		0 15½
Do. shelled No. 1 Spanish		0 10½
Do., salted red		0 17
Do., shelled, No. 1 Virginia		[illegible]
Peanuts (salted)—		
Fancy wholes, per lb.		0 34
Fancy splits, per lb.		0 29
Pecans, shelled	0 90	1 00
Walnuts, Grenoble in shell		0 30
Walnuts, Marbot	0 26	0 28
Do., new Naples		0 28
Do., Bordeaux, shelled	0 54	0 56

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

STRONG PRUNE MARKET

Montreal.

DRIED FRUITS—The feature of the dried fruit market is the strength noted in prunes. There has been a heavy export demand for England and France and this has cleaned up practically all available stocks in second hand. It is evident that this market is due for an advance since supplies available will not meet the present demand until the new crop is on the market. Some wholesalers have advanced their prices on prunes slightly but others are standing firm. The general opinion, however is that a sharp advance must come since the demand for prunes promises to be heavier in August and September. Early reports on the new crop of currants indicate a strong tone and importers are placing orders now for delivery in Oct., expecting a higher market. Dates have been well cleaned up in Canada by New York interests and higher prices are assured.

DRIED FRUITS—

Apricots, fancy		0 35
Do., choice		0 31
Do., slabs		0 29
Apples (evaporated) 25 lbs.		0 26
Do., 50 lbs.,		0 25
Peaches (fancy)		0 28
Do., (choice)		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Cut mixed		0 31
Lemon		0 25
Orange		0 25
Citron		0 40
Raisins		
Valencias		0 19
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown	0 25	0 27
Fancy seeded (Bulk)	0 18	0 19
Do., 16-oz.	0 20	0 21
Cal. Seedless, cartons 12 doz.		0 21
Do., 16 oz.		0 24½
California Seedless, in bulk	0 19	0 20
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, excelsior, (36 10s), pkg.		4 50
Dromedary, (36-10 oz.)		7 20
Loose	0 10	0 12
Figs, 4 crown		0 21
5 crown		0 22
6 crown		0 23
7 crown		0 25
Mats, Portuguese		0 08
Smyrna cooking, bags		0 13
Prunes (25-lb. boxes)—20-30s		0 32
40-50s		0 10½
50-60s		0 15
60-70s		0 14½
70-80s		0 14
80-90s		0 12½
90-100s		12½

STRONG MARKET FOR SUGAR

Montreal.

SUGAR—A peculiar situation has developed in the sugar market. Prices have advanced rapidly in the last two weeks and now stand at $7. per cwt. All sugar refineries with one exception are firm at this basis. The Atlantic Sugar Refineries have withdrawn from the market. Although they declined to make any statement in connection with this stand it is understood locally that this firm is so over sold for export that they have nothing to offer for the domestic market. If this is the case it promises a very strong market for sugar. Local grocers are still buying heavily in expectation of higher prices. This year there promises to be a particularly heavy demand for sugar for preserving as fruit prices are lower than they have been in the past few years.

SUGAR—

Granulated sugar, per cwt	7 00
Do., barrels	7 05
Granulated, gunnies, 5 20	7 20
Do., cases, 20 5-lb. cartons	7 40
Do., gunnies, 10-10	7 30
Do., cases, 50 2 lb. cartons	7 50

MOLASSES HIGHER

Montreal.

MOLASSES—Molasses shows another advance this week of 3c per gal. The price for the city is now 67c per gal. for fancy molasses and 64c at country points. There is no change in the market for corn syrups. Prices are firm with a good movement.

MOLASSES—

Puncheons, Island of Montreal	0 67
Barrels	0 70
Half barrels	0 71
Puncheons, outside of Montreal	0 64
Fancy molasses in tins (ginger bread)	
No. 2, 2-doz. per case	4 20
No. 3, 2-doz. per case	4 60
5-lb. tins	3 95
10-lb. tins, per case	3 60
CORN SYRUPS—	
Barrels, about 700 lbs.	0 05½
Half barrels, about 350 lbs	0 05¾
Quarter barrels, about 175 lbs.	0 06¼
2 gals., 25-lb. pails, each	2 00
3 gals., 38½-lb. pails, each	2 35
5-lb. tins, per case	4 20
10-lb. tins, per case	4 00
24 2-lb. tins	3 75
WHITE CORN SYRUP—	
24 2-lb. tins	4 25
12 5-lb. tins	4 70
6 10-lb. tins	4 50

TEA MARKET STEADY

Montreal.

TEAS—No change has occurred in the tea market. Prices are firm with just a little easier trend to Japan teas in view of the lower prices expected on

shipments due here next month. Black teas show a fair demand for small lots to meet immediate requirements and the activity developed in the market a month ago to a great extent has disappeared.

TEAS—

Pekoes	0 38	0 45
Broken Pekoes	0 45	0 60
Orange Pekoes	0 50	0 70
Broken orange Pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
Above retail prices range of quotations to the		
Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

RICE MARKET QUIET

Montreal.

RICE—There is no change in the rice market. Prices are just steady with a fair demand.

RICE—

Carolina, extra fancy	0 07½	0 08
Do., fancy	....	0 06
Honduras, fancy	....	0 06
Rangoon CC, per cwt.	....	5 75
Rangoon, B, per cwt.	....	5 75
Texas rice	....	0 05½
Tapioca, per lb. (seed)	....	0 09
Do., (pearl)	....	0 09
Do., (flake)	0 08	0 08½
Sago	0 08	0 08½

VEGETABLES DROPPING

Montreal.

VEGETABLES— Domestic vegetables on the market have upset many quotations and prices show a marked drop. Lettuce is plentiful. New potatoes are down and Mississippi tomatoes are plentiful and lower at $1.50 a 4 basket carrier. Local green peas are also down in price. Indications are that garden truck will be plentiful on this market and prices will be easy.

VEGETABLES—

Asparagus, Canadian 11 qt. basket	3 00	4 00
Beets, new doz.	1 25	1 50
local	0 90	1 00
Green beans	3 00	3 50
Wax beans	4 00	5 00
Cauliflower, doz.	3 00	4 00
Cabbage, new crate	2 75	3 00
Cabbage local, hamper	1 75	2 00
Carrots, new, per doz.	1 25	1 50
Carrots, local, per doz.	....	0 90
Lettuce, local box 2 doz.	0 50	0 75
Celery, washed, doz.	....	2 50
Parsnips, bag	2 00	2 50
Peppers, green, per crate	5 50	6 00
Montreal Potatoes	1 15	1 25
New Potatoes (Bermudas) per barrel	....	6 50
No. 2	....	5 50
Bermuda onions, crate	....	2 50
Egyptian onions, per 100 lb.	....	5 00
Spinach, barrel, local	0 40	0 50
Cucumbers, local, per doz.	1 75	4 50
Green Peas, per hamper	....	6 50
local, 40 lb.	4 00	5 00
New turnips, per doz.	....	1 50
Parsley, per doz.	....	2 00
Radishes, per doz.	0 10	0 15
Tomatoes, Mississippi flats	1 25	1 50

STRAWBERRIES

Montreal

FRUIT—Lower prices on strawberries feature the fruit market. The weather has been favorable for a big crop this year with prices much below that or recent years. From day to day they vary considerably. Wholesale prices run from 14 to 19c with the prospect of slightly lower prices through the week. Fresh apricots, peaches, cherries, melons and even new harvest apples are on the market. Prices are changing so rapidly and vary so much that a quotation can hardly be made. The fruit season promises to be good. Oranges and grapefruit are advanced about $1 per case.

FRUIT—

Apples, Greenings	10 00	10 50
Spys	12 00	14 00
Baldwins	9 50	10 00
Boxes, 175s, 210s,	3 75	4 50
Bananas (as to grade) bunch	6 00	7 00
Lemons, California	7 00	8 00
Lemons, 300s-360s, Messina	....	6 00
Florida, grape fruit	8 00	9 00
Spys	10 00	12 00
Domestic	....	6 00
Russets	8 00	9 00
California Valencias	9 50	10 00
Oranges, late Valencias	8 00	8 50
California Pears, per case	....	7 00
Domestic strawberries, per qt.	0 19	0 14
Pineapple, per crate, 24s	6 00	....
Do., 36s,	5 25	5 50
California cherries, per box	3 75	4 25
Georgia peaches, per crate	....	5 00
Watermelons	0 60	0 75
Canteloupes, crate	3 50	4 00
Honey Dew Melons 6-8	5 00	6 00

ONTARIO MARKETS

TORONTO, June 28.—The sugar market continues in a strong position. Two refiners are still off the market while one other has advanced quotations, making the price $7.34. Rolled oats continue firm while other cereals are steady. Canned tomatoes, corn and peas are firmly held with stocks steadily cleaning up. Jams look stronger in view of the strength in the sugar market. Shelled almonds and walnuts are quiet but peanuts are active and higher. There is little change in the dried fruit situation. Spices are in fair demand for present use with no change in the market. Molasses is firm. New potatoes and other vegetables tend lower. Strawberries are nearly over for this season while cherries are arriving freely in a weak market.

STEADY CEREAL MARKET

Toronto

CEREALS.—A good steady market continues for rolled oats with quotations generally firmly held at $3.35 per 90 lb. bag. Other cereals are fairly quiet with market conditions steady and unchanged.

CEREALS—

Barley, pearl, 98s	5 00
Barley, pot, 98s	3 75
Cornmeal, golden, 98s	2 80
Oatmeal, 98s	3 85
Corn flour, 98s	2 80
Rye flour	4 40
Rolled oats, 90s	3 35
Rolled wheat, barrel	6 25
Cracked wheat, bag	5 00
Breakfast food, 98s	4 75
Rice flour, 100 lbs.	10 00
Flaxseed, 98s	7 00
Peas, split, per bag	7 50
Marrowfat Green peas, Ont.	7 75
Graham flour, 98s	4 50
Whole Wheat Flour	4 10
Wheat Kernels	5 25

STIFF JAM SITUATION

Toronto.

CANNED GOODS.—Vegetables continue active. Tomatoes, peas and corn are firmly held with stocks generally low and a close clean up likely by the time new packs are available. Tomatoes are especially firm and the better known brands are strongly held at $1.80 per doz. Nothing definite has yet been announced in regards to the new pack of strawberry jam. The situation, in view of the recent strength in the sugar market, is considered strong and it has been intimated that the new pack of strawberries will be quoted around 90c. In some quarters, too, where low prices have been quoted on last year's make, a firmer position is noted and a higher price asked. Niagara Falls pineapple, sliced, 2½s is quoted at $3.65 per doz., and cubes at $3.25 per doz. Norse Crown sardines are quoted higher at $11 per case.

CANNED GOODS—

Shrimps	2 40	2 90
Salmon—		
Sockeye 1s, doz.		5 60
Do., ½s, doz.		3 25
Alaska red, 1s.	....	4 25
Cohoe 1s, doz.	....	2 90
Do., ½s, doz.	....	1 45
Pinks, 1s, doz.	....	1 50
Lobster ½-lb., doz.	4 15	4 25
D., ¼-lb. tins	2 75	3 00
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	1 80
Herrings in Tomato Sauce—		
Ovals 1s per doz.	1 75	2 15
Ovals ½s, per doz.	....	1 30
Kippered Herrings—		
Ovals 1s, per doz.	1 75	2 00
Ovals, ½s, per doz.	....	1 30
Canned Vegetables		
Peas, standard, doz.	1 80	1 85
Do., Early June	2 15	2 25
Do., Sweet Wrinkle	....	2 40
Do., Extra Sifted	....	3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.	....	2 15
Do., Golden wax, fancy, doz.	....	2 25
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.	....	6 60
Canadian corn	1 20	1 50
Tomatoes, 2½s doz.	1 70	1 80
Pumpkins, 2½s	1 90	1 80
Spinach, 2½s doz.	....	2 95
Do., 2s	....	2 25
Pineapples, sliced, 2½s doz.	....	3 75
Do., sliced, 2½s, doz.	....	4 25
Apples, gal. water pack, doz.	....	5 60
Do., gal. steam pack. doz.	....	6 80
Do., 2½s, doz.	....	1 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.	....	3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H. S.	4 50	5 00
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	3 00	3 25
Do., 16 oz. doz.	3 50	3 90
Do., 4s, each	0 85	1 07
Strawberry, 12 oz. doz.	....	3 05
Do., 16 oz. doz.	3 25	3 60
Do., 4s, tins	0 92	0 98
Raspberry, 12 oz., doz.	2 40	3 05
Do., 16 oz., doz.	3 25	3 60
Do., 4s tins	0 85	0 90
Marmalade—		
12 oz., glass, doz.	2 25	2 45
16 oz., glass, doz.	2 75	2 90
No. 4 tins, each	0 58	0 65

NO CHANGE IN COFFEE

Toronto

COFFEE.—No change has occurred in spot situation on coffee. Primary markets however, continue to indicate upward tendencies.

COFFEE—

Java, Private Estate	0 51	0 53
Begotas, lb.	....	0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48

Jamaica, lb.	....	0 35
Rio, lb.	0 23	0 25
Santos		0 35
Mocha, lb.	0 52	0 55

PRUNES MARKING TIME

Toronto.

DRIED FRUITS.—Although some of the independent packers of California prunes have named opening prices there does not appear to be a great deal of activity in the market. Buyers are apparently awaiting the opening prices of the Association which practically control 95 per cent. of the crop in California. Opening prices, however, have been named on the 1922 pack of apricots and peaches which are some higher than last year. Although the carryover of raisins will be larger than for several years advices from the Coast indicate that no reduction will be made in quotations and that packers are not worrying over the situation. In the local market there is no change in the dried fruit situation. Prunes are fairly well cleaned up and outside of some small stocks in wholesalers' hands there are few obtainable. A half pound package of soda bleached seedless raisins is the market and quoted at 12c. per package.

DRIED FRUITS—		
Citron caps, 12-lb. boxes, lb.	....	0 49
Lemon caps, 12-lb. boxes, lb.	....	0 31
Orange caps, 12-lb. boxes, lb.	....	0 32
Mixed containing 4½ lb. lemon per lb.	....	0 35½
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½ lb. orange 3 lb. citron caps, 3 dozen per case, per doz.	....	4 35
Currants—		
Greek Filliatras, cases	0 14½	0 15
Do., Patras	0 15	3 15½
Dates—		
Excelsior, pkgs., 3 doz., in case	....	4 00
Dromedary, 3 doz. to case	....	7 50
Do., 4 doz. to case	....	3 90
Fard, per lb.	....	0 26
Hallowee dates, per lb.	....	0 12½
Do., Sair	....	0 07½
Prunes—		
30-40s, 25s	....	0 22
40-50s, 25s	....	0 18
50-60s, 25s	....	0 17
60-70s, 25s	....	0 16
70-80s, 25s	....	0 14
80-90s	....	0 12½
100-120s, 50s, per lb.	....	0 09¾
Raisins—		
California, Sultanas, lb.	0 16	0 19
Seeded, 15-oz. pkts.	0 17½	0 18½
Do., 11-oz. pkts.	....	14½
Seedless, 15-oz. pkts.	....	0 23
Do., 8 oz., pkt.	....	0 12
Thompsons, seedless, bulk	....	0 19½
Valencia, Spanish	0 19½	0 20½
Clusters, boxes, 20 1-lb. pkg.	....	6 65
Smyrna Sultanas	....	0 23½
Muscat, 25 lb. box	....	0 19
Evaporated apples	0 19	0 19½
Figs—		
Natural bags, 30 lb.	....	0 10½
Layer, 4 Crown	....	0 30
Layer, 7 Crown	0 28	0 35
Pulled, 10-lb. box, per lb.	....	0 34
Pulled, 1-lb. box, each	....	0 20
Do., 2-lb. box, each	....	0 36
Mats	0 09	0 09½
Peaches—		
Choice	....	0 20
Choice, extra	....	0 22½
Standard	....	0 18½
Apricots—		
Choice	..	0 32
Standard	....	0 28

PACKAGE CEREALS STEADY

Toronto

PACKAGE GOODS.—Nothing of interest has developed in package cereals. An active seasonable demand is noted and the situation appears to be a steady one.

PACKAGE GOODS—		
Rolled Oats, 20s, round case	....	5 00
Do., 18s, case	....	2 00
Do., 20s. square case	....	5 00
Do., Aluminum Prem., 20s	....	6 15
Corn Flakes, 36s, case	2 70	3 45
Porridge Wheat, 36s, reg., case	....	6 00
Do., 20s, family, case	....	6 80
Package Peas, per doz.	....	0 90
Cornstarch, No. 1, lb. carton	....	0 09
Do., No. 2, lb. cartons	....	0 07½
Laundry Starch	....	0 07
Do., in 1-lb. cartons	....	0 07¾
Do., in 6-lb. wood boxes	....	0 10¾
Do., in 6 lb. tin cannisters	....	0 11½
Celluloid starch, case	....	3 80
Potato flour, 1-lb.	....	0 14½
Fine Oatmeal, 20s	....	5 75
Cornmeal, 24s	....	2 30
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Self-rising Pancake Flour, 24s	2 70	4 75
Buckwheat Flour, 24s	....	2 70
Self-rising Pancake Flour, 18s	....	3 85
F. S. Hominy, gran. case	....	3 00
Do., pearl, case	....	3 00
Scotch pearl barley case	....	2 70
Puffed rice pancake flour, 24s	....	2 90
Macaroni 30-16 oz. per case	3 15	3 40
Do., 30-8 oz. per case	2 00	2 20

PEANUTS STRONGER

Toronto

NUTS.—The market continues quiet. Trading generally, is mostly in quantities for immediate requirements. Primary markets are fairly steady and there are indications that when the demand bcomes brisker in the early part of the fall, that a stronger market will develop. Practically the only variety that is showing any movement at the present time is shelled peanuts. This line has been strong for several weeks and prices have advanced during that time about three cents per lb.

NUTS—		
Almonds, Tarragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian	....	0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, strip, lb.	....	0 22
Do., sweetened, lb.	....	0 22
Do., shred	....	20
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	....	0 13
Mixed nuts, bags 50 lbs	0 20	0 25
Pecans	....	0 27
Shelled —		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 25	0 37
Walnuts, Bordeaux, lb.	070	0 75
Do., Manchurian, lb.	0 45	0 50
Do., broken	....	0 41
Jordan Almonds	0 70	0 75
Brazils, lb.	....	0 55
Pecans, lb.	0 78	0 80

STEADY SPICE MARKET

Toronto.

SPICES.—A fairly good movement is noted but generally of a hand to mouth character. The market shows little change as compared with a week ago, but prices are firm. One brand of cream of tartar in packages shows a slight advance.

SPICES—		
Cassia	0 22	0 24
Cinnamon	0 35	0 40
Cloves	0 60	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 55
Mustard, pure	....	0 45
Pastry	....	0 25
Pickling spices	....	0 20
Mace	....	0 55
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.	....	0 45
Chillies, lb.	....	0 50
Nutmegs,, selects, whole	0 30	0 40
Do., ground	....	0 35
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 45
Coriander seed	....	0 18
Carraway seed, whole	....	0 20
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	0 35	0 40
4-oz. packages, doz.	....	1 75
2-oz. pkgs., doz.	....	0 90

UPWARD TREND TO SUGAR

Toronto

SUGAR.—The market continues with a strong tone with indications for further advances. Wholesalers are firmly maintaining the price and there is some talk of a shortage. Two refineries, the Atlantic and the St. Lawrence, are still withdrawn from the market while the Canada advanced to $7 Montreal basis, since going to press a week ago, making the Toronto basis $7.34.

SUGAR—	
Acadia Sugar Refinery, ex. gran.	7 34
Dom. Sugar Refinery, ex. gran.	7 03
Canada Refinery, gran.	7 34

Differentials: Graduated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.

STRONG TEA MARKETS

Toronto

TEAS.—All advices received from London during the past week indicated a strong tone and although no noticeable changes in prices occurred, a strong market is anticipated for the next two or three months. Cables from Colombo stated advances of ½d to 1d per lb. In the local situation there is no perceptible change, but stocks which were brought at the low point are now pretty well cleared up and wholesalers are firmer in their ideas.

TEAS—		
Pekoe Souchongs	0 39	0 45
Pekoes	0 42	0 58
Broken Pekoes	0 45	0 68
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans	....	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

Above prices give range of quotations to the retail trade.

SYRUPS UNCHANGED

Toronto

SYRUPS.—Reflecting the stronger tone in sugar, molasses and cane syrups have also a stronger tone. The demand, however, is not so heavy at this season and with a heavier demand developing there is a tendency for firmer prices.

SYRUPS—	
Corn Syrup—	
Barrels, about 700 lbs., yellow	0 05½
Half barrels, ¼c over bbls; ⅛ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 50
Cases, 2-lb. tins, yellow 2 doz. in case	3 75
Cases, 5-lb. tins, yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz.	4 00
Sugar Syrup—	
Cases, No. 2 tins 24 to case.	4 50
Maple Syrup—	
8 lb. tins, 10 to case, per case	14 50
2½ lb. tins 24 to case, per case	13 25
10 lb. tins, 6 to case, per case	11 50
5 gal. cans	11 00
1½ lb. tins, 24 to case, per case	7 50
5 lb. tins, 12 to case, per case	12 25
1 gal. tins, 6 to case, per case	13 20
Maple sugar, 1 lb. blocks, per lb.	0 18
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 00

No. 3 tins, 2-doz. case	....	5 20
No. 5 tins, 1-doz. case	....	4 40
No. 10 tins, ½-doz. case	....	4 05
Pails—No. 1	....	1 15
Pails, No. 2	....	1 70
West India, gal.	....	0 80
Molasses, table grade—		
No. 2 tins, 2-doz. case	....	6 25
Pails No. 5	....	3 35

RICES STEADY

Toronto.

RICES.—Rices are quiet and steady with the situation at primary points continuing firm.

RICE—		
Honduras, broken, per lb.	0 05	0 08
Do., fancy	0 09¾	0 10½
Blue Rose, fancy	0 07¼	0 08
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 10	0 11
Do., Mujin, No. 1	0 09	0 10
Do., Pakling	0 07½	0 09
Rangoon	07	0 07½
White Sago	0 08	0 08½
Tapioca, per lb.	0 7½	0 08
Do., fancy	0 09½	0 10

NEW POTATOES LOWER

Toronto.

VEGETABLES.—New potatoes, Virginia, are lower at $6.50 per barrel for No. 1 and $5 for No. 2. New Ontario potatoes are quoted at $2.25 to $2.50 per bushel hamper. Local carrots and beets are quoted at 40c to 50c per doz. bunches. Tomatoes are easier at $1.50 per 4 bkt. crate and $4 per 6 bkt. crate. Green peas, 6s, 40c to 50c and 11s 75c to 85c.

VEGETABLES—		
Potatoes, Ontario	1 15	1 30
Do., No. 1, bbls.	....	6 50
Do., No. 2 bbls.	....	5 00
Onions, Cal., case	....	3 50
Leaf Lettuce, doz.	....	0 25
Green Onions, local, doz.	....	0 25
Beets, local, do. bun.	0 40	0 50
Carrots, doz. bun.	0 40	0 50
New Cabbage, hamper	....	1 50
Radish, per doz.	....	0 25
Green peppers, per doz.	....	1 00
Tomatoes, 4 bkt. crates	....	1 50
Do., 6 bkt. crate	....	4 00
Do., hot house, lb.	0 25	0 30
Egg Plant case	....	4 50
Green beans, hamper	....	4 00
Wax beans, hamper	....	4 00
Asparagus, 11 qt. bk.	2 75	3 00
Cucumber, per basket	....	2 75
Green Peas, 6 qt. bkt.	40	0 50
Do., 11 qt. bkt.	0 75	0 85

CANTALOUPES LOWER

Toronto.

FRUITS.—The strawberry season is coming to a close and prices are firmer. Cherries are arriving freely with the market weak. Cantaloupes are lower at $6.50 for standards and $3 for flats. California apricots, plums and cherries are in good demand with prices slightly easier. Yellow transparent apples are on the market at $4 per bushel basket.

FRUITS—		
Oranges, Cal. Val.	6 00	9 50
Lemons, Messina	....	6 00
Bananas, per lb.	....	0 07½
Strawberries, per box qts	....	0 15
Watermelons, ea	1 00	1 25
Cherries, Cal., per box	....	3 50
Apricots, Cal., per box	....	3 75
Plums, Cal., per box	....	3 50
Cantaloupes, standards	....	6 50
Do., flats	....	3 00
Peaches, 6 bkt. crate	....	4 50
Pineapples, Florida, case	....	7 50
Yellow transparent, bus. bkt.	....	1 00
Cherries—		
Sour, 11 qt. bkt.	....	1 25
Sweet white, 6 qt. bkt.	....	1 25
Sweet black, 6 qt. bkt.	1 50	1 75
Gooseberries, 11 qt. bkt.	1 25	1 50

MANITOBA MARKETS

WINNIPEG, June 28.—The feature of the market is the strengthening character of sugar under the influence of a heavy export demand and an advance of 25c per cwt. makes the Winnipeg basis $8. Higher prices are expected. Canned vegetables continue firm while canned lobsters are scarce and high. Rolled oats are slightly easier. Flour has declined 10c per bag. New pack apricots are expected on the market around the middle of August and indications are that prices will be higher. Good quantities of fresh fruits are arriving under a heavy demand.

COFFEE PRICES STEADY

Winnipeg.

COFFEE—There are no new developments in the coffee situation. Quotations to the retail trade remain unchanged under a good seasonable demand.

COFFEE			
Rio, roasted, best grade, per lb.	0 19¾	20-7/9
Mexican, roasted, best grade, lb.	0 41	0 49
Jamaica, roasted, best grade, lb.	0 28	0 30
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

CANNED LOBSTERS SCARCE

Winnipeg.

CANNED GOODS—Shipments of new pack canned lobsters are arriving and canners have advised that there is a shortage on account of the heavy export demand. The demand for canned salmon, especially pinks and cohoes is good, but sales of sockeye are light. Sardines and pilchards are in fair demand. High grade peas are practically off the market until the new pack arrives. All lines of vegetables are meeting with ready sales and if the demand continues new arrivals will be coming on a bare market. Canadian canned fruits of many lines, such as cherries, strawberries and raspberries are practically cleaned up and there will be none available until the new pack arrives around the month of August. Indications are for slightly lower prices.

CANNED FISH—		
Shrimps, 1s, 4 doz. case, doz.	....	2 75
Finnan Haddie, 1s, 4 doz. case	8 00	11 00
Do., ½s, 8 doz. case, case	....	7 25
Herring (Can.) 1s, 4 doz. case per case	6 50	8 00
Lobsters, ¼s, 8 doz. case, doz.	....	2 85
Do., ½s, 4 doz. case, doz.	....	4 95
Oysters, 1s, 4 doz. case, case	....	8 40
Do., 2s, 8 oz. 2 doz. case, case.	....	7 50
Pilchards, 1s, tall, 4 doz. case, per case	....	6 25
Do., ½s, flat, 8 doz. case, case	....	9 00
Salmons—		Per case
Sockeye, 1s, tall, 4 doz. case	....	20 00
Do., ½s, flat, 8 doz. case	....	21 00
Red Spring, 1s, tall, 4 doz. case	....	15 00
Do., ½s, flat, 8 doz. case	....	16 00
Cohoe, 1s, tall, 4 doz. case	11 50	13 00
Do., ½s, flat, 8 doz. case	13 00	14 00
Pink, 1s, tall, 4 doz. case	6 00	6 50
Do., ½s, flat, 8 doz. case	....	8 00
CANNED FRUITS (Canadian)—		Per case
Apples, 6 tins in case	....	3 20
Blueberries, 2s, 2 doz. case	....	5 75
Cherries, 2s, 2 doz. case	....	6 70
Gooseberries, 2s, 2 doz. case	....	7 50
Lawtonberries, 2s, 2 doz. case	....	8 00
Peaches, 2s, 2 doz. case	6 60	7 10
Pears, 2s, 2 doz. case	6 45	7 00
Plums, Green Gage, H. S. 2s, 2 doz. case	....	6 00
Plums, Lombard, H.S. 2s, doz. case	....	5 95
Plums, Lombard, L. S., 2s, 2 doz. case	....	4 65
Raspberries, 2s, 2 doz. case	8 00	8 60
Strawberries, 2s, 2 doz. case	8 00	8 60
CANNED FRUIT (American)—		Per case
Apricots, 1s, 4 doz. case	....	10 60
Peaches, 2½s, 2 doz. case	....	9 15
Peaches, sliced, 1s, 4 doz. case	....	10 85
Do., Halves, 1s, 4 doz. case		10
Do., 2s, 2 doz. case	....	6 50
Pears, 1s, 4 doz. case	....	13 25
Pineapple, sliced, 2s, 2 doz. case	....	7 00

NEW APRICOTS HIGHER

Winnipeg.

DRIED FRUITS—Stocks of dried fruits are reported light by wholesalers and indications are that the old crop will be absorbed before the new pack arrives. New apricots are expected on the market about the middle of August and prices will be higher than last year. Peaches and prunes are expected to be higher.

DRIED FRUITS		
Evaporated apples, per lb.	....	0 20¼
Currants, 90 lb., per lb.	....	0 16
Do., 8 oz. pkgs., 6 doz. case, pkg.	....	0 15
Dates, Hallowee, bulk, lb.	....	0 14
Do., pkgs,, 3 doz. case, lb.	....	0 09
Figs, Smyrna, per lb.	....	0 14
Loganberries, 8 oz., 4 doz. case, pk.	....	0 27¼
Peaches, standard, per lb.	....	0 18
Do., choice, per lb.	....	0 19½
Do., fancy, per lb.	....	0 23
Do., Cal., in cartons, per carton	1 00	1 20
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton	....	1 30
Prunes—		
30-40s, 25s, per lb.	....	0 24
40-50s, 25s, per lb.	....	0 20
50-60s, 25s, per lb.	....	0 17½
60-70s, 25s, per lb.	....	0 16
70-80s, 25s, per lb.	....	0 14½
90-100s, 25s, per lb.	....	0 12½
In 5-lb. cartons, carton	0 73	0 80
Raisins—Seeded—		
Cal., pkg., 16 oz., fancy, per pkg.	....	0 21½
Do., pkg., 12 oz., fancy, per pkg.	....	0 17½
Do., 16 oz., choice, per pkg.	....	0 21
Do., 12 oz., choice, per pkg.	....	0 16
Cal., 5 lb. cartons, per carton	....	1 15
Do., bulk, 25-lb. boxes, per lb.	....	0 20
Raisins—Seedless—		
Cal., pkg., 11 oz., per pkg.	....	0 20
Do., bulk, 25-lb. boxes, per lb.	....	0 22
Do., bulk, 5-lb. cartons, per carton	....	1 15
Do., Cal. Muscatels, 5 lb. carton, per carton	....	1 15
Apricots—		
Do., Standard, 10s, per lb.	....	0 32
Do., 25s, per lb.	....	0 30
Do., Choice, 10s, per lb.	....	0 34
Do., 25s, per lb.	....	0 32
Do., Fancy, 10s, per lb.	....	0 36
Do., 25s, per lb.	....	0 35
Apricots, 5 lb. cartons, per carton	....	1 65

ROLLED OATS EASIER

Winnipeg.

CEREALS—Bulk rolled oats are showing an easier tendency and have declined to the basis of $2.80 per 80 lb. bag. Ontario and Michigan beans are practically off the Western market and the only supplies available are small quantities of Kotenashis. Split peas are reported scarce. Package cereals are in good demand at unchanged quotations.

PACKAGE CEREALS—		
Rolled Oats, 20s. Rd. Ct.	3 75	4 65
Do., 36s, case square pkts.	....	3 75
Do., 18s, case	....	2 10
Corn Flakes, 36s, case	3 50	3 80
Cornmeal, 2 doz. case, per case	....	3 40
Puffed wheat, 4 doz. case, per case	....	4 40
Puffed Rice, 3 doz. case per case	....	5 70

Cream of Wheat, 3 doz. case per case	7 50
Grape Nuts, 2 doz. case, per case	7 50
Package Peas, 3 doz case	3 00
BULK CEREALS—	
Rolled Oats, 80s, per bag	2 80
Do., 40s, per bag	1 50
Do., 20s, per bag	0 80
Do., 10-8s, per bale	3 75
Cornmeal, 98s gran. of stand bag	3 30
Wheat granules, 98s, per bag	4 70
Do., 16-6s, per bale	5 90
Peas, whole green, 100 lb. bag, per bushel	3 85
Peas, split, yellow, 98s, per bag	7 50
Peas, split, yellow, 49s, per bag	3 80
Beans, fancy, hand picked, 100 lb. bag per bushel	3 60 4 25
Beans, Lima, 100 lb. bag, per lb.	0 13½ 0 14½
Barley, pot, 98s, per bag	3 45
Do., pot, 24s, per bag	0 93
Do., pot, 24s, per bag	4 60
Barley, pearl, 98s, per bag	4 60
Do., pearl, 24s, per bag	1 22
Cornmeal, 98s, per bag	2 60
Do., 49s, per bag	1 40
Do., 24s, per bag	0 70
Do., 10-lbs. per bale	3 35
Buckwheat, Gritz, 98s, whole, per bag	5 25

DROP IN FLOUR

Winnipeg.

FLOUR—In sympathy with the wheat market flour has declined 10c per sack, bringing 98 lb. bags to $3.90.

FLOUR—	
98-lb. sacks	3 90
Two 49-lb. sacks	3 97½
Four 24-lb. sacks	4 07½

JAM SITUATION UNSETTLED

Winnipeg.

JAMS—The jam market seems to be in an unsettled condition. Jam manufacturers claim they cannot reduce their prices any lower than last year's and wholesalers are buying in small quantities except on snap offers. Indications are that the market will not become stabilized until manufacturers have named their prices. There is no change in blended jams except the advance due to the increased sales tax.

JAMS—	
Black Currant, 4s, per tin	0 80
Strawberry, 4s per tin	0 89
Raspberry, 4s per tin	0 89
Apricots, 4s, per tin	0 83
Cherry, 4s, per tin	0 83
Peach, 4s, per tin	0 83
Compound (all flavors) 4s tin	0 46

FRENCH WALNUTS FIRMER

Winnipeg.

NUTS—French Bordeaux walnuts are firmer and indications are that present prices will be well maintained. The shelled almond market is in an unsettled condition due to the American tariff and the policy of buying from hand to mouth. Indications are that prices will be slightly lower on this line. Spanish shelled peanuts are firmer. Pecans are easier. Brazils are slightly firmer and buyers continue to place orders to meet the necessary requirements.

NUTS, SHELLED—	
Almonds, per lb.	0 50
Spanish Peanuts, No. 1, lb.	0 13
Pecans, per lb.	0 90
Walnuts, per lb.	0 68
Brazils, per lb.	0 55
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 20
Walnuts, per lb.	0 28
Almonds, per lb.	0 25
Brazils, per lb.	0 18
Pecans, per lb.	0 25
Filberts, per lb.	0 22

RICE PRICES FIRM

Winnipeg

RICE—The primary rice market shows no change. Blue rose rice is steady and stocks are becoming rapidly depleted. Sago and tapioca are in good demand and have advanced ½c per lb. and as new shipments are now on the road higher prices will prevail on their arrival.

RICE	
No. 1 Japan, 100-lb. sacks, lb.	0 08¼
Do., 50-lb sacks, lb.	0 08⅝
Siam 100-lb bags, lb.	0 05¾
Do., 50-lb bags, lb.	0 06
Sago, sack lots, 130 to 150 lbs., per lb.	0 07¾
Sago, in less quantities, lb.	0 08¼
Tapioca, Pearl, per lb.	0 07½

SYRUPS RULE STEADY

Winnipeg.

SYRUPS The cane syrup market is ruling firm and with the further advance in sugar indications point to higher quotations. There is a good demand for all lines of syrups.

CANE SYRUP—	
No. 2s, 2 doz. case	4 95
No. 5s, 1 doz. case	5 75
No. 10s, ½ doz. case	5 30
No. 20s, ¼ doz. case	5 15
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 25
Cases, 20-ib. tins, white, ¼ doz. in case	4 25
Cases, 2-lb. tins, yellow, 2 doz. in case	3 75
Cases, 5-lb. tins yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz. in case	3 65
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 00
MAPLE SYRUP—	
Pure, 2½s, tins, case of 2 doz.	20 50
Pure, 5s, per case of 1 doz.	19 00
Pure, 10s, per case of ½ doz.	17 50
TABLE SYRUP—	
Maple flavor, 2½'s tins, per case of 2 doz.	8 00
Do., 2s, tins, per case of 1 doz.	8 00
Do., 1s, tins, per case of ½ doz.	7 80
MOLASSES BARBADOES—	
2 lb. tins, 2 doz. case	7 90
3 lb. tins, 2 doz. case	9 85
5 lb. tins, 1 doz. case	8 00
10 lb. tins, ½ doz. case	7 75
MOLASSES BLACKSTRAP—	
1½s, tins, ½ doz. case	4 35
2s, tins, 3 doz. case	4 20
2½s, tins, 2 doz. case	3 55
5s, tins, 1 doz. case	3 40
10s, tins, ½ doz. case	3 00

SUGAR ADVANCES

Winnipeg.

SUGAR—Standard granulated sugar is advanced to the basis of $8 f.o.b. Winnipeg. This is an increase of 25c over last week's quotations. Both Canadian and New York raw and refined markets continue strong and indications are for higher prices.

SUGAR—	
Extra gran., bags, 100 lbs.	8 00
Do., gunnies, 5-20 lbs.	8 15
Do., cartons, 20-5 lbs.	8 40
Do., gunnies, 10-10 lbs.	8 35
Yellow, No. 1, lt. bags, 100 lbs.	7 75
Do., golden bags, 100 lbs.	7 65
Powdered sugar bbls.	8 55
Do., boxes, 50 lbs.	8 55
Do., boxes, 25 lbs.	8 95
Icing, barrels	8 65
Do., boxes, 50 lbs.	9 05
Do., boxes, 25 lbs.	9 05
Soft lumps, boxes, 100 lbs.	8 95
Do., boxes, 50 lbs.	9 15
Do., cases, 20 cartons	10 00
Do., cases, 40½ lbs.	10 75
Small lump boxes, 100 lbs.	8 85
Do., boxes, 50 lbs.	8 95
Do., boxes, 25 lbs.	9 05
Do., cartons, 50 2-lb.	8 95
Hard Lump Boxes, 10 lbs.	8 95
Do., boxes, 50 lbs.	9 10
Do., boxes, 25 lbs.	9 95

GLOSS STARCH IN DEMAND

Winnipeg.

STARCH—The feature of the starch situation has been the good demand for gloss. Prices remain unchanged.

SPICES STEADY

Winnipeg.

SPICES—The list throughout remains steady under a good movement for immediate requirements.

SPICES—	
Allspice, Jamaica, best qual., lb.	0 18
Cassia, Batavia, per lb.	0 35
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1 per lb.	0 53
Cinnamon, Ceylon, per lb.	0 50
Do., No. 10, carton, doz.	0 75
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar, per lb.	0 60
Ginger, washed, Jamaica, No. 1	0 65
Do., Jamaica, No. 2	0 40
Do., Japan or Africa, lb.	0 30
Mace, extra bright Penang, lb. per lb.	0 65 0 87
NUTMEGS—	
Nutmegs, extra large brown, 70 lb., per lb.	0 55
Do., large brown, 85 lb., per lb.	0 40
Do., med. brown, 110 to lb., per lb.	0 35
Do., carton of six, per doz.	0 80
Do., carton of six, per doz	0 80
Pepper, blk., Singapore, ex. lb.	0 22
Do., white, per lb.	0 35
Pickling, ¼-lb. pkg., per doz.	0 90
Do., bulk, No. 1, per lb.	0 22
Do., No. 2, per lb.	0 20
GROUND SPICE—	
Allspice, bulk, per lb.	0 18
Do., No. 2, per lb.	0 16
Do., No. 1 4 oz. cartons	1 30
Cassia, No. 1 bulk, per lb.	0 27
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	0 95
Cloves, bulk, per lb.	0 63
Do., 2 oz. cartons	1 45
Do., 4 oz. cartons	2 75

TEA MARKET STEADY

Winnipeg

TEA—The Ceylon market for low and medium grade tea is slightly higher. The India market has reopened but there are no reports as yet to base an opinion on future prices on this line. Javas are firm and steady. There is a good demand locally for both package and bulk teas and quotations are unchanged.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 38	0 40
Do., second quality	0 35	0 36
Pekoe, first quality	0 40	0 42
Do., second quality	0 36	0 40
Broken Pekoe, first quality	0 42	0 48
Broken orange Pekoe, 1st. qual.	0 50	0 60
Japan, first quality	0 42	0 60
JAVAS—		
Pekoe Souchongs	0 38	0 40
Pekoe	0 40	0 42
Broken Pekoe	0 42	0 48
Broken Orange Pekoe	0 50	0 60

FRUITS IN DEMAND

Winnipeg.

FRUITS—There is a good demand for all lines of fresh fruits. Strawberries are reported fairly heavy and Hood Rivers are quoted at $5 per case with Washingtons at $3.75. California Bing cherries are in good demand at $7 per case, and as heavier shipments arrive lower prices are expected. Im-

perial Valley cantaloupes are quoted at $3.75 per case.

FRUITS—		
Oranges, Valencia's, per case.	8 00	9 50
Lemons, Cal., fancy, per case.	10 00	....
Lemons, Cal., choice, per case.	9 00	....
Grape fruit, Florida, per case.	7 50	....
Bananas, per lb.	10	....
Strawberries, per case	5 00	....
Pineapple, per case	7 00	....
Apples, Winesaps, per box	3 75	4 00

VEGETABLES LOWER

Winnipeg.

VEGETABLES—New California onions of the red and yellow varieties have arrived on the market and are quoted at $5 per sack. Green peas are in good demand at $4.50 per hamper. New potatoes are quoted at 6½c per lb. and new carrots at 7c. Mississippi tomatoes in 5 case lots are selling freely at $3 per case.

VEGETABLES—	
Cabbage, per lb.	0 05
Head lettuce, per case	3 75
Head Lettuce, per doz.	1 00
Green onions, per doz.	0 30
Cucumbers, per doz.	2 50
Tomatoes, per case	3 00
Celery, per case.	7 50
Onions, per case	5 00
Rhubarb, per lb.	0 02

MARKETS BY WIRE

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S., June 27.—The markets are strengthening in some lines. Smoked meats are showing slight advances. Smoked hams are 2c. per lb. higher while breakfast bacon is up one cent per pound. Sugar is quoted higher at $7.25 for standard granulated and $6.75 for No. 1 yellow. Evaporated apples are advanced to 22c. per lb. Potatoes are steady and unchanged at $1.10 per 90 lb. bag.

Flour, No. 1 patents, bbl.		11 00
Cornmeal, bags		2 50
Rolled oats, per bag		4 00
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.		7 70
Sugar, standard, gran.		7 25
Do., No. 1 yellow		6 75
Molasses, gal.		0 60
Cheese Ont., twins		0 16
Eggs, fresh doz.		0 29
Lard, compound		0 17
Do., pure, lb.		0 19
American clear pork, bbl.		34 00
Tomatoes, 2½s., stan., doz.		2 00
Hams, aver., 25-35 lbs.		0 32
Do., aver., 18-25 lbs.		0 34
Hams, aver., 12-18 lbs.		0 37
Roll bacon		0 24
Breakfast Bacon		0 33
Butter, creamery, prints lb.		0 40
Do., creamery, solids		0 38
Raspberries, 2s Ont., doz.		4 00
Peaches, 2s, standard, doz.		2 90
Corn, 2s, standard, doz.		1 60
Peas, standard, doz.		1 85
Strawberries, 2s, Ont., doz.		3 60
Salmon, Red Spring, flats, cases		
Do., pinks		7 00
Do., Cohoes		14 00
Do., Chums		6 00
Evaporated apples, per lb.		0 22
Dried peaches, per lb.		0 22
Potatoes, Nat., 90-lb. bag		1 10
Corned beef	3 00	3 55
Onions, Spanish, lb.		0 08
Do., American, bag 10 lbs.		13 50
Oranges, per case		8 50
Cauliflower, per doz.		3 50

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., June 27.—Sugar advanced 30c. during the week making the price $8.29 for standard granulated. Chicken haddie advanced 25c. per case. The butter market is strong under an advance of 5c. per lb. Cheese is also higher, Ontario large now quoted at 20½c. per lb. Kotenashi beans are higher at $6.25 per cwt. New season's Western pack strawberry jam, is expected to arrive early in July.

Beans, Kotenash, per cwt.	6 25	
Rolled oats, 80s		2 95
Rice, Siam	5 90	6 50
Japan, No. 1	7 15	7 50
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.		7 90
Sugar, pure cane, gran., cwt.		8 29
Cheese, No. 1, Ont., large		0 20½
Alberta cheese, twins		0 20
Do., large		0 22
Butter, creamery, lb.	0 36	0 40
Do., dairy, lb.	0 25	0 29
Lard, pure, 3s		10 80
Eggs, new laid, local, case		7 00
Tomatoes, 2½s	4 40	4 50
Pumpkin, 2½s case	4 05	4 25
Lemons, case		7 75
Corn, 2s, standard case	2 80	3 60
Peas, 2s, standard case	3 95	4 20
New early June peas, case		4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye, ½s		21 55

"CONFIDENCE IS MOST VALUABLE ASSET A MERCHANT CAN BUILD"

VICTORIA, B. C., June 12—"The most valuable asset that a merchant can build up," said Mr. Bayliss, of the Hollywood Grocery, Victoria, "is confidence. Anything that will build confidence is good business, and any action that jeopardizes that confidence is bad business.

"I am a firm believer in the personal recommendation in the grocery business. A customer, if she has confidence in her grocer expects him to be something of an authority on food matters, and to have a well-founded, a well-considered opinion on every line he sells. If he has a personal knowledge about every item he sells he is in a position to speak authoritatively about it, as a customer likes him to. If he knows an article to be good, from personal experience, he can recommend it and his recommendation carries great weight, and often is the deciding factor in the sale. If his judgment is found to be good, his prestige is enhanced, and his customer's confidence in him is increased—all of which is good business, and a real asset to a merchant.

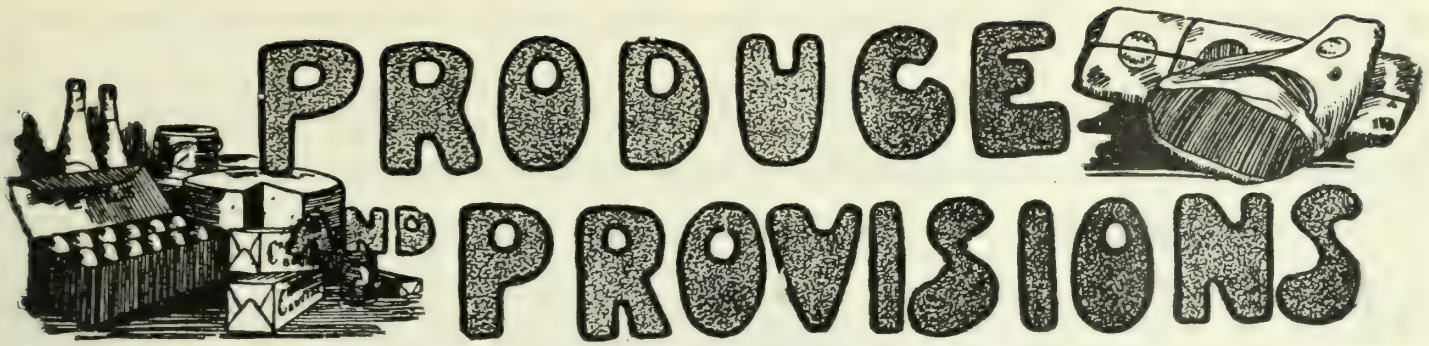
"Therefore, I would seriously warn any grocer against making an easy sale, by warmly recommending any item with which he is not sufficiently familiar to warrant the recommendation. 'Once bitten—twice shy,' has lived too long as an expression, not to have a strong element of truth in it. Any recommended article that falls short of the claims made for it, results in a quick loss of confidence in the grocer."

Mr. Bayliss also states that in his store the policy that the "customer is always right" is not merely a motto on the wall but it is an actual reality. "If there is an argument," says this merchant, "the retailer will always come off second best. Even if he gains the point, he likely loses the customer. We never argue. The customer is right. We aim to sell not only groceries, but satisfaction and if the customer is not satisfied she hasn't got the whole of her order."

Suggests Time of Making Cheese Be Put On Each One

J. M. Adams, 125 Queen St., Chatham, Ont., suggests that the time of making a cheese should be shown on the article. At the present time there appears to be only June and September but what becomes of the cheese manufactured during other months of the year, he asks. He thinks this would also help the grocer in buying and selling. "Why not the cheesemaker put the name of his brand on the same as the butter maker?" he inquires. "The name of the firm selling it does not amount to shucks. If a woman comes in a store and says she wants some cheese like she bought a month ago how does a man know what to give her? All cheese sold by one man is not made for him by the same man. Now if when this customer came in, she said she wanted such and such a brand you would know what to give her, and if you didn't have that brand you would use your own judgment in advising her."

Two butchers in Toronto were recently fined $25 and costs on a charge of adulterating and misbranding under the Food and Drug Act. It arose out of a sale to Food Inspector Dager who claimed that he ordered sausage and was sold a substitute.



Amendments Dealing with Canned Fish

Section of Meat and Canned Foods Act Dealing Particularly With Canning and Packing of Fish is Amended. With Application Particularly to the Export Market—Will Not Inconvenience Packers

MONTREAL, June 26 (Special).—During the present session of parliament the Hon. E. Lapointe, Minister of Marine and Fisheries, brought a bill before the House of Commons which deals with the canning, packing, marking and shipping of canned fish, in particular, which comes under the Meat and Canned Foods Act. According to his resolution it provides for an amendment to chapter 27 of the Statutes of 1907 of the said Act, with application particularly to the export market. The important extracts from the amendment appear herewith.

Resolved, that it is expedient to amend The Meat and Canned Foods Act, chapter twenty-seven of the statutes of 1907, and amending Acts, and to provide:—

1. (a) That "shell fish" may be included among the products prepared for food for export or stored for export in an establishment as defined in section one of chapter 31 of the statutes of 1918;

(b) That "dry lobster meat" or "dry meat" shall mean drained meat, that is, the meat remaining after a can which has been processed and allowed to cool thoroughly is opened and upturned so as to permit free drainage of the liquid therefrom for not less than one minute and not more than one and a half minutes; and,

(c) That "can" and "canned fish or shellfish" shall include any hermetically sealed fish or shellfish processed or preserved in the usual way packed in such can, bottle, package or container.

2. That section 12A, as enacted by chapter 33 of the statutes of 1917, be amended to provide that fish and shellfish packed in cans shall be subject to inspection such as may be provided by the regulations during the whole course of preparation and packing, and at any time thereafter at the cannery or at the warehouse of the first purchaser at his request, and shall be labelled with the particulars as prescribed therein, with the name and address of the packer or of the first dealer obtaining it direct from the packer.

Exemption From Labelling

3. That subsection 4 of the said section 12A be amended to provide that exemption from labelling of the cans of fish or shellfish may be allowed, if such labelling hinders the sale of the same in markets outside of Canada.

4. That section 12C of the said Act be amended to provide that all canned fish and shellfish shall be sound, wholesome and fit for human food, and any unsound canned fish or shellfish found during the process of preparing and packing or at any time thereafter, at the cannery or the warehouse of the first purchaser, may be seized and confiscated on view by any inspecting officer and dealt with as provided by the regulations, and the inspector may take samples for inspection.

5. That section 12D of the said Act as enacted by chapter 22 of the statutes of 1919 (second session) be amended to provide that there shall be five sizes of cans for canning lobsters. These shall be of the sizes commonly known as three, six, nine, twelve and sixteen ounce cans. The cans of each size in the order named shall each contain not less than three ounces avoirdupois, six ounces avoirdupois, nine ounces avoirdupois, twelve ounces avoirdupois, and sixteen ounces avoirdupois of drained lobster meat. No other size of can shall be used for packing lobsters without first obtaining the written permission of the minister. Such written permission shall state the minimum amount of drained lobster meat each size of can so authorized shall contain. All cans that do not contain the weight specified for each of the sizes herein named, or that may be hereafter named may be seized and held by any inspecting officer and disposed of as provided by the regulations.

Designate B. C. Salmon

6. That section 12E of the said Act as enacted by chapter 33 of the statutes of 1917 be amended to provide that for the purposes of the Act, the varieties of British Columbia salmon shall be designated, and, provided the need for such is established to the satisfaction of the Governor in Council, graded as provided in the regulations.

7. That section 12F of the said Act as enacted by the said chapter be amended to provide that in the event of the provisions of the Act or of any regulations made thereunder or the lawful instructions of inspecting officers not being complied with in any fish or shellfish cannery, the minister may order the fish or shellfish cannery to be closed; provided, however, that any cannery in which the sanitary conditions are being neglected may be immediately closed by the inspecting officer until the defects are remedied.

Will Not Inconvenience Packers

According to the fish canners of Eastern Canada this Act makes little difference to the industry and as far as can be seen, if it becomes law, it will not inconvenience the packers to any degree. A. H. Britton, general manager of the Maritime Fish Corporation, said to a Canadian Grocer representative: 'This amendment applies particularly to the export market with a view to standardizing our pack of canned fish so that it can compete with other canned fish in foreign markets. As far as I can see it applies particularly to canned lobster. Personally I think it is a good move and will be of advantage to the packers of fish. At the present time the net weight of the contents of a tin are only required in the stamping of the labels and in the case of lobsters there may be only 4 oz. of meat in 12 oz. of net contents. In fact the food contents of the tin may vary considerably. I do not see that this is any intimation that Canadian packers of lobsters are acting unfairly but it puts competition on a fair basis. Lobsters are all packed in water and it is only

(Continued on page 42)

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, June 28.—The feature of the provision market is the advancing price of butter. Local prices show an advance of two and three cents with the likelihood of a further advance. The export demand has made the market particularly active. Cheese has also advanced for the same reason. The egg market remains firm and there are signs of strength on account of a lighter production. The hog market shows no change although the market is not so active. Beef is easing up on account of the warmer weather. The lard market is easy with a drop of one cent in some quarters. The smoked meat market has been dull on account of the unseasonable weather but shows signs of improvement. Prices are steady. The same applies to cooked meats. The lower prices on Gaspe salmon feature the fish market.

BUTTER PRICES HIGHER

Montreal.

BUTTER—The strength that has characterized the butter market for the past month still continues. Prices during the past week have scored advances amounting to 3½c per lb. which was attributed to the strong cable enquiries and a good export demand for Canadian creamery coupled with keen competition from local buyers. Creamery prints are now quoted at 39c and 40c per lb. and solids at 38c. Dairy butter has also advanced in price and is quoted at 30c and 31c per lb. in solids and 32c and 33c in prints. The butter market is strong at the present advanced price and the wholesalers are looking for a further advance.

BUTTER—

Creamery prints, finest	0 39	0 40
Creamery solids	....	0 38
Dairy solids	....	0 30
Dairy prints	....	0 32

CHEESE PRICES ADVANCE

Montreal.

CHEESE—An active trade is being done in cheese for export and a steady increasing demand for supplies for shipment to Europe has developed a stronger market here with advanced prices. Local wholesalers have advanced their prices on new large cheese and twins to 18 and 20c per lb. The general price now quoted is 20 cents per pound but quotations vary with a minimum price of 18c. The market is in a strong position and at all country boards prices show a marked advance. The highest figure paid for western white cheese last week at the cheese board was 18 15/16c and 18 7/8c per lb. for colored. If this price holds it is evident that wholesale prices must advance still further.

CHEESE

Old colored, twins	....	0 23
Old White	....	0 22
New Large, per lb.	0 18	0 20
New Twins, per lb.	0 18	0 20
Fancy Old Cheese, per lb	0 29	0 30
Triplets, per lb.	0 18	0 20
Stilton, per lb.	....	0 30
Quebec	0 18	0 20

EGGS UNCHANGED

Montreal.

EGGS—There has been practically no change of any importance in the egg situation during the past week. Advices from country points state that receipts continue to show a decrease which is usual at this period of the year but the supply coming forward is quite sufficient to meet immediate demand and prices show no change.

EGGS—

Specials	0 34	0 35
Selects, new laid	....	0 33
No. 1	....	0 30
Storage	....	0 29

HOG MARKET STEADY

Montreal.

FRESH MEATS—The market for hogs shows no change and is generally firm. The demand for bacon hogs is fair and sufficiently steady to hold prices as they have been for the past two weeks. The local market stands at $14.75 per cwt. for selected light weight hogs, weighed off cars, with rougher lots quoted at $14.00 to $14.50 per cwt. Dressed hogs are unchanged although the market shows signs of weakness due to the change in the weather. Packers by their anxiety to keep operations up seem to be forcing the market although a falling off in demand is only natural.

FRESH MEATS—

Hogs, live (selected, weighed off cars)	14 50	14 75
Fresh killed	21 00	22 00
Fresh Pork—		
Legs of pork (foot on)	0 20	0 21
Loins (trimmed)	0 28	0 29
Trimmed shoulders	0 19	0 21
Untrimmed	....	0 17
Pork sausage (pure)	....	0 20
Fresh Beef—	(Cows)	(Steers)
Hind quarters	0 15 018	0 12 0 16
Front quarters	0 10 0 12	0 05 0 08
Loins	0 23	.... 0 28
Chucks	.... 0 10	0 11 0 12

SMOKED MEATS STEADY

Montreal.

SMOKED MEATS—The trade in smoked and cured meats has been fairly active but the volume of business is not as large as was expected for this season of the year, owing to the fact that the consumption has been curtailed to some extent by the unfavorable weather prevailing. A firm feeling is noted in the market for bacon and smoked ham. rices hold unchanged.

BACON—

Breakfast, best	0 43	0 55
Smoked breakfast	0 33	0 43
Cottage rolls	....	0 29
Picnic smoked hams	....	0 23
Wiltshire	0 30	0 34

MEDIUM SMOKED HAMS—

Weight, 84, long cut	0 38	0 40
Do., 14-20	0 36	0 38
Do., 20-25	0 34	0 36
Do., 25-30	0 32	0 34
Over 35 lbs.	0 29	0 30

COOKED MEATS UNCHANGED

Montreal.

COOKED MEATS—There is no change in the quotations on cooked meats. Prices are firm with some improvement in the demand due to the more seasonable weather.

COOKED MEATS—

Hams, cooked		0 52
Square pressed		0 57
Smoked shoulders		0 22
Bologna	0 10	0 21
Corned Beef 1's, per doz.		3 25
Per doz. 2's		5 75
Per doz. 6's		23 50

GASPE SALMON LOWER

Montreal

FRESH FISH—The feature of the fish market is the lower prices quoted on Gaspe salmon owing to the good supply that is coming forward. Early in the week Gaspe salmon was quoted at 15 and 16c per lb. but some dealers expect a little easier price through the week. Halibut is scarce both at the Pacific and the Atlantic coasts and prices have advanced. Haddock and cod are in good supply and prices are easy. Mackerel is not so plentiful and prices are a shade higher. Lake trout and whitefish are coming to the market in good supply but pickerel and doree are beginning to get scarce. There is a fairly good demand for fresh fish at this season. Salmon in particular is popular.

FRESH FISH—

Herring	....	0 06
Market Cod, fresh	....	0 05½
Steak cod	....	0 07½
Haddock	....	0 06
Halibut	....	0 21
Lake Trout	....	0 17
Flounders	....	0 08
Mackerel	....	0 11
Brook trout	....	0 50
Gaspe Salmon	....	0 16
Dressed pike	....	0 12

FROZEN FISH—

Haddock	....	0 06
Halibut	....	0 18
Chicken halibut	....	0 16
Market cod	0 05	0 05½
Steak cod	0 05½	0 06
Doree	0 13	0 14
Qualla Salmon	0 10	0 11
Dressed B. C. Salmon	0 20	0 21
Gaspe Salmon	0 18	0 19
White fish	....	0 13½
Dressed pike	....	0 07
Sea Herring, 100 lbs.	...	0 06½
Mackerel	....	0 13

WEAKNESS IN LARD

Montreal.

LARD—The feature of the market for lard is another decline of one cent per pound owing to the little offerings in the continued limited demand for supplies from outside sources. The bacon market shows a little weakness but many wholesalers hold their prices unchanged although there is a weakness.

LARD—

Tierces, 60 lb.	0 15½	0 16½
Pails, 20 lbs.	0 16	0 17
Tubs, 20 lbs.	0 16½	0 17½

ONTARIO MARKETS

TORONTO, June 28.—An upward tendency is quite apparent in both butter and cheese. There appears to be a heavy demand for these lines for both domestic and storage purposes. Some export business has also transpired. Butter and cheese are both quoted at a higher range of values. Eggs have developed a firmer tone due to the decrease in production. The live hog market holds fairly steady. Bacon, lard and shortening are steady and unchanged, while cooked meats are firm. Fresh caught halibut and whitefish are quoted higher, while poultry is fairly easy under some lower prices.

STRONG BUTTER MARKET

Toronto.

BUTTER.—An upward tendency continues in the market for butter. A good demand is noted both for domestic consumption and for storage purposes. Some export business has also transpired. Quotations to the retail trade are advanced to 39c. and 40c. for best grades of creamery prints with second grades bringing 36c. to 38c.

BUTTER—

Creamery prints, No. 1	0 39	0 40
Creamery prints, No. 2	0 36	0 38

HIGHER CHEESE PRICES

Toronto

CHEESE.—A stronger situation prevails in the cheese market, reflecting somewhat the condition in butter. Quotations on new make are advanced to 19c. and 20c. per lb. September make is becoming scarce and in most places it is firmly held at a higher price of 24c. although in some quarters it is still offered at 21c.

CHEESE—

Large, new	0 19	0 20
Do., Sept.	0 21	0 24
Stilton, new	0 23	....

Twins, 1c higher than large cheese and triplets 1½ cents higher than large.

EGGS FIRMER

Toronto.

EGGS.—The egg market has developed a firmer tone. The lessening in the production is said to be the cause and as a result dealers have had to bid a higher price to get sufficient supplies. Quotations to the retail trade are two cents higher than a week ago making No. 1 32c. and selects 35c. to 36c. per doz.

EGGS—

No. 1 per doz.	0 32	....
Selects, per doz.	0 35	0 36
Selects in Cartons, per doz.	....	0 37

NO CHANGE IN SHORTENING

Toronto.

SHORTENING.—There is no change in the shortening situation. Quotations are unchanged with the market fairly steady.

SHORTENING—

1-lb. prints	0 17	0 18
Tierces, 400 lbs.	....	0 15

Tubs are ½c. higher than tierces and pails one cent. higher than tierces.

LARD HOLDS FIRM

Toronto.

LARD.—The market for lard has a fairly steady tone although in some quarters an advance of ⅛c. per lb. is noted. This advance is on brands which were quoted the lowest a week ago and lessens the spread. Quotations now range from 18c. to 18½c. on one pound prints and 15½c. to 15¾c. per lb. on the tierce basis.

LARD—

1-lb. prints	0 18	0 18½
Tierces, 400 lbs.	0 15½	0 15¾

Tubs are ½c higher than tierces and pails one cent higher than tierces.

NO CHANGE IN MARGARINE

Toronto.

MARGARINE.—No change has occurred in the margarine situation. The demand continues moderate.

MARGARINE—

Margarine, No. 1	**0 20**	**0 21**
Do., No. 2	....	0 18

COOKED MEATS FIRM

Toronto.

COOKED MEATS.—Quotations show no change but the situation in cooked meats continues strong under an active demand.

COOKED MEATS—

Boiled ham, lb.	0 53	....
Do., square pressed	0 55	0 56
Boiled shoulders	....	0 47
Choice jellied ox tongue lb.	....	0 61
Jellied pork tongue	....	0 34
Macaroni and cheese loaf	....	0 21
Roast pork	....	0 57

Above prices subject to daily fluctuations of the market.

POULTRY TENDS EASY

Toronto.

POULTRY.—The situation in the poultry market continues fairly easy and under increased receipts prices are lower.

POULTRY—

Prices paid by dealers—

	Live	Dressed.
Turkeys	0 25	0 30
Chickens, spring	0 35	0 40
Roosters	0 15	0 20
Fowl, 4 to 5 lbs.	0 20	0 25
Fowls, over 5 lbs.	0 20	0 25
Fowl, under 4 lbs.	00 14	00 20
Guinea hens, pair	1 25	1 50
Ducklings, 4 lb. and over	**0 30**	**0 35**

Prices to retail trade

Turkeys dressed	0 35
Chickens, spring	0 45
Fowl, 4 to 5 lbs.	0 30
Ducklings	0 40

STEADY HOG MARKET

Toronto

FRESH MEATS.—The live hog market remained fairly steady during the week. At the beginning of the week, the market opened at $14.25 on the fed and watered basis, later there was an easier feeling with values dropping 25c. but as we go to press the decline was recovered. Under moderate receipts, the cattle market was stronger while calves and lambs continue easy under a break in prices.

FRESH MEAT—

Hogs—		
Live, fed and watered, cwt.		14 25
Live, f.o.b.		13 50
Live, off cars		14 50
Dressed, light, per cwt.	17 00	18 00
Do., heavy, per cwt.	12 00	14 00
Fresh Pork—		
Legs of pork, up to 15 lbs.		0 33
Loins		0 33
Fresh hams, lb.		
Tenderloins, lb.		0 45
		0 19
Montreal shoulders		0 21
Boston butts, lb.		0 27
New York shoulders		0 20
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 18	0 22
Ribs, lb.	0 16	0 20
Chucks, lb.	0 07	0 09
Loins, whole, lb.	0 26	0 32
Hips, lb.	0 14	0 16

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb., top quality	0 13	0 15
Do., Medium	0 09	0 11
Sheep, whole, lb.	0 10	0 15
Do., yearling, lb.	0 28	0 30
Lamb, Spring, each	10 00	15 00

Above prices subject to daily fluctuations of the market.

BACON HOLDS STEADY

Toronto

PROVISIONS.—There are no changes in this market. The situation although under an active demand has a steady tone at the present level of values.

Hams—		
Small 6 to 12 lbs.	0 36	0 37
Medium, 12 to 20 lbs.	0 36	0 37
Large, 20 to 35 lbs. lb.	0 31	0 34
Heavy, 35 lbs., and upward	....	0 28
Boneless, per lb.	0 44	0 45½
Rolled, per lb.	....	0 52
Peameal	0 38	0 42½
Bacon—		
Breakfast, ordinary, per lb.	0 30	0 34
Do., special trim	0 40	....
Cottage rolls	....	0 35
Cottage rolls	....	0 37
Rol, per lb.	....	0 28
Wiltshire (smoked boneless) lb.	....	0 28½
Do., three-quarter cut	....	0 31
Do., middle	....	0 32½
Dry Salt Meats—		
Long clear bacon, av. 50 to 70 lbs.		20
Do., av. 80-90 lbs.		0 17
Clear Bellies, 15-30 lb.	0 19	0 20
Fat backs, 10-12 lbs.	....	0 19

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—	
Mess pork	32 00
Short cut backs, 200 lbs.	41 00
PICKLED ROLLS—	
Lightweight	47 00
Heavy	36 00

Above prices subject to daily fluctuations of the market.

SOME FISH HIGHER

Toronto.

FISH.—Fresh caught halibut and whitefish is quoted higher this week. Dealers claim these lines are becoming hard to get and as a result quotations are advanced. Medium halibut is now quoted at 17c. to 18c. and chicken at

15c. to 16c. Fresh whitefish is advanced to 12c. to 14c. per lb.

FRESH SEA AND LAKE FISH

Cod steak, lb.	0 08	0 09
Do., market, lb.	....	0 08
Halibut, Med., lb.	0 17	0 18
Do., Chick. lb.	0 15	0 16
White. fish, lb.	0 12	0 14
Trout, lb.	0 15	....
Pike, lb.	0 09	0 10
Perch, lb.	0 08	0 10
Mackerel	0 12	0 18

FROZEN FISH

Halibut, medium	0 17	0 18
Do., chicken	0 14	0
Salmon, Cohoe	0 15	0 16
Do., Red Spring	0 20	0 21
Do., Alaska Qualla	0 11	0 12
Do., Qualla	0 07	0 08
Sea Herring	0 07½	0 08
White Fish	0 10	0 11

SMOKED AND SALT FISH

Haddies, lb.	0 12	0 13
Fillets, lb.	0 14	0 16
Kippers, box	3 00	....
Holland Herrings, mixed, 10-lb. keg		0 85
Do., milkers, 10 lb. keg		0 95
Shrimps No. 6 can	....	13 00

WINNIPEG MARKETS

WINNIPEG, June 28.—The feature of the produce and provision market is the strength displayed in butter and cheese, due to the active export demand. Eggs are arriving freely but the quality is not up to the standard due largely to the hot weather, therefore causing prices of eggs to show a decline. Cooked meats are active in a strong market. Smoked hams and bacon have also a strong tone. Live hogs are showing a slightly easier tendency and prices are a shade lower.

BUTTER MARKET STRONG

Winnipeg.

BUTTER—The butter market under the influence of a keen demand principally for storage purposes continues to maintain a strong tone. Best grades of creamery prints are quoted at 35c to 37c and undergrades at 30c to 33c.

BUTTER—

Creamery, best table grade	0 37
Creamery, solids	0 33
Margarine	0 20 0 23

CHEESE MARKET STRONGER

Winnipeg.

CHEESE—Reflecting the condition of the butter market cheese has also a stronger tone. June make of cheese is in demand for storage which is the reason for further strength developing. Dealers quotations to the trade have advanced and Ontario large is quoted at 19c per lb.

CHEESE—

Stilton cheese, large, lb.	0 21½
Ont., large, lb.	0 19
Ont., twins, lb.	0 19½
Ont., triplets, lb.	0 20

EGG PRICES LOWER

Winnipeg.

EGGS—Eggs are slightly easier and prices are 1c to 2c lower. Receipts from the country districts are heavy but with the hot weather quite a number arriving are in a bad condition. Eggs in cartons are quoted at 32c per doz. and No. 1 candled at 25c.

LARD HOLDS STEADY

Winnipeg.

LARD—Quotations are unchanged and the condition of the market is fairly steady. There is no change in shortening.

LARD—

Pure Lards, No. 1 Quality, per lb. (in tierces, 400 lbs.)	0 17
Do., wooden pails, 20-lb. pails	3 80
Shortening, tierces of 400 lbs.	0 15½
Do., per pail, 20 lbs.	3 50

COOKED MEATS STRONG

Winnipeg.

COOKED MEATS—A strong tone continues to prevail in cooked meats. In some quarters there is a 1c advance on cooked hams making best quality from 51c to 54c per lb. Jellied ox tongues are higher at 60c per lb. and pork tongues at 40c.

COOKED MEATS—

Hams, best quality, skinned 814 lbs.	0 52
Do., 13-1 lbs.	0 51
Roast ham, lb.	0 53
Roast shoulders, lb.	0 39
Jellied ox tongues, lb.	0 60
Jellied pork tongues, lb.	0 40
Head cheese in 6 lb. tins, lb.	0 12

BACON AND HAMS STEADY

Winnipeg.

PROVISIONS—Smoked bacon and hams continue in a strong position with no price changes noted. Hams are quoted from 28c to 44c per lb. according to quality. Bacon of good quality is quoted at 43c with other grades ranging as low as 29c.

SMOKED MEATS—

8 to 16 lbs., per lb.	0 39
16 to 20 lbs., per lb.	0 39
Boneless, 8-14 lbs., per lb.	
Skinned, 18 to 22 lbs., per lb.	0 39
Do., 14 to 18 lbs., per lb.	0 39
Bacon, to 10 lbs., per lb.	0 45
Cottage rolls, boneless	0 27
Bellies, 6 to 10 lb., per lb.	0 41

NO CHANGE IN POULTRY

Winnipeg.

POULTRY—The market shows little change with prices ruling steady. The demand is only fair.

POULTRY—

Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
Do., 3½ lbs., and up, per lb.	0 30
Fowl, per lb.	0 22 0 29
Roosters, per lb.	0 20
Turkeys, young, per lb.	0 42
Ducks, per lb.	0 33
Geese, per lb.	0 33

NO CHANGE IN FISH

Winnipeg.

FISH—There is practically no change in the fish market. Dealers report business good for the season of the year.

FISH—

Black cod, lb.	0 12
Brills	0 08
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15
Salmon, Cohoe, in full boxes, 300 lbs.	0 15½
Salmon, Cohoe, in broken cases	0 16
Salmon, Red Spring, in fulll boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08

LIVE HOGS EASIER

Winnipeg.

FRESH MEATS—Live hogs are a shade easier and a decline of 25c is noted. Live selected hogs are quoted at $12.25 per cwt. The calf market is showing a firmer tone and choice vealers are selling from $8 to $8.50 with medium quality from $5 to $7. The sheep and lamb market maintains a firm tone. Best quality spring lambs are quoted at $14 to $15 with the remainder from $11.75 to $12.50.

AMENDMENTS DEALING WITH CANNED FISH

(Continued from page 39)

fair that the weight of the meat contents be stamped instead of the net weight of the contents of the tin."

Canada Has Big Export in Lobsters

When asked where Canada marketed the pack of lobsters Mr. Britton said, "Canada finds her biggest market for canned lobsters in France. In fact there are very few competitors with Canada in this market. Most of the shipments of canned lobsters to France go unlabelled but at the present time the law demands that the name 'Canada' be embossed on the tin. When they get to France they are labelled with a private brand and resold."

Does Not Affect Haddies

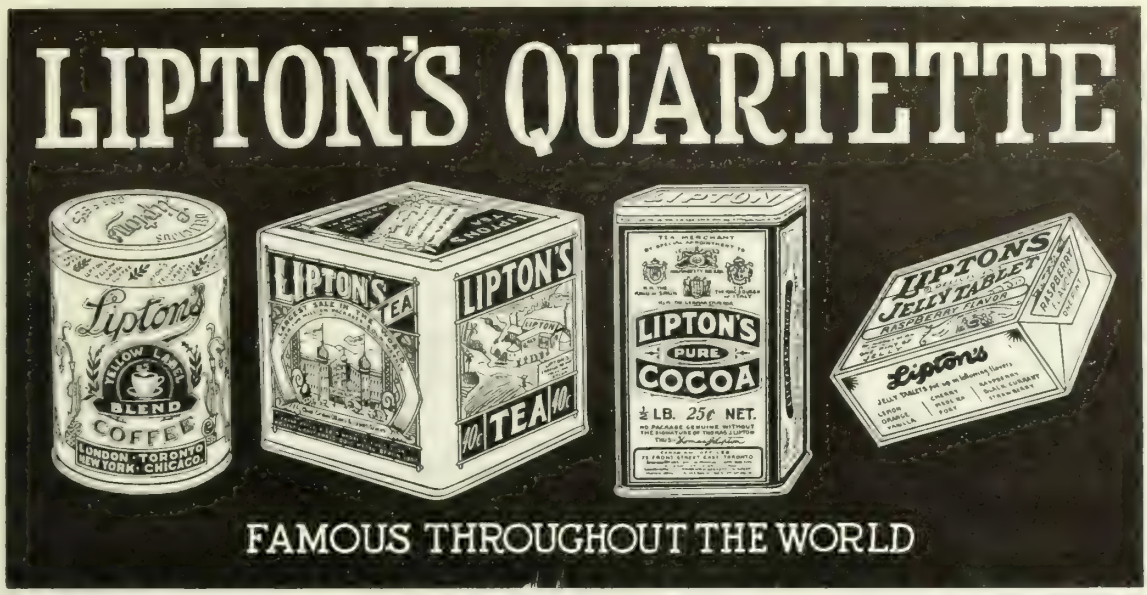
Mr. Britton also claimed that the new amendment to the Act does not affect the pack of haddies since this fish was dry packed and there is no liquid in the tin. He claims to be very well pleased with the proposal of the Minister of Marine & Fisheries. D. J. Byrne, representing Conners Bros., Limited, of Black's Harbor, N. B., in speaking to a Canadian Grocer representative said that the amendment to the Act would not affect his firm since they already stamped the net weight of salad meat on each tin. In the case of clams, which they pack, the net weight of solids and net weight of contents of tin are both stamped on the label. This had been done to meet export regulations for other countries. He also approved of the amendment and said that it would help Canada's export trade in canned fish, particularly the lines which are packed in liquid. He intimated that it might affect sardines and salmon but at the time he was not prepared to say to what degree it would inconvenience the packers.

A Change in Salmon

While Mr. Britton was not absolutely sure he expressed the opinion that it would affect the salmon packing industry since the salmon contains a certain amount of loose fluid and the new regulations would require a new system of weighing the meat before it is packed.

WANTED

GENERAL MANAGER WANTED FOR LARGE Canadian chain grocery organization. Must have executive ability and successful record. Apply in strict confidence, giving particulars as to age, character, experience, etc., to Box 218 Canadian Grocer, 153 University Ave., Toronto.



The constantly growing demand for our Tea, Coffee, Cocoa, and Jelly Tablets indicate that consumers are becoming more appreciative of the fact that they are unable to get just that grade of quality recognized the world over with the Lipton products by purchasing inferior brands.

Quality, service and profits assured by sending your order to

T. J. LIPTON

24 Front St. West - Toronto

How He Got His Man

A merchant in Montreal wanted a man to manage his store. He advertised in the daily papers and secured many replies. He also used an announcement in the Want Ad. page of CANADIAN GROCER and several replies were received. He chose his man from the latter. In fact, the only men who at all suited his purpose, were those who applied through this paper.

CANADIAN GROCER reaches business men in the trade. There are good men scattered all over Canada who read the CANADIAN GROCER and who are interested in such a proposition.

To get the man you want; to secure a position; a partner, to sell some used equipment; to buy second-hand equipment, use the Want Ad page of CANADIAN GROCER. It gets results.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is a part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Write if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

BLUE BIRD TEA

Kindly let me know who are the packers of Blue Bird Tea.

Clare Blondeau,
90 Maple Street,
Ottawa, Ont.

Answer: The Blue Bird Tea Co., (Bauld Bros.), Halifax, N. S., are the packers.

WHOLESALE GROCERS

Will you kindly give me list of wholesale grocers in Ontario outside of Toronto?

Retailer.

Answer: List has been sent direct.

CANDY ARTICLE

Will you kindly let us know in what issue of Canadian Grocer an article appeared headed "Canadians Still on a Candy Jag."

Reader.

Answer: This article appeared in Sept. 30, 1921 issue.

BEANS

Can you give me addresses of buyers for beans—have about 10 bags to offer.

R. E. Wilton,
Harrietsville, Ont.

Answer: You might try W. H. Millman & Sons, Toronto, Ont.

BACON SLICERS

Would you please tell me where I could procure a small size bacon and ham slicer at a moderate price. Are there not places where you can get those little ones around $25 that would answer the small trade very well? Have seen them in different stores.

Layton's Grocery,
Truro, N. S.

Answer: You might try the following firms for bacon slicers: Hobart Mfg. Co., Toronto, Ont.; The Canada Slicer Corp., Bowmanville, Ont.; The International Business Machines, West Toronto, Ont.; The Brantford Computing Scales, Ltd., Brantford, Ont.; The Fletcher Mfg. Co., Toronto.

BROOMS

Will you kindly let me know where to get brooms made by the blind soldiers.

A. McGillivary,
Dalrymple, Ontario,
R. R. No. 2, Breckin.

Answer: The Canadian National Institute for Blind, 186 Beverley Street, Toronto, Ontario.

MONTREAL RETAIL GROCERS

Could you tell us how we could procure the names of the Retail Grocers of Montreal. Is there any list issued where we could refer to?

Messrs. R. E. Boyd & Co.,
Montreal, Quebec.

Answer: We would refer you to Might's Directory, Church Street, Toronto, Ont.

BRASS NAME PLATES

Will you kindly inform us as to where we can procure brass name plates on our delivery equipment?

Messrs. Fawthrop Brothers,
West End,
Cornwall, Ontario.

Answer: Toronto Sign Company, 115 Bay St., Toronto; Booth Coulter Copper and Brass Co., 115 Sumach St., Toronto; James Morrison Brass Mfg. Co. Ltd., 93 Adelaide St. W., Toronto; The Tallman Brass & Metal Co., Hamilton, Ontario.

SPLIT PEAS

We would appreciate it if you could let us know the names of two or three concerns who manufacture split peas and who might be interested in the purchase of a quantity of good peas which we have for splitting purposes.

A. H. M. Hay,
92 St. Peter Street,
Quebec City, Que.

Answer: Harry Horne & Co., Ltd., 1297 Queen St. W., Toronto; White Swan Spices & Cereals, 156 Pearl St., Toronto; Thos. G. Hemphill, Wroxeter, Ontario; W. H. Millman & Sons, Front St., Toronto; The John MacKay Co., Ltd., Bowmanville, Ontario; H. Murtin Ltd., Guelph, Ont.

GLUTEN FLOUR

Will you kindly let me know the names of the mills making Government Standard Gluten Flour.

Messrs. R. B. Brown & Sons,
Brigden, Ontario.

Answer: White Swan Spices and Cereals Company, Ltd., 156 Pearl Street, Toronto, or Mount Royal Milling Company, Montreal.

VINEGAR PUMPS

Can you tell us what firm manufactures vinegar pumps. We want two for the basement, about 10 feet long.

If you can give us this information, it will oblige, B. McDonald, Picton, Ont.

Answer: Wilson, Lytle & Badgerow, 112 Duke St., Toronto; Walter-Woods Co., Hamilton, Ont.; Enterprise Mfg. Co., Philadelphia, Pa.

PAPER BAGS AND CONTAINERS

Will you kindly tell us where to buy small paper bags for cent goods and popcorn. Also containers to hold one gross of bags.

H. A. COOLIDGE,
Box 663, Smiths Falls, Ont.

Answer: Specialty Paper Bag Company, 87 Geary St., Toronto, Ontario, The E. B. Eddy Co., Limited, Hull, Quebec, Victoria Paper and Twine Co., Limited, 439 Wellington St. West, Toronto, Ontario, The Continental Paper and Bag Co., Limited, Ottawa, Ontario, the Dominion Paper Co. Montreal, Quebec, Kilgour Bros., Toronto, Ontario.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date .....

Please give me information on the following:—Name .....

Address .....

.....

.....

.....

This trade mark will guide you to
FASTER SALES, BETTER PROFITS
and complete CUSTOMER SATISFACTION

TRADE
LTD
MARK

"BRUNSWICK BRAND"
SEA FOODS

READY-TO-SERVE
ON OPENING THE TIN

Clerks who recommend **Brunswick Brand** Ready-to-Serve Sea Foods can do so with absolute assurance that their exceptional quality, fine flavor and low cost will bring an endless chain of profitable repeats.

Brunswick Brand Sea Foods require no cooking and are therefore ideal for preparing warm weather luncheons and hurry-up meals. They are processed in the most sanitary manner from the finest catches immediately they are brought in from the fishing grounds. Try a sample order, put them in your windows and watch them repeat. Their profit margin will please you.

Connors Bros., Limited
Black's Harbor, N. B.

Winnipeg Representatives

Chas. Duncan & Son, Winnipeg, Man.

Also—Maple Leaf Hams and Bacon

Yes, sir!

Gunns' Maple Leaf Pork Sausage sells! It sells quickly because it is well advertised, but more especially because it is made only from the best quality pork and your customers like it. They come back for more.

Customers bringing repeat orders mean many sales for you. Be ready for them. Order your supply of Maple Leaf Pork Sausage now.

Phone Junction 3400

Gunns LIMITED West Toronto

57

Profits from Ketchup

Heinz Tomato Ketchup can mean only one thing — fresh red ripe tomatoes blended with pure spices, granulated sugar and onions. Years of experience and the finest materials insure the same high quality in every bottle. Such a product backed by the volume of newspaper advertising which it is receiving will, with proper attention, yield for you the most gratifying returns. Display Heinz Ketchup and watch your sales increase.

H. J. Heinz Company

Montreal — Factory: Leamington — Toronto

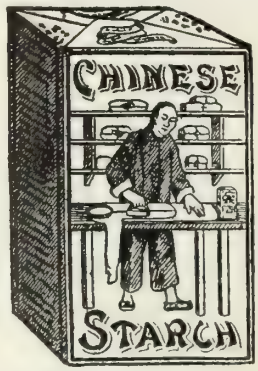
FREE

A big umbrella for use on your delivery wagon.

Helps to keep your delivery boy in good humor.

The umbrella is rain proof and looks good.

Free with an assortment of our products. Write for information.



CHINESE STARCH

for fine glossy finish and high uniform

QUALITY

Will please your particular customers. Order from your wholesaler or direct.

OCEAN MILLS LTD.

Montreal, Canada

Kingston Grocer attributes his increased turnover in Biscuits to . . . . . .

CHRISTIE'S
Patented Biscuit Cabinets

ONE OF OUR SPECIALLY DESIGNED DISPLAY CABINETS (56 Sections)
Height 4 feet 10 inches Length 14 feet 6 inches, with mirror. Ash or Oak Trim, Light or Dark Finish

"Our increased biscuit turnover is largely due to the Christie Cabinet we have installed," says Mr. A. Glover, progressive, Kingston, Ont., grocer.

"We have good trade in biscuits and our large attractive biscuit cabinet accommodates an assortment of sixty plain and fancy varieties. This cabinet enables customers to see at a glance the various kinds we stock and permits indexing and convenient time-saving arrangements of similar biscuits."

"Some people refuse to buy the last biscuit in the tin even though they have been opened the same day. The Christie cabinet arrangement does away with this objection and enables us to clean up these lines before they grow stale." (See cut of Mr. Glover's store and cabinet in editorial columns, last week's Grocer.)

If you want to increase your biscuit turnover, Mr. Grocer, you can easily do so with one of these sales-creating Christie cabinets filled with Christie's famous biscuits. Cabinets are furnished you at cost in any size.

Write for particulars

CHRISTIE BROWN & CO.
Limited

TORONTO, CANADA

An Unusual Product

Demands Unusual Attention--

We are Specializing in this Commodity

Returned for Credit

Seldom if ever does the above occur, or do you receive any criticism on what you deliver to your customers—

ANYTHING goes--ONCE

But good reliable Standard INTERLAKE Brands are accepted any time. Your profit is sure, your customer satisfied.

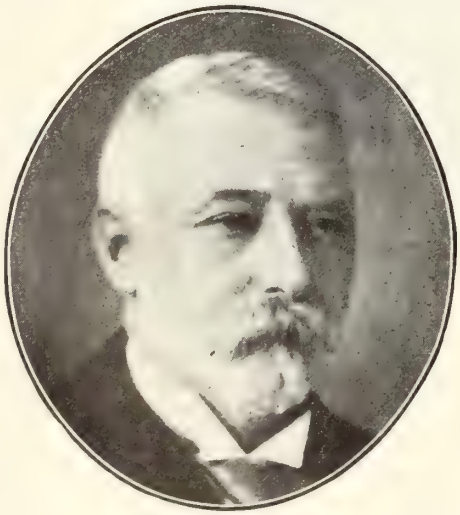
Ask your jobber for the following brands, or write us direct for full roll samples—no charge —just service.

"INTERLAKE"—700-sheet roll—White, soft, linen-like tissue.
"WHITE CROSS"—8-ounce—White, soft, genuine crepe.
"BLUE BIRD"—6-ounce—Manilla, soft, genuine crepe.
"OLD DUTCH"—11-ounce—Plain, duplex manilla tissue.
"HURON"—4-ounce—Light, soft, machine crepe.

"Brands of Merit from Merritton"

Interlake Tissue Mills Co.
Limited

Head Office: 54 University Avenue, Toronto, Canada.
Sales Branch: McGill Building, Montreal, Que.
Mills at Merritton.



Ottawa, June 18.—The day is saved for the "home brewer." Item No. 10 in the budget resolutions, which would have prohibited the brewing of beer by anyone except by a regularly licensed brewer, was struck out Saturday night at the request of Hon. W. S. Fielding, who said that although there had been abuses in the past in connection with the "home brew industry," he had come to the conclusion that the proposed remedy would perhaps be worse than the disease it was meant to cure.

Mr. Fielding said there had been many protests since it was proposed to cut off the permits for the manufacture of beer in private homes.

The item was struck out and the committee reported progress on the budget resolutions.

Fielding Says—

"May Brew Beer at Home"

and for home brewing nothing can beat

MAPLE LEAF PHARMACEUTICAL MALT EXTRACT

100% Pure Full Strength Dark Malt

NOTE OUR SIZES:

Cases of 1 lb. and 2½ lb. cans both packed complete with Pacific Hops and Crown Corks.

Rich Dark Malt

1 lb. and 2½ lb. sizes, 2 doz. to case

ORDER FROM YOUR WHOLESALER OR

Maple Leaf Malt Extract Co., Reg'd.

16 CANNING ST., MONTREAL

"The Genuine Imported Article"

"None Better — at any Price"

SINCE 1917 it has been practically impossible to obtain genuine pure Lucca Olive Oil, consequently other forms of edible oils have been substituted.

This market has now been opened up again and we have recently received a shipment of

PURE ITALIAN OLIVE OIL

"VITTORIA" Brand

packed and shipped direct in the original containers and carrying the highest recommendations of quality.

12—1	gallon tins	per gallon	$3.50
24—½	" "	" "	3.60
48—¼	" "	" "	3.75
40—⅛	" "	" "	4.25
80—1/16	" "	" "	4.75

For those who prefer it in bottles we recommend our

"VERITAS" Brand

24—4	oz. bottles	per dozen	$2.50
24—8	" "	" "	5.00
12—12	" "	" "	6.00

Order direct or from your wholesaler.

The CHARLES CICERI CO., Limited

Established 1897 SPECIALISTS IN ITALIAN PRODUCTS.

84-86 St. Peter Street

MONTREAL

The Perfect Wood Container

for all food products in bulk, is

"Riteshape"

No odor, no contamination, no waste—and an appearance that is ABSOLUTELY *RIGHT*.

The "Riteshape" is the cheapest container you can get for serving bulk foods, such as butter, lard, dripping, fish, bacon, cold cooked meats, fruit, vegetables, etc. It's the **cheapest** simply because it's the best. No defective dishes. No waste of the goods. No contamination. Requires less paper and string to wrap. Is more compact and neater in appearance than any other wood or paper dish.

Write for Samples and Prices

The "Riteshape" comes in all sizes from ½ lb. to 10 lbs., packed in sealed wrappers containing an average day's supply—the whole shipment in strong wooden crates. If you want to give your customers the best service, as well as saving your own time and money you will use the "Riteshape." Why not begin **now?**

Victoria Paper & Twine Co. Limited

439-441 Wellington St. W., Toronto. 382 Notre Dame St. W., Montreal

Sole Canadian distributors for the Oval Wood Dish Corporation, New York

Have a Big Store in a Small Town

When your customers board the train to buy in distant cities they seek something they ought to be able to get in their home town.

If you could hold this trade your business would grow more consistently.

Long Distance puts the jobber's and manufacturer's warehouses at your elbow. Spend a cent to earn a dollar. That is the secret of having a big store in a small town. **"Use the Bell to Sell"**—and to Buy.

Every Bell Telephone is a Long Distance Station

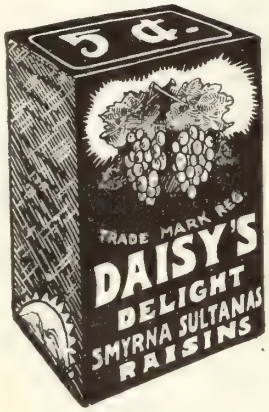
THE BELL TELEPHONE COMPANY OF CANADA — LONG DISTANCE TELEPHONE

EXHIBITORS
in
Pure Food Building

We are now at work on a number of booths in new building at Toronto Exhibition and can give you attractive quotations.

We Specialize
in
Display Fixtures and Alterations

Walter Davidson & Co'y.
LIMITED
186-188 Duke Street MAIN 184 MAIN 185



The most Hygienic, Aristocratic, Nourishing and sweetest pies can only be obtained by using *Daisy's Delight Smyrna Raisins.*

The Old Time Raisin with The Old Time Flavor

Now

Selling in 5c Packages

Smyrna Sultanas and Eleme Raisins attractively put up in small packages, also in 1-lb. packages and bulk 28 and 56-lb. cases.

The finest flavored raisins in the world. Introduce this new package to your customers. Grown and Packed by Le Fils De A. Floras & Co., Smyrna-Vourla (Asia Minor).

A delicious and tasty fruit for both young and old. The children's delight, the old folks' fancy.

The largest growers, packers and exporters of all qualities of 3-4-5-6 Crown Sultana Raisins, also the best Eleme Raisins, Black Raisins and Figs, from Smyrna.

Make enquiries for price of NEW CROP direct shipment.

Canadian Selling Agent: **A. JOHNSON P. O. Box 1089, Montreal**

Profits!

The most important thing in a business like yours

That goes without saying. Next in importance are those things which decide what your profits shall be.

First, the way you decide prices and, second, seeing that you get this price. And mistakes must come out of your **net** profits. After you have decided on the right margin—how are you making sure that you always get the profit you expect from the price you charge? What guarantee have you that you are not cheating yourself?

Weighing is positively the most important transaction in your store. Its accuracy decides whether you will lose customers or profits.

Your scales are the one part of your store equipment in which all your customers have a direct financial interest.

YOUR CUSTOMERS EXPECT THE ASSURANCE THAT ONLY THIS SIGN CAN GIVE.

CANADIAN TOLEDO SCALE CO., LIMITED

Head Office and Factory:
WINDSOR, ONTARIO

Sales Offices and Service Stations throughout the Dominion.

EDDY'S matches

No other matches are so well known to your customers, nor is it possible for you to sell them better, safer, more convenient or more economical matches than Eddy's.

"East or West, Eddy's Best"—best sellers, best money makers.

The E. B. EDDY CO., Limited Hull, Canada

Branches at Montreal, Toronto, Halifax and London, Ont.

AGENTS:

Schofield Paper Co., Limited, St. John, N. B.
Jos. Emond, 2 & 4 St. Joseph St., Quebec.
J. Lumley, Ottawa.
J. E. McEathron, Brockville.
T. H. Stewart, Kingston.
Alfred Powis & Son, Hamilton.
Tees & Persse, Limited, Port Arthur, Fort William, Winnipeg, Regina, Moose Jaw, Saskatoon.
Tees & Persse of Alberta, Limited, Calgary and Edmonton.
Mitchell Bros., Victoria and Vancouver.

Packed in
1 gal.
½ gal.
¼ gal.
⅛ gal.

Inquiries Solicited

Aboosamra Kouri

CANADA'S LARGEST IMPORTER OF ITALIAN & SPANISH PRODUCTS

Now is the season to sell these high-class products. Send your orders for any of the following lines:

OLIVE OIL
OLIVES
SALAD OILS
BLACK OLIVES
PISTACHIO NUTS
TOMATO PASTE
ITALIAN CHEESE
SALTED ANCHOVIES
MANZANILLA OLIVES
IMPORTED RICE
GENUINE CAVIAR
IMPORTED FRUITS
QUEEN OLIVES

The best house in Canada to purchase Italian and Spanish products from. We guarantee the goods to be first-class quality.

ABOOSAMRA KOURI

41-43 BONSECOURS ST., MONTREAL

CANTALOUPES

Georgia Peaches
6 Basket Crates

California Cherries

Mississippi Tomatoes
4 Basket Crates

Local Strawberries, etc.
The Best the Market Produces

Orders Solicited

White & Co., Ltd.
TORONTO

"GEORGIAN"
BRAND
BUTTER AND EGGS.

Foreign and Domestic
Fruit and Vegetables

LEMON BROS.
OWEN SOUND ONT.

These ideal Summer desserts are fast profitable sellers. . .

Junket
MADE *with* MILK

Junket is easily and quickly prepared and makes an almost endless variety of tempting dishes.

It has been recommended and prescribed for years by doctors and nurses as a wholesome food for invalids. Junket comes in 10-tablet packages that retail at 15c with a good profit.

JUNKET POWDER

This is Junket in powdered form. Just the thing for quickly made desserts. Retails at 15c with an excellent profit margin. Attractively packaged and comes in four different flavors.

Now is the time to feature these popular summer desserts in your windows and on your counters.

Chr. Hansen's
Canadian Laboratory
Toronto - Canada

SELLING AGENTS FOR CANADA
LOGGIE, SONS & CO.
32 FRONT ST. WEST - TORONTO

$25.00

For a Practical Name

From the beginning of time, new products appear on the market, do not worry, more will appear.

Verse 1, 15th Chapter

Gentlemen:—

We are all coming to you for help, but not financially, read the following clearly:

We are looking for a name. **WHY?** For our purgative water, which we are launching on the market because we believe that by the adoption of a good name we can sell our article more readily than without any name at all. What do you think?

Therefore we are Offering $25.00

to the person who suggests the most practical name, comprised of one, two or three syllables, providing it can easily be pronounced in French or English.

This water sells at 25 cents, but will cost you only 15 cents.

So as to allow an equal chance to everybody, there will be no special price for quantities:

1 case of 12 bottles, $1.80.

As soon as we secure the name of the product, we will have to advertise it, so as to create a demand and for this reason we appointed Mr. Jutras and asked him to direct our campaign.

After many efforts on our part we finally obtained his consent, as his perfumery demands his constant attention.

He finally agreed to give us one hour a day of his time and we readily accepted.

Intimately knowing Mr. Jutras, who created the well-known perfumes, "Faites-Moi Rever" and "Boule de Neige," and knowing of the success he attained with his enterprise we sincerely believe his advice will be a big advantage in introducing this purgative water and this well-conducted publicity will be most advantageous to you.

The large profits which you will make by the sale of this purgative water known by the name of ..... will be a harvest to you.

This contest opens the 15th of June and closes the 15th of July.

Send us immediately your suggestion for a name and we will recognize you as a contestant.

Thanking you very much for your attention in this offer, we remain for the moment as in the future,

The Purgative Water Company

1739 Papineau Ave., MONTREAL

P.S. Kindly excuse the humorous tone of this letter, but youth must have its say.

P.W.CO.

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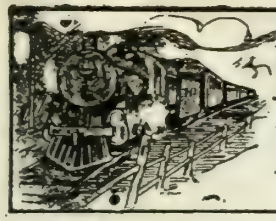


BUYERS' MARKET GUIDE
Latest Editorial Market News

TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

PASS IT ON

Do you pass your copy of Canadian Grocer on to your clerks and to your new friends in the trade?

Canadian Grocer will take them through the stores of dozens of successful merchants every week.

Markets, sales, advertising windows, the successful methods of hundreds of merchants reported for them.

Can you think of a more broadening influence and a more educative medium in which to get them interested?

The more your clerks know about the grocery business the more value they will be to you.

Pass Canadian Grocer on and if they want to subscribe, the price is $4.00 a year—(less than eight cents a week). Address

Canadian Grocer
153 University Avenue
TORONTO, CAN.

J. & J. Taylor's Safes for Sale

One J. & J. Taylor Safe, inside dimensions 15 inches deep, 2 feet 6 inches wide, three feet 11½ inches high and fitted with a built in compartment. Price $250.00.
One J. & J. Taylor Safe, 18 inches deep, two feet 9 inches wide, four feet 5 inches high, fitted with a steel compartment. Both safes are in good condition and can be bought at a price that will save considerable money to the purchaser. Price $200.00. Box 108, Canadian Grocer.
153 University Ave., Toronto

CALIFORNIA PEAR CROP LARGE

The Bartlett pear crop in California will exceed one hundred thousand tons this year as compared with 78,000 tons last year, the California Pear Growers Association has announced. The 1922 price for No. 1 Bartletts is $75 a ton as compared with $65 last year and for No. 2 Bartletts is $40 as compared with $35 last year. From the price on No. 1 Bartletts is deducted $3.75 a ton which goes to the association for advertising and other expenses, leaving $38 net to the grower.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank Street

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

READER'S NOTICE
Regarding
CHANGE OF ADDRESS

A Request For Change of Address must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.

Opportunities are Offered Every Week On This Page.

Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED POSITION, CLERK IN GENERAL store, long experience good references, both languages. Age 25. Box 212 Canadian Grocer, 153 University Ave., Toronto, Ont.

CLERK, MARRIED, 12 YEARS' EXPERIENCE in General Store. Have been manager for 10 years in the same store, for groceries and hardware. Thoroughly understand buying. Am good stock keeper, not afraid of work. Please state wages. Best of references. Am at present in New Brunswick. Western Canada preferred. Box 204, Canadian Grocer, 153 University Ave., Toronto.

WANTED SIDE LINES FOR GENERAL stores and grocery trade, wholesale and retail for Quebec Province and New Brunswick. Address replies W. J. Wilson, 170 De Laroche Street, Montreal.

WANTED—YOUNG MAN WITH SOME KNOWledge of writing advertisements, who has had experience in buying and selling food products. Good opportunity for advancement. Apply by letter to Box 216, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE

FOR SALE.—50 MERCHANT'S PRICE TICKets 50c. Samples 25c. M. Moorby, Newmarket, Ontario.

FOR SALE FIRST CLASS GROCERY AND Meat Business. Going concern. Location best part of City, Halifax, N. S. Good opportunity for right man to secure well established business. For particulars apply **P. O. Box 517, Halifax.**

When Writing to Advertisers Kindly Mention This Paper

Handled by Wholesale and Retail Grocers and Wholesale and Retail Druggists

Harold F. Ritchie & Co., Limited

Sales Agents for Canada

10 McCaul Street - Toronto, Ont.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

CLASSIFIED ADVERTISING

MR. MOORBY, of Newmarket, who ran a small Advertisement on price tickets, writes:—
"The last advertisement you inserted for me more than paid for itself."

Do you need a clerk?
Do you need a salesman?
Do you need a bookkeeper?
Do you want a position?
Do you want to buy a business?
Do you want to sell a business?

Do you want to change your present position?

Any of these needs can be supplied if you go about it the right way. The cost is so small—only 3 cents per word for the first insertion—2 cents per word for each subsequent insertion—5 cents extra per insertion for replies to be placed under box number.

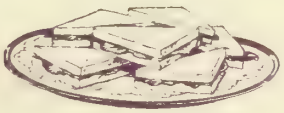
PAYABLE IN ADVANCE.

CANADIAN GROCER - 143 University Ave., TORONTO.

Now is the Time to Buy—don't wait.

Consult these Advertising Pages.

Our Advertisers will *Save* You Money—buy now.



KLIM
PURE SEPARATED MILK IN POWDER FORM FOR ALL USES WHERE SUCH MILK IS NEEDED
CANADIAN MILK PRODUCTS LIMITED
TORONTO MONTREAL

KLIM

—a real boon on these hot days

SUMMER cooking means light dishes, and to most housewives light dishes mean more milk.

KLIM has naturally become a great summer favorite of Canadian housewives, because with it they have a constant fresh supply ready for every cooking use. KLIM does away with their milk spoilage.

Are you prepared to supply them? Remember, a small stock is never enough this time of year. Carry KLIM in all three sizes—½ lb., 1 lb. and 10 lb.

CANADIAN MILK PRODUCTS LIMITED
10-12 St. Patrick Street, Toronto, Ont.

319 Craig St., W. Montreal, Que. **St. John, N. B.** **132 James Ave., E. Winnipeg, Man.**

British Columbia Distributors: Kirkland & Rose, 130 Water St., Vancouver

ABRAZO

A SMASHING SUCCESS!

In less than a year Abrazo has leaped to the front! Giving the **biggest money's worth** in quantity and quality this modern aluminum cleanser has become a swift seller and a sure repeater in progressive stores everywhere.

Feature This Strong Seller!

Abrazo consists of **six handy rolls** of softly-wooled AMERICAN Steel Wool and a cake of Aluminum Soap. Beats everything for cleaning and polishing Aluminum and other cooking ware. Does the most, costs the least!
We'll back you up with eye-catching window display matter, counter cards, circulars and electros. Write for samples.

Order Abrazo from Your Jobber

AMERICAN STEEL WOOL MFG. CO., Inc.
9-11-13 Desbrosses Street
New York, N.Y.
U.S.A.

Here Is The Most Popular **Fan Scale** *in use Today*

A medium-capacity Scale, embodying all the essential features of the famous Dayton Computing Scale, for use where a scale of larger capacity is not needed, absolutely dust-proof—all working parts enclosed. Heavy glass weighing platter in front. Genuine agate bearings throughout. Two sizes—10 lb. and 20 lb. capacity. Price range on chart, 1-2 cent to 75 cents per pound. Handsomely turned out in the standard gold finish.

DAYTON COMPUTING SCALES

Guarantee a Square Deal

No matter what type of Dayton Scale you use, you are guaranteed accurate, efficient service. Your weighing and price computing are done automatically with scientific precision. Profit leaks are stopped; time is saved; and your customers' *confidence and respect* are assured.

Sold on attractive monthly payments without interest. Discount for cash.

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

Frank E. Mutton, Vice-President and General Manager.
Head Office and Factory: 300 Campbell Ave., Toronto.

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld. Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

THE DAYTON IS MADE IN CANADA

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